Executive MBA

One program, two options
At a glance
Executive MBA

Language: English

Format: Blended (combines online classes with face-to-face periods)

Duration: 15 months

Intakes: Fall and Spring

Localization: Madrid and Online Campus

URL: www.ie.edu/executive-mba-english
What can the Executive MBA offer you?
Your career is your business, and investing in yourself by acquiring the necessary tools, knowledge and skills will transform it. We put this within your reach.

Managers are no longer only expected to possess the technical knowledge to be great decision-makers, but are also required to have developed the necessary soft skills that will allow them to succeed. Resources such as leadership, strategic thinking, and team management are part of the requirements of a modern leader. Not only do the results matter, but how you have obtained them. The IE Executive MBA works on this set of skills to help your career evolve and allow you to progress to senior management positions.

During the Executive MBA, developing skills and competencies is enhanced, and strategic business vision is extended so that our students can successfully meet the challenges of the new business environment: an environment that demands directors with a high capacity for leadership to empower their teams to achieve proposed objectives in efficient and effective ways. Analytical skills allow them to approach complex situations, distinguishing the fundamental from the supplemental. Along with the ability to communicate clearly, both orally and in writing, directors obtain the ability to accept different ideas that complement their own point of view. Finally, they gain a global vision that allows them to integrate the necessary knowledge to develop directive activity with the maximum efficiency, creativity and social responsibility.

The Executive MBA is a turning point in your career; it reconciles the enriching experience of the master with your professional and personal activities.
1. **GIVE YOUR CAREER THE BOOST IT NEEDS:** At IE, we believe personal and professional evolution are closely linked. The addition of an Executive MBA to your resume emphasizes the evolution you are looking for. This program will put many new professional opportunities within your grasp, along with a wide, international network.

2. **NETWORKING:** At IE, we give you access to a network of contacts that reflects your needs and motivations. Through a program that is in constant contact with real-life business issues, you will be in touch with future business partners, clients or suppliers. Participate in the many activities during and after the program and create your own network among the 45,000 IE alumni.

3. **A DIFFERENT KIND OF BUSINESS SCHOOL:** IE is defined by its open and international perspective on business. We are a business school that promotes and encourages free thinking and the entrepreneurial spirit. An entrepreneur is not only someone who creates their own company, but also someone who contributes their ideas on how to grow and improve the organization where they work.

4. **SOFT SKILLS:** The Executive MBA does not only focus on enhancing core business acumen, but also on how to apply it and how to use interpersonal skills in the work environment.

5. **AN INTENSE PROGRAM:** In today’s rapidly changing environment, our 15-month Executive MBA allows students to acquire the necessary skills for high-management positions through an accelerated learning program that is academically and professionally demanding.
6. RANKINGS AND RECOGNITION: IE is a school renowned internationally for its academic quality and methodology. An endless amount of professionals in companies that are publicly traded in the Stock Exchange are IE alumni.

7. CONNECT FROM ANYWHERE: At IE, we understand that education must adapt to today’s world, allowing students to learn in any moment from anywhere around the globe. Through our new technology, the Executive MBA adapts to you and your circumstances, granting you access to all documents, multimedia cases and the Online Campus whenever you need.

8. TWO OPTIONS: Both are part-time and compatible with your professional life, allowing you to apply the skills and abilities acquired in class to your business from the first day of class.

9. IN THE CENTER OF MADRID: Our Madrid campus is located in the heart of the Salamanca neighborhood. This wonderful location promotes IE Business School as a point of reference for high-level professionals in the executive world.

10. A GLOBAL EXPERIENCE: our global perspective of the world and of business is reflected in our curriculum, teaching our students to have an international perspective that is absolutely essential in today’s modern world.
Recollection

IE Business School is recognized as one of the best schools in the world in many international rankings published by Financial Times, Business Week, Forbes, The Economist, Aspen Institute or América Economía.

