**KEY FACTS**

- **Two tracks – tailored to your skills**
  An innovative, pre-experience program with two tracks. One designed for creative and strategic thinkers, and one designed for quantitative decision analysts. You select your track during the application process. Depending on the track, you choose one of four specializations: Business Analytics, Finance & Investments, Entrepreneurship & Innovation or Global & Digital Strategy in the second year.

- **Portfolio Management Program (PMP)**
  You have the option to work in groups and manage a real-money portfolio of 3 million euros, while being coached by experienced asset managers and faculty. You are trained as a financial analyst in the first year and as a portfolio manager in the second year, and take over the responsibility of further developing a strategy to allocate and manage the funds.

**Career Development**

- In the first year, you gain up to six months of professional experience in a German or international company. In your second year, you will work on a team based Social Impact Project with a selected NGO or social venture.

**Soft skills**

- Seminars focusing on building high-performance teams, presentation skills, consulting skills, verbal and written business communication skills and stakeholder management help you develop the personal skills necessary to succeed throughout your career.

**Languages**

- You will complete language classes either in German or another strategic language to navigate global business relationships. Students receive a free account on “Babbel”: an e-learning language platform.

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**THE 2019 CLASS PROFILE**

- **112** students
- **82%** international
- **23** average age
- **38%** women
- **6** months average work experience

**Program strengths**

- Full-time
- 24 months
- English
- 2 tracks
- 4 specializations
- 6 to 10 months project and work experience

**Languages**

- 40 nationalities

**Previous studies**

- 12% Business/Management
- 11% Engineering
- 9% Economics
- 7% Humanities/Arts
- 6% Mathematics/Natural Sciences
- 5% Accounting/Finance
- 4% Social Sciences
- 4% Computer Science/IT
- 3% Law
- 2% Other

**Geographical distribution**

- Asia 33%
- Europe 24% (excluding Germany)
- Germany 18%
- Americas 15%
- Middle East 5%
- Africa 5%

**Nationalities**

- Algeria
- American
- Austrian
- Bangladeshi
- Brazilian
- Cameroonian
- Chinese
- Colombian
- Congolese
- Dutch
- Ethiopian
- German
- Greek
- Hellenic
- Hoduran
- Indian
- Indonesian
- Irish
- Israeli
- Italian
- Kenyan
- Lebanese
- Colombian
- Moroccan
- Namibian
- Panamanian
- Peruvian
- Polish
- Portuguese
- Russian
- Serbian
- Thai
- Turkish
- Ukrainian
- Uzbekistani
- Vietnamese
- Venzuelan

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**Founders and benefactors of ESMT**

- Airbus
- Allianz
- Axel Springer
- BCG
- BDI
- BOSCH
- BREF
- Capgemini
- Daimler
- Deutsche Post DHL Group
- DWS
- e.on
- SAP
- Siemens
- TRATON
- TRUMPF
- Lufthansa
- McKinsey & Company
- Munich RE
You will complete an internship of up to six months with a company. Internships may be based in Germany or abroad.

You can choose from the tracks:

- **Innovative management track**
  - The human factor of innovation
  - Startup challenge
  - Design thinking
  - Entrepreneurial finance
  - Matchmakers in digital economy
  - Entrepreneurial finance and fintech
  - Alternative investments

- **Quantitative business track**
  - Economics of innovation and new technology
  - Entrepreneurship
  - Global economy
  - Operations and supply chain
  - Valuation
  - Leading & managing people with agility
  - Negotiation

You can choose:

- **Core courses I**
- **Core courses II**
- **Specialization**
- **Social impact project**
- **Master's thesis**

**Business analytics**
- Data science for analytics
- Risk modeling with spreadsheets
- Advanced decision making tools
- Value chain analytics
- Machine learning & causality
- Predictive analytics
- Investments (Portfolio theory & asset pricing)
- International finance & risk management
- Entrepreneurial finance & fintech
- Alternative investments

**Entrepreneurship and innovation**
- The human factor of innovation
- Startup challenge
- Design thinking
- Entrepreneurial finance
- Matchmakers in digital economy
- Strategic international management
- Digital business transformation
- Digital marketing
- Digital innovation & entrepreneurship

**Finance and investments**
- Investments (Portfolio theory & asset pricing)
- International finance & risk management
- Entrepreneurial finance & fintech
- Alternative investments

**Portfolio management program** (optional)

- **Global network week**
  - advancedmanagement.net

**Core courses**
- Business economics
- Financial accounting
- Strategic management & corporate finance
- Organizational behavior
- Competitive & corporate strategy
- Advanced statistics
- Judgment & decision-making

**Soft skills workshops**
- Building high-performance teams
- Personal effectiveness in business presentations
- Intercultural business communication
- Consulting skills
- Project management

**Recent MIM student internships**
- **Amazon** – working in business intelligence and data science
- **Bosch** – working in product management
- **Daimler Financial Services** – working in risk management
- **Deloitte Digital Ventures** – working in consulting
- **Procter & Gamble** – working in supply chain and logistics
- **Siemens AG** – working in finance and commercial governance
- **Sony** – working in research & development
- **Wayfair** – working in product marketing

**Social impact project**

- The MIM includes significant in-company experience through an internship with global corporations, mid-sized companies or start-ups. The Career Services team works with you to find the right opportunity and guide you through the application process.

