

master in management

#gobeyond

MIM

master in management

QUICK FACTS

Type:	Full-Time
Profile:	Young graduates with 0-2 years of work experience
Length:	10 months*
Intakes:	February and September
Languages of Instruction:	English, Spanish or Bilingual
Admissions Period:	Rolling admissions process, no deadlines
Campus:	Madrid
Url:	www.ie.edu/master-management
Blog:	master-international.blogs.ie.edu

Careers

Madrid

Diversity

*Optional Beyond Borders Experience extends program duration by a minimum of 3 months



Program

Specializations

Admissions



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A FEW WORDS FROM OUR DEAN



The world is changing quickly and so are the challenges that tomorrow's leaders face. In response to this development, IE Business School has designed the Master in Management as an innovative and international business program for high performing individuals. We help students develop an entrepreneurial mindset and a strong foundation of management skills to succeed in a dynamic, global, and diverse business environment.

As working across international borders increases, so does the demand for capable leaders with an international perspective. Students of the Master in Management acquire the necessary skills to be effective in an international setting through a global community on campus and a network of alumni in more than 100 countries.

In our aim to make business education as relevant as possible, we employ a host of innovative learning tools and methods that redefine how business is studied and how insights are shared. In the Master in Management, students learn through multimedia simulations, case study discussions, and interactive workshops. Learning comes from opportunities to experience what real business situations are like.

Furthermore, our goal is to foster an entrepreneurial mindset among our students. We connect theory with practice, infusing entrepreneurship education throughout our curriculum and all extra-curricular activities. Thus it is not surprising that many Master in Management students choose to start their own business upon graduation.

The Master in Management offers a host of options which allow students to personalize the program in order to maximize its benefit based on their interests, needs, and aspirations. In the Specialization Period, for instance, students can develop their expertise in Sales & Marketing, Digital Business, International Business, or Financial Management & Control. They may also choose to study the program in English, in Spanish, or a combination of both languages (bilingual format).

Finally, IE Business School is considered one of the leading business schools in the world by international journals such as Bloomberg Businessweek, Financial Times, The Economist, or The Wall Street Journal, and by international companies and organizations actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters.

In addition, the intensive cultural experience of living in Madrid – the vibrant capital of Spain – and living the Spanish way of life will transform students' perspectives and broaden their capacities for adaptation.

We look forward to welcoming you soon.

A stylized, handwritten signature in black ink, consisting of a large, flowing 'M' followed by a smaller 'B' and a horizontal line extending to the right.

Martin Boehm
Associate Dean, Master in Management



IE Business School is certified by the three most important accrediting bodies in the world, guaranteeing high quality and academic rigor in all our programs.



AACSB International
Association to Advance
Collegiate Schools of Business



EQUIS
European Quality Improvement System



INTERNATIONAL RECOGNITION

When it comes to finding the perfect school to pursue a post graduate program, most students will consult reviews and rankings to inform their decision. Year after year, IE Business School consistently holds a top position in a range of league tables:

Financial Times

- **Master in Management**
6th worldwide September, 2012
- **MBA**
3rd in Europe, 8th worldwide January, 2012
- **European Business Schools**
6th in Europe December, 2011
- **Executive MBA**
8th worldwide October, 2011
- **Master in Finance**
2nd worldwide June, 2012

Economist Intelligence Unit

- **Distance Learning - International Executive MBA**
1st worldwide February, 2010

The Wall Street Journal

- **MBA**
1st worldwide September, 2009

Forbes

- **MBA**
3rd worldwide August, 2011

América Economía

- **MBA**
6th worldwide May, 2012

Aspen Institute

- **Business School**
1st in Europe, 3rd worldwide September, 2011

Bloomberg Businessweek

- **Executive MBA programs**
4th worldwide November, 2011
- **Ranking for Business Schools outside the United States**
3rd worldwide November, 2010



THE WALL STREET JOURNAL





“

Bianca Gugelmin

Brazil

September 2011 Intake

At the end of the day, every case can be the same case in any school. But having it analyzed through the eyes of different nations reflects the unique IE difference. Good businesses come to life when good minds and ideas come together. Topping that with fascinating cultures is a recipe for success.