It is a business school recognized and distinguished in the field of higher education, both internationally and nationally, for its excellence in innovating learning methodologies. The fact that many of our alumni go on to forge careers around the world with a high level of responsibility adds to our constant presence, throughout the years, at the top of the main rankings.
Michael Berman, Alumnus Executive MBA 2014
CEO, Kidi Chic Group

The program provided me with the required tools to advance, and for the first time in my life become a CEO of a leading organization. This couldn’t have happened without the knowledge I gained through the program.

FINANCIAL TIMES
European Business Schools 3rd in Europe December 2014
MBA online 1st worldwide March 2014

THE ECONOMIST
Executive MBA 2nd in Europe July 2013

BUSINESSWEEK
Executive MBA 1st in Europe November 2013

AMERICA ECONOMIA
MBA 5th worldwide May 2013
1973

- **IE Business School opens its doors** in the heart of Madrid’s financial district, offering MBA and law programs.

- IE goes on to **create new units**, which include the Center for Entrepreneurship, a cornerstone of the School’s innovative spirit, and the Alumni Association. The IE International Advisory Board, the IE Foundation, and the US-based IE Fund follow later, promoting scholarships and research. Next, the Business Leadership Forum was launched to gather insights and knowledge of leaders from the worlds of politics, economy and business.

- IE gains an **international foothold** with offices in various countries.
**21ST CENTURY**

**2000**
- The first blended programs were launched, placing IE Business School at the forefront of e-learning in Europe, and accelerating the school’s internationalization. IE launched joint initiatives like the Sumaq Alliance with leading Latin American business schools, and forged agreements with various other institutions, including the partnership with Brown and Northwestern University in the United States or Singapore Management University in Singapore.

**2007**
- IE Law School is created, solidifying the identity of IE law and fiscal Master programs.

**2010**
- Program portfolio increases from 15 to 31 Master programs.

**TODAY**
- IE Business School now has student exchange programs, training agreements for executives and research projects together with more than 50 prestigious business schools in Europe, America, Africa and Asia.
- Once again, IE reverses established roles: the Business School created the University: IE University.
Through its blended methodology, this 15-month program allows professionals to complete their professional knowledge without setting aside their personal and professional commitments. Classes are delivered through a combination of face-to-face periods, weekly videoconferences, and constant virtual group works, allowing participants to hone their skills without limitations while anywhere in the world. The highly diverse environment and constant interaction guarantees building relationships that will continue naturally once the program has finished; thus, creating a strong professional network around the world.

At IE we understand diversity not only as the place of origin but also the educational background, professional experience and different personal circumstances that make a person.

### Your class profile

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**Countries represented by the last intake: 25**

- United States
- Brazil
- Australia
- Belgium
- Bulgaria
- Canada
- Canada
- China
- Colombia
- Costa Rica
- Denmark
- Dominican Republic
- Egypt
- France
- Germany
- Ghana
- Greece
- Hong Kong
- Hungary
- India
- Indonesia
- Ireland
- Italy
- Japan
- Jordan
- Kuwait
- Lebanon
- Lithuania
- Mexico
- Morocco
- Netherlands
- Nigeria
- Norway
- Peru
- Philippines
- Poland
- Portugal
- Saudi Arabia
- South Africa
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom
- United States

**Map of Countries Represented by the Last Intake**

- Brazil
- Malaysia
- United States
- Brazil
- Australia
- Belgium
- Bulgaria
- Canada
- Canada
- China
- Colombia
- Costa Rica
- Denmark
- Dominican Republic
- Egypt
- France
- Germany
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- Italy
- Japan
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- Kuwait
- Lebanon
- Lithuania
- Mexico
- Morocco
- Netherlands
- Nigeria
- Norway
- Peru
- Philippines
- Poland
- Portugal
- Saudi Arabia
- South Africa
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom
- United States

**Map of Countries Represented by the Last Intake**
Companies some of our current students represent:
The Executive MBA is not only a one year educational experience; it is a unique and lasting life experience laying the foundation for the success of our students as managers or entrepreneurs.