**Recent social impact projects**
- **Crypto Development Fund, Munich**
  - Create a market entry approach and a sales strategy for potential social impact investors.
- **DHL Corporate Citizenship, India**
  - Identifying potential opportunities as well as obstacles for a collaboration with SOS Children Villages in India
- **GrowthAfrica, Ethiopia**
  - Contribute to scaling up the operations, network, and funds of an accelerator supporting African entrepreneurs.

**Curriculum is subject to change. For up-to-date information, visit our website degrees.esmt.berlin/mim**
EMPLOYMENT STATISTICS AND CAREER SERVICES

Career management is an integral part of the MIM program with regular seminars and workshops built in. From day one you will start working to improve your CV and interview skills. You will take part in company presentations and visits, as well as the annual ESMT Career Fair.

By the end of the MIM program, you will better understand how to plan your job search strategy, navigate your own career path, build and activate your own networks and negotiate your desired salary. In addition, every student receives a premium account on LinkedIn.

EXAMPLES OF GRADUATE POSITIONS

ADIDAS – Assistant Manager Digital Analytics (Nurnberg)
AUDI – Procurement Officer (Ingolstadt)
BASF – Reporting Specialist (Berlin)
DELOITTE – Consultant (Zurich)
GOOGLE – Account Strategist (Dublin)
MERCEDES-BENZ BANK – Risk Manager (Stuttgart)
REMITLY – Go-to-market Lead (Berlin, startup)
UBER – Operations Manager (Berlin)

GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES

Consulting 23%
Retail 15%
Technology 13%
Other 11%
Automotive 10%
Financial Services 10%
Manufacturing 8%
Consumer Packaged Goods 5%
Transportation & Logistics 5%

INTERNATIONAL OPTIONS

DOUBLE DEGREE

Spend your first year at ESMT Berlin and your second at Yale School of Management, before submitting your dissertation at ESMT. Applications for the Yale program will only be accepted after enrollment at ESMT and admission is not guaranteed. Successful candidates will earn a MIM from ESMT and a Master of Management Studies in Global Business and Society from Yale.

Please check degrees.esmt.berlin/mim for the latest updates on international options.

APPLICATION REQUIREMENTS

✓ A first degree in any subject
✓ Ideally no more than 18 months of postgraduate work experience
✓ Strong quantitative skills for applicants to the Business Analytics and Finance & Investments specializations (GMAT or GRE is recommended and may be requested)
✓ TOEFL score (95 points minimum) or equivalent proof of English fluency
✓ Online application including one reference and essays
✓ Individual interview in person or online

PROGRAM FEES AND APPLICATION DEADLINES

The Master’s in Management program begins in late September. Graduates earn a Master of Science in Management degree (120 ECTS credits).

ESMT MIM Admissions operates on a rolling basis. You can submit your application at any time prior to the final deadline. Decisions are generally announced every two weeks. Earlier applications are given priority consideration for admission and scholarships.

Application milestones:
Early-Bird Deadline: March 31*
Final Deadline: July 31

Visit apply.esmt.berlin to start your application.

MIM tuition: €29,500 [paid in three installments over two academic years]

The MIM tuition covers all seminars, selected teaching materials, orientation, and career support.

*Scheduled applicants who submit their completed MIM application by the March 31 deadline will benefit from a €2,000 tuition reduction.

FINANCING OPTIONS

Scholarships
ESMT offers partial tuition scholarships based on academic merit and diversity to support highly qualified candidates.

Lending opportunities
ESMT offers access to loans through Prodigy Finance. Candidates from over 150 countries can acquire loans for MIM tuition and living expenses.

Brain Capital offers students from the EU, Canada and the USA the ability to cover tuition fees and living expenses through an innovative funding scheme.

Title IV and GI Bill loans are available to US citizens who study at ESMT.

Special funding options are also available for nationals of other countries. For more information, visit our website.
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ESMT Berlin was founded by 25 leading global companies and institutions. The international business school offers an executive MBA, a full-time MBA, a part-time MBA in Business Innovation in blended format, a master’s in management, open enrollment and customized executive education programs and has the right to grant PhDs. ESMT focuses on three main topics: leadership, innovation, and analytics.

ESMT faculty publishes in top academic journals. Additionally, the business school provides an interdisciplinary platform for discourse between politics, business, and academia. ESMT is a private business school based in Berlin, Germany, with a branch office in Shanghai, China.