”

“

Liu Bo

China

September 2011 Intake

Due to the growing recognition of IE in China, great future career possibilities are guaranteed. The course provided me with an in-depth vision into the multiple management skills needed to work in globalized enterprises.

”

“

Dima Hiari

Jordan

September 2011 Intake

IE has provided me with a holistic overview of today's business and how to better understand, not only the market, but also the non-market environment, and how to deploy learning in different aspects such as corporate strategy, human resources and marketing into building a sustainable successful business.

”



“

Aman Goel

India

February 2011 Intake

I was amazed to see the amount of knowledge carried by every part of IE, such as by professors and classmates, and in events and communities. In addition to the exchange program, visits to private equity firms and participation in entrepreneurship contests have all been made possible due to the numerous opportunities provided by IE. Beyond school, Spain with its art, music, food and exotic locations has made this MIM program the most stimulating experience of my life.

”

“

Ivana Skudar

Croatia

September 2011 Intake

As traditional brick-and-mortar companies are increasingly turning into click-and-mortar ones, I found it critical for myself to develop a good understanding of digital business strategies, concepts and frameworks that would help me cope with the challenges that come along with such a transformation. IE not only taught me these but also allowed me to apply the knowledge in the form of real-life case analysis, development of a business idea and presenting a detailed digital business plan in class.

”

WHY CHOOSE IE BUSINESS SCHOOL?

FOUR GREAT REASONS

Careers

Madrid

Diversity

Specializations



Jonathan Atuah
Entrepreneur & Credit Risk
Analyst at CactusGold Limited
Ghana
February 2011 Intake



If I could sum up my experience at IE Business School in one word, I would say “practical.” I have taken short courses throughout the years targeted at specific industries, but never have I studied anywhere where the lessons taught were so relatable to real world experiences. IE not only taught me what I needed to know today, it also taught me how to prepare for the needs of the future and has stimulated a habit of learning that still exists.



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Careers



ENHANCE YOUR CAREER OPPORTUNITIES





HOW WILL THIS PROGRAM BENEFIT YOU?

Let's face it – at least one of the reasons you attend business school is to enhance your career prospects. At IE Business School we will provide you with the competitive edge to succeed in the job market. Some of the resources we provide to kick-start your career are:

- The **Careers Management Center** has designed a comprehensive program exclusively for the Master in Management - the **Career Strategy: Personal and Professional Development Workshop Series** - to help students discern and achieve their career goals by participating in workshops and activities to develop their skills in areas such as networking, interviewing, résumé and cover letter writing, and negotiations.
- Students of the Master in Management have access to IE's Careers Management Center and its trained career counselors. These career counselors are available to work with students one-on-one along every step of their career trajectory, from initial self-assessment through the job search and beyond.
- During the first week of October, IE is the venue for its **International Careers Fair**, an event which serves as an interface for leading companies from different sectors and IE students. Attended by over 100 companies, the International Careers Fair is the leading fair of its kind for master students in Spain. www.careers.ie.edu
- The **Career Immersion Week** enables students to continue their career development in an intensive format free of regular classes by attending courses designed by the Career Development Center in the mornings and in the afternoons networking with a wide variety of companies from different industries during company presentations and workshops. Recent participating companies included Ikea, Warner Brothers, Europraxis, L'Oréal, Richemont and Red Bull, among others.



■ IE Business School is **considered one of the world's leading business schools** by international journals such as Bloomberg Businessweek, Financial Times, The Economist, or The Wall Street Journal, and by international companies and organizations actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters.

■ The **Executive Insight Series** provides students with frequent opportunities to hear from national and international business leaders about their careers and the challenges of their industries. This adds a new dimension to the educational experience at IE Business School by allowing students to learn firsthand from business leaders and innovators.



