I. FACTS AND TRENDS

We are very pleased to share the results of the placement report for our Master in Management (MIM) students.

Amid challenging economic times, especially in Europe, we are proud to communicate the results of our global recruiting outreach, which has proven to be effective for our MIM candidates with a specialization in a functional area and with an understanding of the broad picture of business realities and trends, achieved through hands-on learning.

We have also developed a series of activities to help our students secure opportunities in their preferred areas. With this goal in mind we offer a three-fold service:

1. **Career Strategy module**
   The Career Strategy module consists of 20 sessions that focus on students’ career and personal development throughout the MIM program. The module targets the development of personal skills, including courses on Personal Branding and Networking, alongside professional skills for a successful job search, covering topics such as interviewing techniques, salary negotiation, and CV and cover letter writing that prepare students with less than two years of work experience to operate in complex and diverse environments.

2. **Career Immersion Week**
   The Career Immersion Week is an opportunity for students to continue their career development in an intensive format whereby they attend classes that belong to the Career Strategy module designed by the Career Management Center (CMC) in the morning and in the afternoon have the opportunity to network with a wide variety of companies from different industries during company presentations and workshops, including Ikea, Warner Brothers, Europraxis, L’Oréal, Richemont and Red Bull, among others. The Career Immersion Week for the February intake is scheduled around IE’s annual Career Fair and for the September intake takes place in April.

3. **Executive Insight Series**
   The Executive Insight Series provides students frequent opportunities to network with national and international business leaders. The series adds another dimension to the educational experience at IE, allowing students to learn firsthand from CEOs, marketing directors, political analysts and entrepreneurs. In the past, conferences have focused on a wide variety of topics, from geopolitics to the future of mobile applications to the branding strategies of multinational retailers.
I. FACTS AND TRENDS

The unique program characteristics have resulted in 93% of MIM students working after 3 months of graduation in a variety of sectors, such as Financial Services (13%), Consulting (23%) and Consumer Goods (31%), revealing a shift from the previous year from Financial Services to Consumer Goods.

With regards to functions, Marketing & Sales rose to 44%; Consulting accounts for 23% and Finance & Accounting 19%, losing a few points to Marketing & Sales.

With regards to regions, we boast 16% of geographical mobility, especially in the case of Latin American students, 32% of whom secured a job in Europe (in some cases due to students who hold a double nationality status, for example with Spain). More specifically, this resulted in a placement of 76% of MIM students securing a job in Europe, when only 57% originally came from this region.

These new graduates joined the ranks of the more than 45,000 IE alumni who are based in more than 100 countries, both in public and private sectors, in all types of organizations.
II. PROFILE OF THE GRADUATES

Master in Management September 2010 and February 2011 intakes
Combined English and Spanish tracks

Undergraduate Degrees

- 17% Economics
- Law 3%
- Science 4%
- Humanities 5%
- Social Science 8%
- 48% Business
- Other 5%
- Engineering 10%

Gender

- Male 58%
- Female 42%

Age

- Average 23
- 80% Range 21 - 25

Diversity

- Nationalities 48
- International Students 70%

Professional Experience

- Average 1 year

Geographic Distribution

- North America
  - 9% English
  - 1% Spanish

- Europe
  - 43% English
  - 2% Spanish

- Spain
  - 9% English
  - 57% Spanish

- Latin America
  - 17% English
  - 40% Spanish

- Asia Pacific
  - 10% English
  - 0% Spanish

- Africa and Middle East
  - 12% English
  - 0% Spanish

Countries Represented

Argentina, Austria, Brazil, Bulgaria, Chile, China, Colombia, Costa Rica, Dominican Republic, Ecuador, Egypt, El Salvador, France, Germany, Greece, Guatemala, Honduras, India, Ireland, Italy, Jordan, Lebanon, Mexico, Netherlands, Nigeria, Peru, Poland, Portugal, Romania, Russia, Singapore, Spain, South Korea, Sweden, Switzerland, Thailand, Turkey, Ukraine, UK, USA and Venezuela.
III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

Total Number of Students 288
Students for whom we have information 86%

Average Salary 40,200€

Job Seekers

88% Students seeking jobs
12% Students not seeking jobs

Source of Job Offer*

61% Graduate Facilitated
39% IE Career Services

* Based on the situation after 3 months

Situation 3 Months after Graduation

93% Students working
7% Students not working
III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

Placement by Function

- 23% Consulting
- 19% Finance/Accounting
- 5% Information Technology
- 4% Human Resources
- 44% Management/Administration
- 3% Marketing/Sales
- 5% Operations and Logistics

Placement by Region

- 49% Spain (Not Including Spain)
- 27% Europe
- 10% Latin America & Caribbean
- 5% North America
- 3% Asia Pacific
- 6% Middle East/Africa

Placement by Industry %

- Consumer Goods: 31
- Consulting: 23
- Financial Services/Banking: 13
- Information Technology: 10
- Other: 7
- Media/Entertainment: 4
- Manufacturing: 3
- Pharma/Healthcare/Biotech: 3
- Petroleum/Energy: 2
- Government/Public Administration: 1
- Real estate/Construction/Infrastructure: 1
III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