The Blended format followed by our Executive MBA is the combination of face-to-face and online classes which enriches students’ learning experience and takes the levels of analysis to unprecedented grounds. This is the perfect format if you want to study an Executive MBA degree from a top-ranked business school without compromising your professional and personal commitments.

RESIDENTIAL PERIODS

The face-to-face periods allow you to create personal relationships and meaningful bonds with the people you will work with throughout the year. It combines workshops, company visits, meals and a number of classes that require physical presence. The residential periods, an essential part of the blended experience, allow you to foment a deeper relationship and understand the different angles and viewpoints of your classmates.

INTERACTIVE, ONLINE PERIODS

Thanks to innovative use of new technologies, which allow us to replicate face-to-face teaching techniques, students are able to enjoy the same experience they would have in a traditional classroom.

PLATFORM: THE IE ONLINE CAMPUS

The IE online campus is a web platform that allows students to access all of the program’s online activities any time they want to and from any location. The campus is also accessible from smart phones and tablets.
The Executive MBA has a duration of 15 months and is offered in two different options, both combining residential modules with interactive online classes:

**OPTION 1**

- **80% Online**
- **20% Face to Face**

Predominantly online. Three mandatory one-week periods in Madrid. The rest of the program is given via interactive online classes. Optional international week.

**Intakes:** September and April

**Videoconference Sessions:**
- September intake: Saturdays 11:00-12:30 and 13:00-14:30 GMT+1
- April intake: Saturdays 16:00-17:30 and 18:00-19:30 GMT+1

**Online Forum:** Monday to Thursday (open 24/7)

**OPTION 2**

- **60% Online**
- **40% Face to Face**

Face-to-face weekends every 6 weeks in Madrid combined with online periods. Optional international week.

**Intake:** April

**Videoconference Sessions:** Saturdays, 11:00-12:30 and 13:00-14:30 GMT+1

**Online Forum:** Monday to Thursday (open 24/7)
The program

Fully aware of company’s needs, we provide you with multidisciplinary knowledge and skill to manage successfully while connecting different areas of the company.

You will stand out because of your knowledge but also because of your interpersonal skills and international perspective the market demands.

The Executive MBA covers different areas that pertain to current organizations, always from a practical approach.

- **Hard & soft skills:** Through an intensive process, the program provides you with a 360º vision of the company. We create innovative directors who develop their activity with maximum efficiency, creativity and social responsibility, transforming their vision into reality and their ability to lead organizations successfully.

- **Personal and professional development:** As part of the program, the Executive MBA includes specialized courses on developing careers skill for different sectors, geographical and functional areas. Moreover, from the beginning of the program you will have a coach who will personally advise you about how to achieve your professional objectives and how to develop a personal and professional brand in a consistent and differentiating way.

- **Networking:** Nowadays building a relevant network is key to have access to the best. From this perspective, the Executive MBA organizes events for students such as round tables with guest CEOs or the “Friends and Family Days” as we believe this an intense and important experience that should be shared with those around you. On the other hand, along with the Alumni Association and its club network, IE extracurricular activities focus on continuing to build your personal network, putting together students and alumni according to their preferences. This is possible thanks to the more than 300 annual events on campus, 86 student clubs and 45,000 alumni.
• **Global perspective:** The Executive MBA analyzes the best business practices in different markets both during the regular classes and during the Conference Cycle “Regional Insights”. This includes World Awareness Seminars, which offer you a new focus on real cultural differences that we work with day to day. Finally, the program includes an optional international module in an emerging market like Peru or South Africa and allows you to apply what you have learned during the master to a corporate social responsibility project.

• **Entrepreneurship:** This course provides an overview of the entrepreneurial process, from the conception of a business opportunity to its implementation as a new venture. The course focuses on the attributes of entrepreneurs seeking opportunities and the need to gather resources to convert those opportunities into ventures. Students will learn to evaluate entrepreneurs and their business plans and will work in teams to create their own business plan for a new venture.