- The **Corporate Immersion Week** is aimed at bringing MIM students closer to companies through practical and hands on projects. The last edition of the CIW was a consulting project based on the design thinking methodology. Students worked with a company in order to redefine a problem and redesign the customer experience to increase loyalty, satisfaction and profits.
- Our Master in Management students get hands-on experiences by working on **real-life projects**. At the same time, these are excellent networking opportunities to secure a job even before graduation. Recent projects included work for L'Oréal, Coca-Cola, and Procter & Gamble.
- Students constantly participate in, and win, **business competitions** like the Master Minds Challenge by Novartis, the Blackberry Challenge, and the Nokia Business Challenge.
- During or after the academic program, students have the option to embark on an **internship** and gain work experience, applying the theory learned in the classroom to practice.

For a complete Placement Report please visit our webpage: www.ie.edu/master-management



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Madrid





IE CAMPUS IN MADRID

WHAT STUDENTS SAY ABOUT MADRID...

“ ... Many university campuses are far removed from day-to-day realities, and you feel like a student but you don't feel included in the business community and everyday life. IE's campus is the exact opposite. ”

“ ... I now have further employment opportunities as I am able to speak Spanish and have better connections; I also have more chances to access Latin America, a fast emerging market zone. ”



“ ... The fact that the IE campus is in the center of Madrid is fundamental. It is a great advantage and means it is easy for family and friends, as well as visiting professors, to come here. ”

“ The weather is fantastic: the pace of life is different. The popularity of Spain as a tourist destination means Madrid has flights to and from all parts of the world... from a geographic point of view it is a great location and is superbly well connected... ”

Watch videos and more at www.ie.edu/madrid



The IE campus is situated in the heart of the vibrant city of Madrid, which allows IE students to experience everything a city like this has to offer, including the official language: Spanish, native language to 500 million people worldwide and the world's second business language.

Madrid is the capital of Spain and Europe's fourth largest city. Its geographic location makes it a cultural crossroad, offering a wealth of history in its architecture and traditions, as well as breathtaking modernity. Its offerings include a world-class cultural heritage, with extraordinary artistic riches of the so-called 'Golden Triangle of Art', comprised of the Prado, Reina Sofia and Thyssen museums. Visitors also enjoy a vast range of tourist activities and sports facilities both in the city and surrounding areas.

The people of Madrid are known for their passion for life. The city's restaurants, cafes and theaters, coupled with major shopping areas and

malls that host everything from top international designers to exquisite local specialties, make the city a hub of activity both day and night.

Madrid is home to most of the financial activities that take place in Spain. Ranked as the 12th largest economy in the world, the Spanish capital is home to more than 27,000 companies across different sectors. Undertaking academic training in Madrid offers you the opportunity to learn and develop across many facets of the business world. The Spanish and cosmopolitan environment, together with a lively cultural and social scene, puts Madrid in a league of its own and provides the perfect backdrop for rounding off a unique educational experience.

The IE Student Office is the first point of contact for incoming students. To make your experience of studying at IE or living in a foreign country unique and enriching, the IE Student Office team offers a wide range of assistance for students and their families.



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Diversity



STUDENT PROFILE

By studying at IE Business School, students gain access to over 40,000 alumni spread across more than 100 countries. Becoming a part of this community, which includes world leaders in corporate, non-profit, and government organizations, will be a valuable asset for a lifetime. For more information, please check: www.alumni.ie.edu



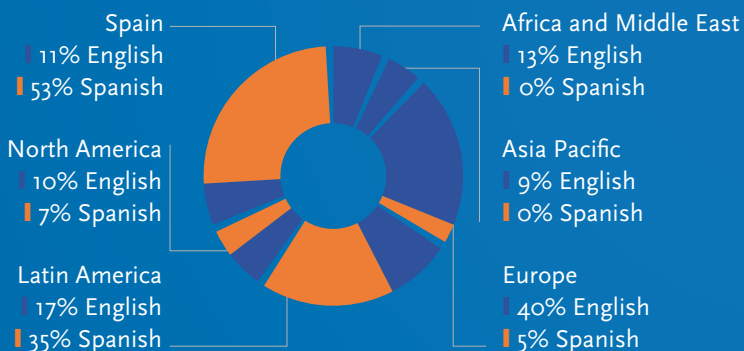
Katrin Gruen
Commerzbank AG
Austria
Class of 2010



At IE I learned that there is no one best answer to any question; however creativity increases when people with different ways of solving difficult problems work together towards a common solution. This is why diversity makes IE a great place to learn, live and grow.



