MBA FULL-TIME MASTER OF BUSINESS ADMINISTRATION

TRACKS:

- Managerial Analytics
- Innovation & Entrepreneurship
- Strategic Leadership

ESMT BERLIN

FULL-TIME MASTER OF BUSINESS ADMINISTRATION

#1 IN GERMANY

EUROPEAN BUSINESS SCHOOLS 2019
The ESMT Berlin MBA is strategically located in Germany’s capital, with easy access to the country’s industrial hubs. Classes are designed so that you approach every subject from a global perspective, including an eye towards the integration of sustainability in business. Pre- and post- MBA options allow you to personalize your MBA by adding coding and data analytics bootcamps or the Responsible Leaders Fellowship. You enhance your practical experience with an “in practice” module in each track and through a hands-on, in-company consulting project near the end of the program. Projects focus on various industries, corporations, social enterprises, and startups. Global Virtual Teams lets you experience remote teamwork and management in real-time with students from top business schools around the world, while the Global Network Week brings you directly to those campuses.

The Career Services team integrates seminars focused on soft skills development, career readiness, and individual coaching to round out the learning experience. You gain essential skills to navigate a changing labor market and your future career.

Founders and benefactors of ESMT Berlin

The 2020 Class Profile

- **Students:** 48
- **International:** 94%
- **Average Age:** 31
- **Women:** 39%
- **Years Average Work Experience:** 8
- **Industry Sectors:**
  - Business/Management: 14%
  - Engineering: 14%
  - IT/Telecommunications: 14%
  - Law: 14%
  - Social Sciences: 12%
  - Natural Sciences: 12%
  - Other: 12%
  - Technology: 12%
  - Consulting: 12%
  - Manufacturing / FMCG: 12%
  - Financial Services: 12%
  - Healthcare: 12%
  - Energy: 12%
  - Media / Entertainment: 12%
  - Non-Profit: 12%
  - Transportation / Logistics: 12%
- **Regions Represented:**
  - West / South / Central Asia: 37%
  - North America: 18%
  - Europe: 18%
  - Latin America: 14%
  - Southeast / East Asia: 8%
  - Middle East / Africa: 4%
- **Countries Represented:** 24

- Brazil
- Canada
- Chile
- China
- Colombia
- Ecuador
- France
- Gambia
- Georgia
- Germany
- India
- Iran
- Italy
- Lebanon
- Macau
- Malaysia
- Mexico
- Poland
- Russia
- South Korea
- Spain
- Taiwan
- United States
- Vietnam

- 90% of graduates work in Europe (80% in Germany)
- Study in the center of Berlin
- Germany’s most international MBA
- Classes are designed so that you approach every subject from a global perspective, including an eye towards the integration of sustainability in business.
## FULL-TIME MBA CURRICULUM

### MODULE 1
**BROAD CONTEXTUAL OVERVIEW**
- Intro to General Management
- Introduction to Economic Thinking
- Managerial Analysis and Decision Making
- Diversity & Inclusion Workshop

**PERSONAL MASTERY:** Develop Functional Expertise and Integrated Thinking
- Data Analytics for Managers
- Operations and Supply Chain
- Marketing Management
- Financial Accounting
- Managerial Accounting
- Finance
- Competitive Strategy
- Structured Thinking Workshop

### MODULE 2
**MANAGERIAL ANALYTICS**
- Managerial Analytics
- Customer Analytics
- Value Chain Analytics
- Advanced Decision Modeling

**DIFFERENTIATION: DEVELOP SPECIALIZED SKILLS**
- Innovation and Entrepreneurship
  - From Idea to Business
  - Human Factor of Innovation
  - Creating and Capturing Value
  - Project: Entrepreneurship in practice*

- Strategic Leadership
  - Global Economy
  - Corporate Strategy
  - Strategy Implementation
  - Project: Strategy in practice*

**Cross-sit electives**
- Machine Learning
- Entrepreneurial Finance
- Digital Economy
- Entrepreneurial Strategy
- Global Industrial Strategy
- Design Thinking

**PROGRAM STRENGTHS**
- Building High Performance Teams
- Organizational Behavior
- Global Virtual Teams
- Leading through Networks
- Mastering Negotiation Fundamentals
- Negotiating Leadership Challenge
- Responsible and Ethical Leadership

**Leadership Skills Development**

### PRACTICE, APPLY AND RE-ENTER

**INNOVATION & ENTREPRENEURSHIP**
Experience firsthand Berlin’s thriving entrepreneurial ecosystem. Courses lead you from idea generation all the way to implementation, whether in a startup or an established company. Integrated course projects connect you to entrepreneurs, VCs, angel investors, leading researchers in innovation, incubators, and more. The ESMT Entrepreneurship Club provides an extracurricular opportunity for exposure to and exploration of Berlin’s varied innovation environment, including Techstars Berlin base on campus.