The program is complemented by:
- Leadership, team work and negotiation workshops, among others.
- Individual coaching sessions
- Networking events
- Activities focused on professional development and personal branding.
Learning methodology

“Suzette Flores, Alumni Executive MBA 2014
Monsanto - Supply Chain Lead Latin-American Northv

I was looking for a flexible online format that could also allow me to increase global networking and multinational experience. Even though it is a highly demanding program, the length also fit my professional plans better and the blended format allowed me to face truly global and remote team work very similar way to my day to day.”
Program objectives are reached by using the following diverse didactic methodologies:

- **Practical case discussion:** This is the main methodology used. Before the session of the subject in question is held, students receive a practical case where a specific business situation is described. In the general session, students are expected to share their points of view, the decisions they would make, and the analysis they have conducted to reach their conclusion. Knowledge of the theoretical analysis tools are obtained through explanations in the class. Likewise, the student is provided with complementary technical notes of the cases, introducing and developing concepts to facilitate understanding.

- **Team work:** To analyze cases that will be later discussed in class, video conferences and forums, participants are divided into work groups according to their profile and experience. With that, discussions are enriched via the differing opinions of the various individuals in the group. This in turn aids the discussions in the general sessions.

- **Study:** The Executive MBA is designed to be compatible with student’s professional commitments throughout the program. Nevertheless, students must bear in mind the maximum benefit of the program demands both personal study time and group work.

- **Reports and Projects:** Throughout the course students do, both individually and in groups, studies of particular topics and reports about discussed cases, defining solutions for the issues outlined in each one. Projects addressing real cases are developed with an integrated vision from the program.

- **Role Playing:** Students or teams should be prepared to perform different roles in determined areas while resolving cases to successfully find solutions to the posed business problems.
The online MBA at IE has been recognized in 2014 as the best in the world according to Financial Times – a further endorsement of our experience and expertise in management training. The blended experience allows you to pursue the Executive MBA without constant trips to Madrid. The combination of live videoconference classes and forums replicates the experience of a traditional classroom and group meetings. It is essentially a campus available online 24/7, complemented with face-to-face periods in Madrid.

Option 1
Combines interactive weekly online classes with three mandatory one-week periods in Madrid.

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<th>First online period</th>
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<td>Managerial Accounting</td>
<td>Operations Strategy</td>
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<td>Strategy Implementation</td>
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To learn more about the blended methodology you can watch this video:
Option 2
Combines face-to-face weekends every 6 weeks in Madrid with online periods.

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       | · Economic Environment & Country Analysis  
       | · Managerial Accounting  
       | · Competitive & Corporate Strategy  
       | · IT & Innovation Strategy  
       | · Financial Decision Making  
       | · Leading People in Organizations  
       | · Creating Value Through Operations  
       | · Entrepreneurial Management  
       | · Marketing Strategy and Plan  
       | · Soft Skills Workshops  
       | · Human Capital Management  
       | · Soft Skills Workshops  
       | · Soft Skills Workshops  |
| Madrid | Face-To-Face Week | Global Immersion Week (Optional) | Face-To-Face Week |
| Face-To-Face weekends | Face-To-Face weekends | Face-To-Face weekends |
| Jun  | Sep  | Oct | Dec | Feb | Abr | May |
Faculty
The faculty is the cornerstone of all our training activities. Our faculty is comprised of exceptional individuals coming from diverse backgrounds and with positions of responsibility in different corporations; professors who help our students develop from different perspectives. We are proud to have professionals whose talent, knowledge, and managerial experience are highly appreciated by our more than 45,000 alumni.

Strengthening our faculty is an ongoing activity that leads us to continuously incorporate new teachers whose dedication to the students, passion for teaching, and personal qualities stand out. Currently we have more than 500 teachers from over 30 nationalities.