Geographic Distribution*



*Master in Management
class of 2012
(English & Spanish tracks).

Diversity

International Students	70%
Nationalities	48

Age

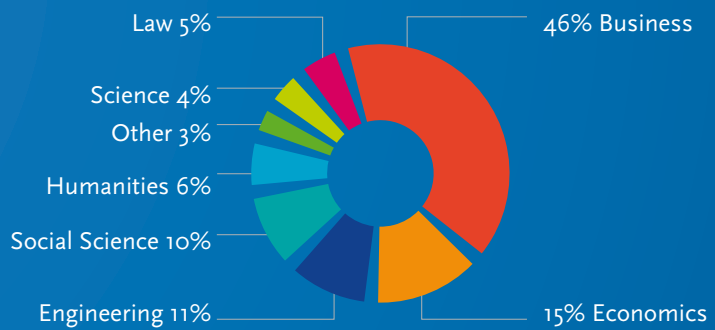
80% range	21-25
Average	23

Professional Experience

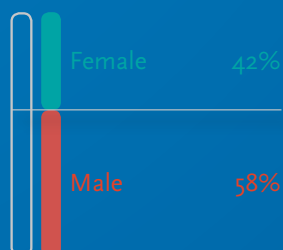
Average	1 year
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Undergraduate Degrees



Gender ratio







FACULTY PROFILE

Our international faculty is comprised of entrepreneurs, executives, academic experts and authors published in top journals. Many IE Business School professors have held executive positions in start-up companies or multinationals. They bring intellectual diversity and different perspectives of the business environment to the classroom to create a rich and challenging business program.

Our world class faculty includes more than 90 full-time professors who maintain strong links with the corporate world through applied research and consultancy. In addition, more than 400 adjunct professors – business professionals who bring their practical insights straight into the classroom - help teach the most cutting edge management techniques available.

47% International



33% Women



93% Ph.D.



29	Nationalities
350	Part-time professors
30	Visiting professors
100	Conferences with guest companies
500	Professors through the Sumaq Alliance