**STRATEGIC LEADERSHIP**
Challenge yourself to become a structured problem solver in multi-dimensional economic and political conditions. The Strategic Leadership track hones your aptitude to understand, design, assess, and execute complex strategies for profitable growth in an international context. Benefit from professors’ significant on-the-job training in varied strategic areas, as well as their research and connections to some of Berlin and Germany’s most renowned industries and the Mittelstand (SME) sector.

**GLOBAL NETWORK FOR ADVANCED MANAGEMENT**
During the Global Network Week you attend lectures and courses at member universities worldwide, while the Global Virtual Teams project prepares groups to solve organizational issues with the joint cooperation of team members dispersed around the globe. Network members include: EGADE (Mexico); Fudan (China); IE (Spain); IMT (India); Koç (Turkey); LBS (Nigeria); UC Berkeley (USA); UCD (Ireland); Yale SOM (USA). www.advancedmanagement.net

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*Specialization Projects

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**FULL-TIME MBA CURRICULUM**

<table>
<thead>
<tr>
<th>MODULE 1</th>
<th>MODULE 2</th>
<th>MODULE 2 AND 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>JANUARY – JUNE</td>
<td>JUNE – SEPTEMBER</td>
<td>SEPTEMBER – JANUARY</td>
</tr>
<tr>
<td>OPTIONAL PRE-MBA PROGRAM</td>
<td>Summer break (3 weeks)</td>
<td>FEB</td>
</tr>
<tr>
<td>OPTIONAL POST-MBA PROGRAM</td>
<td>GRADUATION</td>
<td>FEBRUARY – JUNE</td>
</tr>
</tbody>
</table>

**GRADUATION**
- Coding Bootcamp
- Responsible Leaders Fellowship
- German Language Courses

**PROGRAM STRENGTHS**
- Digital Economy
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- Global Industrial Strategy
- Design Thinking

**Leadership Skills Development**

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**Leadership Skills Development**

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*Specialization Projects
APPLICATION PROCESS AND DEADLINES
The final application deadline is

✓ Interview either in person or via Skype or Zoom
✓ Completed online application including two references
✓ TOEFL, IELTS or equivalent proof of English proficiency
✓ Strong GMAT or GRE score
✓ An undergraduate degree or equivalent professional qualification
✓ Three years of professional, postgraduate experience

APPLICATION REQUIREMENTS
We operate a rolling admissions process and applications are reviewed upon completion. Early application for admission and scholarship consideration is encouraged.

APPLICATION PROCESS AND DEADLINES
We operate a rolling admissions process and applications are reviewed upon completion. Early application for admission and scholarship consideration is encouraged.

The final application deadline is November 2 for non-EU applicants and December 1 for applicants holding an EU passport or coming from a country that does not require a visa to study in Germany, such as Australia, Brazil, Canada, Israel, Japan, New Zealand, South Korea, and the USA. (Please check with the German Embassy in your country for final verification.)

ESMT Berlin’s MBA is an excellent investment in your future. On average, graduates earn more than double the tuition during the first year of employment after the program.

MBA tuition: €43,500
Most students fund their studies with a mix of personal funds, loans, and scholarships.

ESMT offers partial scholarships to support top applicants based on: academic merit, GMAT or GRE scores, leadership, entrepreneurial or social impact experience or other merit-based criteria. Please visit our web site for a full list of criteria.

Loans: ESMT offers access to alumni-funded loans through Prodigy Finance or the unique scheme from Brain Capital.

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

CAREER TRANSITIONS: THE 2018 GRADUATING CLASS

Job offers 3 mo. after graduation
Changed job function
Changed industry
Changed all three
Started their own company

Average salary (including bonus) €82,943
82% Changed country
80% Changed job function
78% Changed industry
60% Started their own company
10%

ESMT Berlin’s Career Services are fully integrated into the MBA experience. Career mapping, recruitment events, company visits, networking, master classes, individual mentoring and coaching sessions are a few of the stepping stones that provide leadership enhancing soft skills and career development. The end result allows you to achieve your goals and implement your career plan.

FINANCING YOUR MBA

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www.degrees.esmt.berlin/mba

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, and a master’s in management. ESMT focuses on three main topics: leadership, innovation, and analytics.

ESMT executive education programs offer short-term training with more than 40 open programs (divided into clusters such as leadership, innovation or strategy). Courses are taught in English and German. The program portfolio also includes fully customized programs targeting the unique development needs and challenges of ESMT’s customers.

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.