“Matthias Tietz
Assistant Professor of Entrepreneurship

The EMBA programs at IE offer a unique experience for international executives. For us, faculty members, it is always a privilege to engage with such knowledgeable and motivated participants. As participants progress throughout the program, I personally enjoy seeing how they thrive on sharing their professional and personal experiences learning from each other. Many of them graduate from our programs with new perspectives on their most pressing professional challenges, a state of the art toolkit for analyzing new business situations, but most importantly with a network of friends around the globe.”
What can the Executive MBA offer your company?
Part-time programs deliver fast returns on investment for yourself and your company. Your coworkers and directors will notice your professional development and sharpened business skills from day one. The practical cases allow a deeper look into real organization challenges and the class environment allows for debate and development around a broad range of key concepts, from the diverse professional roles and industry experiences presented. The newly-acquired knowledge can be immediately applied in a professional context, providing you with a constant stream of new ideas, strategies, and decision-making views - knowledge that will be indispensable to your firm.

Not only will your increasing business acumen be visible on a day-to-day basis, but also your heightened interpersonal skills. Pursuing a part-time MBA shows a high level of responsibility and the capacity to undertake successfully multiple tasks; skills that are required in today’s highly competitive job market. The MBA will develop your leadership, teamwork, and negotiation skills, providing you with the necessary tools needed at top senior management levels. The unquestionable growth and set of tools the MBA offers provides students with a competitive advantage that is sought by many companies.

The master also provides a unique opportunity to access a powerful network of contacts in which you’ll be able to find future professional partners, clients or suppliers. Some contacts will be formed initially in class and later amplified through the Alumni Association bringing together professionals from the most diverse sectors and geographical locations, offering new commercial opportunities and valuable alliances.

IE is also a source of talent, a professional community in which to turn to when needing new people in organizations. From recent graduates to professionals with vast experience, IE Community covers various sectors and functional areas, with the guarantee of the training received in one of the best business schools in the world.

IE has the support of some companies for the scholarship program of excellence through the provision of scholarships designed and agreed between IE and the company, allowing employees to access IE programs. These companies also make contributions to the Corporate Fund of Scholarship to Excellence, managed and administered by the IE Foundation.
Once you graduate...

Professional Careers

Through the Careers Management at IE, we are committed to increasing the professional projection of our students and alumni. We offer practical training on how to create a personal brand, how to develop a professional network or how to improve communication skills and negotiation.

Career Management also brings relationships with companies seeking to find solutions that satisfy both their need for talent as professional development aspirations of our students and alumni through the Employment opportunities which in 2013 handled 6,188 jobs.

“Fernando Botella Ortín, Alumnus Executive MBA 2012
Business Development Advisor, Polieco-MPB
Incredible outstanding quality of professors plus awesome people plus top quality facilities. This experience changes your life. Highly recommended.”

“Amber Wigmore Álvarez, Executive Director of Career Services
Career Management Center IE Business School
Our mission in the Career Management Center at IE is to guide students and alumni to realize their unique career visions and become strategic career managers.”
More than 45,000 alumni in over 100 countries and in the most influential positions are part of the IE community and is what makes us different. The Alumni Association has a two-fold goal:

**Facilitate access to this unique network of contacts.** Various events are organized around the world - a total of 370 in 2013. Alumni also have the chance to become a part of our geographical clubs located in different countries worldwide and to participate in sectorial and functional clubs (automotive, distribution, tourism, innovation, and marketing among others). Our community is also accessible from the major social media networks.

**Support the continuous training of professionals who have gone through our various masters, with both classroom and online activities, such as business updates, workshops, conferences, seminars, workshops, book presentations, technical management and communication.**

The sense of community that permeates throughout the class during the MBA continues even after the students complete the program. Upon graduation, students are welcomed into an expanding international community of IE students and alumni. At IE, we want students to feel like they are truly becoming members of the IE community.
Requirements

- Minimum of 7 years of professional experience
- University degree or equivalent*
- IE Global Admissions Test, GMAT or GRE
- English language certificate
- Completed application form

* In exceptional cases, extensive professional experience and noteworthy career growth can replace this requirement.

The admission process

1. Submit the application form
2. Admissions test
3. We meet in person or online
4. We take the final decision

We employ a rolling admissions process. However, given the competitive nature and the limited number of spots in this program, we advise that you begin the admissions process several months before the program opens. Admission is valid for two intakes, the initial intake of the application and the following.