Placement by Undergraduate Major

From: Humanities & Social Sciences/Law To:
- Marketing/Sales: 74%
- Operations and Logistics: 3%
- Consulting: 12%
- Management/Administration: 6%
- Finance/Accounting: 6%

From Science/Engineering To:
- Information Technology: 16%
- Operations and Logistics: 14%
- Consulting: 24%
- Marketing/Sales: 24%

From Business To:
- Operations and Logistics: 4%
- Marketing/Sales: 42%
- Consulting: 22%
- Finance/Accounting: 25%
- Management/Administration: 2%
- Human Resources: 1%
- Information Technology: 3%
III. INTERNATIONAL PLACEMENT STATISTICS

Master in Management (MIM)

<table>
<thead>
<tr>
<th>International Mobility</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Spanish nationals moving to:</strong></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>8</td>
</tr>
<tr>
<td>Total Mobility</td>
<td>8</td>
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<tr>
<td><strong>Latin Americans moving to:</strong></td>
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</tr>
<tr>
<td>Europe</td>
<td>8</td>
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<tr>
<td>Spain</td>
<td>23</td>
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<tr>
<td>Total Mobility</td>
<td>32</td>
</tr>
<tr>
<td><strong>North Americans moving to:</strong></td>
<td></td>
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<tr>
<td>Asia</td>
<td>15</td>
</tr>
<tr>
<td>Europe</td>
<td>10</td>
</tr>
<tr>
<td>Total Mobility</td>
<td>25</td>
</tr>
</tbody>
</table>

| **Europeans (excluding Spaniards), moving to:** |   |
| Spain                  | 7 |
| Latin America          | 3 |
| Asia                   | 3 |
| North America          | 3 |
| Total Mobility         | 15|

| **Asians/Africans moving to:** |   |
| Europe                 | 12|
| Total Mobility         | 12|

**Total Mobility (All origins) 16 %**
IV. RECRUITING COMPANIES

A
Accenture
Adidas Group
Alfa Consulting
Altair Management Consultants
Amazon
American Leaders
Argus Capital
Arthur D. Little
Avon Cosmetics
Axa España
Axis Corporate
Grupo Admirall

B
Banca March
Banco del Progreso
Banco Español de Crédito (Banesto) SA
Bank of New York Mellon
Basf
Bausch & Lomb
BBVA
Beam Global
Becton Dickinson
Beiersdorf
BNP Paribas
Booz & Company
BTS
Bulgari

C
CapGemini Consulting
Carrefour
CBRE
CEM JWT
CEMEX
Center of Islamic Economics and Finance
CEPSA
Cesine
Chalhoub Group
Chase Bank Kenia
CITI Group
Coca Cola
Codere
Consultia it
Credit Suisse
CRF
Cumberland Consulting Group
Cumbria Consulting

D
Daemond Quest
Dell
Deloitte
Delta Partners
Desigual

E
EBRD
EDF Trading
Electrolux
Ellogos
Emzingo Group
Ericsson
Ernst & Young
Europraxis

F
Ferrovial
Fundación Microfinanzas BBVA

G
Gamesa
Gonvarri
Google
Gowex
Groupon
Grupo Banco Popular
Grupo Mahou-San Miguel
Grupo Percassi
Grupo San Jose
Grupo Santander

H
Hanse Ventures
HealthStream
Heineken International
Helppy Media
Hermes Iberica
Hero
Hilti
Howden Insurance Group

I
IATA
Ikea
IMS Health
Indra
Instituto Galene
Inter American Development Bank
Iridium
ISBAN - Grupo Santander

J
Johnson & Johnson
Jones Lang Lasalle
JT International

K
Kellogg’s
Kiko Make Up
KPMG
Kraft Foods
Kroll
IV. RECRUITING COMPANIES

L
- Leo Burnett
- LG Electronics
- Lidl
- Lightyears AG
- Loewe
- L’Oreal
- Lufthansa
- LVMH Iberia
- LVMH Perfumes

M
- Makro
- Mantequeria Arias
- McKinsey & Company
- Mcleods Pharmaceutical LTD
- Medtronic
- Microsoft
- Monitor Group
- Montealto
- MSD (Merck-Sharp & Dohme)

N
- Neoris
- Nestle
- Nexium Customer Solutions
- NH Hoteles
- Niscayah

O
- OCBC Bank

P
- P&G
- PepsiCo
- Pernod Ricard
- Philip Morris
- Philips
- PricewaterhouseCoopers
- Procter & Gamble
- Promontory Financial Group
- Prosegur

R
- Rd2B Limited
- Rocket Internet
- Roland Berger

S
- Sabmiller
- Sacyr Vallehermoso
- Saxonia Franke
- Schüco Iberia
- Schweppes
- Seur
- Simon-Kucher
- Smartmatic
- Sodexo
- Sol Meliá
- Starcom MediaVest Group
- Swisscom

T
- Telefónica de España
- Telefónica Internacional
- THR
- TUI Travel

U
- Unibail-Rodamco
- UniCredit Italy
- Unilever
- UNISYS
- Universal Music Group

V
- Vestas
- Vodafone
- Vodafone España

Z
- Zurich
If you would like to learn more about the program, our faculty and other IE initiatives, please download the Master in Management brochure: www.ie.edu/master-management or contact our international offices: www.ie.edu/offices