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Program



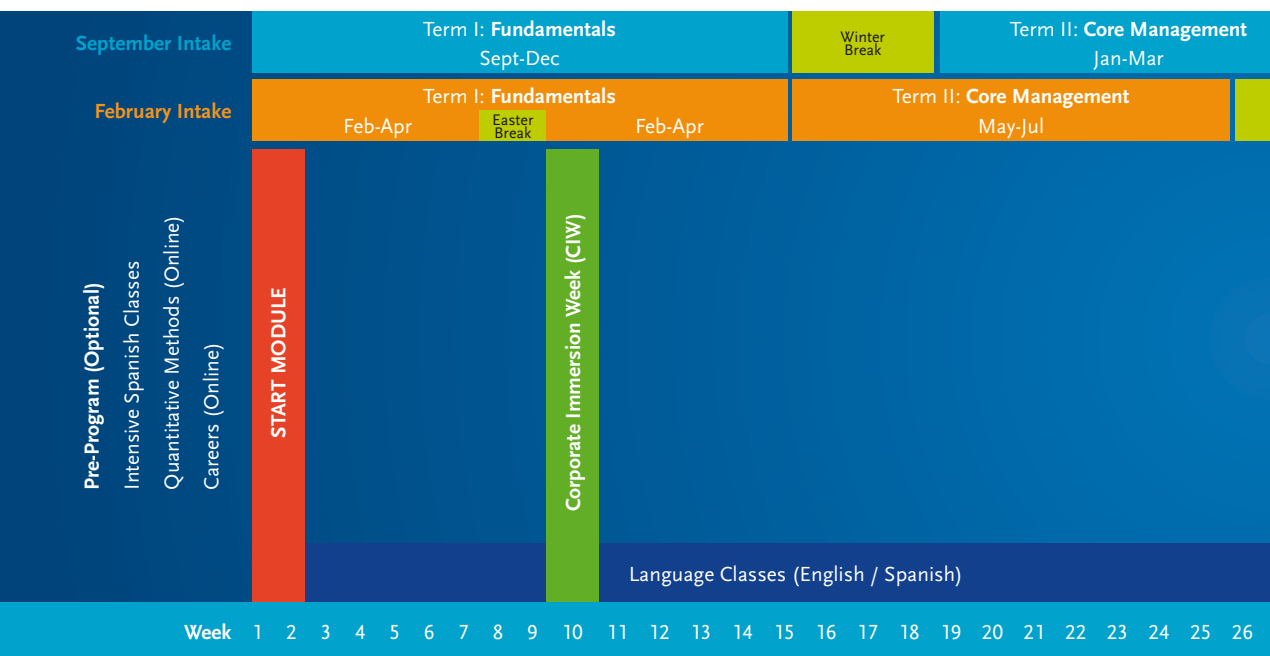
PROGRAM STRUCTURE

CORE PERIODS

The first two terms in the MIM Program are Core Periods. The courses provided are common to all MIM students, regardless of their specialization and provide the fundamental building blocks for a successful management career.

The first term ensures that all MIM students, regardless of their academic background, have the tools and the necessary skills that will be used throughout the remainder of the

Master in Management. Courses focus on the cornerstones of business management and build a solid foundation for the in-depth exploration of the business organization as a whole, not just as a sum of its parts. During the second term, students explore more advanced management techniques employed in today's rapidly changing business environment. Most courses will focus on the implementation of strategies in global organizations.



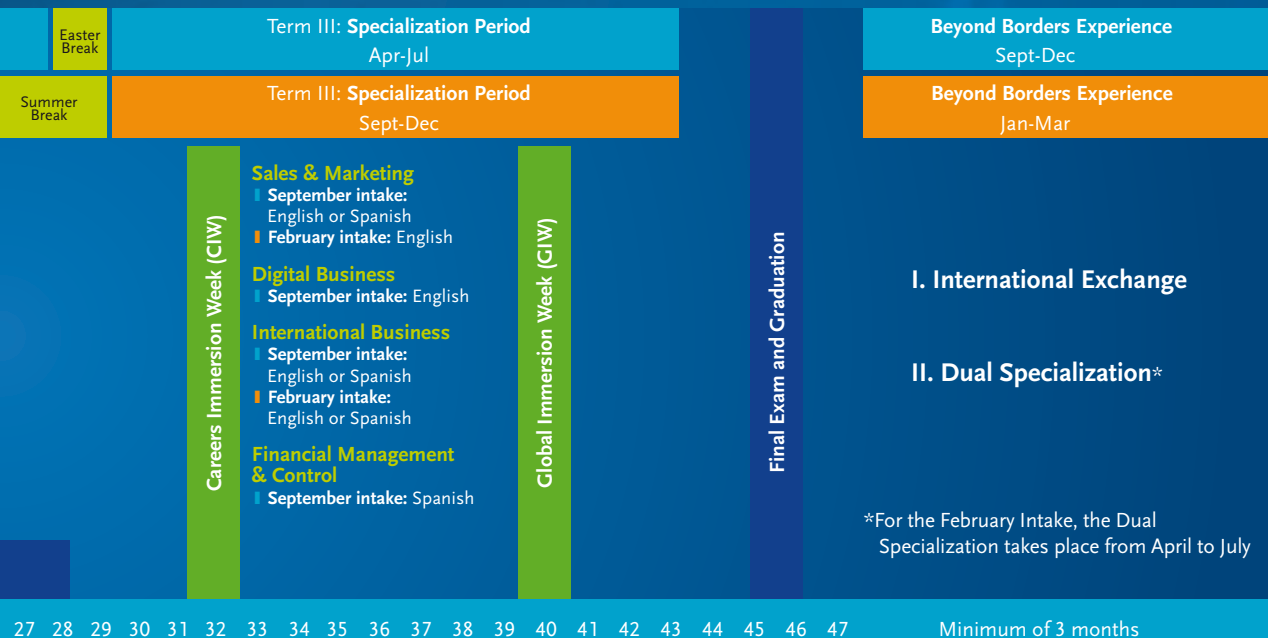
CLASS NAMES

Term 1

- Marketing
- Financial Accounting
- Organizational Behavior
- Quantitative Methods
- Technology & Innovation Management
- Economic Environment I
- Financial Markets
- Careers Strategy I
(CS-Communication + CS-Careers Management)