We help you fund your program

In order to find solutions that help candidates who need to cover program costs, the IE Foundation provides financial aid thanks to contributions from alumni, corporations and anonymous donors.

For further information about the admissions process or financial aid, please refer to the website www.ie.edu/executive-mba-english or send us an e-mail to exmba.admissions@ie.edu.
Please do not hesitate to contact the office nearest to you should you need any additional information. You can also contact us via iecontact@ie.edu

### EUROPE
europe@ie.edu

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### NORTH AMERICA

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</tr>
<tr>
<td>Singapore &amp; Southeast Asia</td>
<td>Singapore</td>
<td><a href="mailto:singapore@ie.edu">singapore@ie.edu</a></td>
</tr>
<tr>
<td>South Korea - Seoul</td>
<td><a href="mailto:korea@ie.edu">korea@ie.edu</a></td>
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### LATIN AMERICA

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<td>Argentina &amp; Uruguay - Buenos Aires</td>
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<td><a href="mailto:argentina@ie.edu">argentina@ie.edu</a></td>
</tr>
<tr>
<td>Brazil - Sao Paulo</td>
<td><a href="mailto:brasil@ie.edu">brasil@ie.edu</a></td>
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<tr>
<td>Chile - Santiago de Chile</td>
<td><a href="mailto:chile@ie.edu">chile@ie.edu</a></td>
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<td>Colombia - Bogota</td>
<td><a href="mailto:colombia@ie.edu">colombia@ie.edu</a></td>
<td><a href="mailto:centroamerica@ie.edu">centroamerica@ie.edu</a></td>
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<tr>
<td>Ecuador - Quito</td>
<td><a href="mailto:ecuador@ie.edu">ecuador@ie.edu</a></td>
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</tr>
<tr>
<td>Mexico City - Mexico</td>
<td><a href="mailto:mexico@ie.edu">mexico@ie.edu</a></td>
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<tr>
<td>Peru, Bolivia &amp; Paraguay - Lima</td>
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<td><a href="mailto:peru@ie.edu">peru@ie.edu</a></td>
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### ASIAN-PACIFIC

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<td><a href="mailto:australia@ie.edu">australia@ie.edu</a></td>
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<td>China - Shanghai</td>
<td><a href="mailto:china@ie.edu">china@ie.edu</a></td>
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<tr>
<td>India &amp; South Asia - Mumbai</td>
<td><a href="mailto:india@ie.edu">india@ie.edu</a></td>
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<td>Japan - Tokyo</td>
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<tr>
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<tr>
<td>Saudi Arabia</td>
<td><a href="mailto:saudi@ie.edu">saudi@ie.edu</a></td>
<td></td>
</tr>
<tr>
<td>UAE, Qatar, Bahrain, Kuwait, Iran &amp; Oman - Dubai</td>
<td><a href="mailto:uae@ie.edu">uae@ie.edu</a></td>
<td></td>
</tr>
<tr>
<td>Nigeria - Lagos</td>
<td><a href="mailto:nigeria@ie.edu">nigeria@ie.edu</a></td>
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### MIDDLE EAST / AFRICA

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<td>Saudi Arabia</td>
<td><a href="mailto:saudi@ie.edu">saudi@ie.edu</a></td>
<td></td>
</tr>
<tr>
<td>UAE, Qatar, Bahrain, Kuwait, Iran &amp; Oman - Dubai</td>
<td><a href="mailto:uae@ie.edu">uae@ie.edu</a></td>
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### ADMISSIONS DEPARTMENT

<table>
<thead>
<tr>
<th>Address</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>María de Molina 11</td>
<td>T: + 34 915 689 610</td>
</tr>
<tr>
<td>Madrid, Spain</td>
<td>F: + 34 915 689 710</td>
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### OTHER WAYS TO GET IN TOUCH:

Please Note: The information contained in this brochure is subject to change. IE reserves the right to modify program content, regulations and policies when deemed appropriate and in the best interest of the IE community. Please contact the program management team should you have any queries.