Term 2

- Management Accounting
- Entrepreneurship
- Competitive Strategy
- Operations & Supply Chain Management
- Corporate Finance
- Creative Management Thinking
- Economic Environment II
- Careers Strategy II
(CS-Negotiation + CS Careers Management)



*For the February Intake, the Dual Specialization takes place from April to July

THE BEYOND BORDERS EXPERIENCE (BBE)

(Limited places available)





The Beyond Borders Experience opens up a world of choices, which complement your studies at IE Business School, furthering your academic knowledge while offering the experience so essential to put your knowledge into practice. You will be able to choose from the following personalization options:

1. DUAL SPECIALIZATION

The Dual Specialization provides a unique opportunity for students to pursue a diverse set of academic interests. Instead of specializing in a single academic area such as Digital Business, Sales & Marketing, or Financial Management & Control, students can gain expertise in two academic areas in less than 18 months.

The most challenging questions and problems of our time cannot be addressed by one

profession. As a consequence, recruiters increasingly demand candidates with expertise in multiple and diverse areas. The Dual Specialization of the Master in Management offers an answer to this demand by bridging academic areas and by providing students with the knowledge and skills of different fields. The Dual Specialization clearly improves a student's job opportunities by specializing in two areas instead of one.

2. INTERNATIONAL EXCHANGE

Students may opt to study abroad at one of our partner institutions during the BBE. This additional international learning experience adds not only range and depth to the program but also wider networking opportunities after graduation.

For an updated list of partner schools, please visit www.ie.edu/master-management

A photograph of three men in an office environment, focused on a laptop. The man on the left, wearing glasses and a light blue sweater, is leaning over the laptop, pointing at the screen with a smile. The man in the center, wearing glasses and a blue and white striped shirt, is looking intently at the laptop. The man on the right, wearing glasses and a light blue shirt, is also leaning over the laptop, looking at the screen. The background shows a modern office with glass partitions and a door. The overall tone is professional and collaborative.

METHODOLOGY



CASE METHOD

Each area of business is studied using practical cases, most of which deal with the real problems that may arise in any type of company. Cases are first prepared individually, then in groups before being discussed in class under the guidance of the professor. Students have the opportunity to debate and prepare cases before each class, using one of the numerous group work rooms at IE Business School.

TEAMWORK

Students of the Master in Management are divided into small work groups which are carefully formed with attention to the different training, backgrounds and experiences of their members to ensure diversity. This kind of group work is an essential preparation for future professionals in management positions. These groups are not fixed and will change over the course of the program.

INTERACTIVE LEARNING

We put a wide range of multimedia tools at our students' disposal: simulators, interactive graphics, videos and podcasts, as well as completely interactive case studies and technical notes. This innovative use of media supports different learning styles and makes content easier to absorb.

CUSTOMIZE YOUR PROGRAM

	Intakes	Sept	Sept	Feb	Feb
CORE PERIOD	(Select one)	●	●	●	●
+					
SPECIALIZATION					
International Business		●	●	●	●
Sales & Marketing		●	●	●	
Digital Business		●			
Financial Management & Control			●		

● English

● Spanish



María Alejandra Zapata
Project Specialist at
Air Liquide America
Venezuela
Class of 2008



One of the elements of the Master in Management that I found most appealing was the Beyond Borders Experience (BBE) Module. The possibility to customize my program to fit my needs and ambitions was an invaluable feature of the Master in Management at IE Business School.



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Specializations







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International Business

BECOME A GLOBAL MANAGER
READY TO LEAD IN A WORLD
OF CONSTANT CHANGE

WHY STUDY THIS SPECIALIZATION?

Globalization has led to fundamental changes in the economy, our social life, and our cultural habits, leading to increased complexity in many aspects. This development requires decision makers in business and society to update their knowledge continuously and to develop their capabilities in order to master unprecedented challenges.

Students of International Business will acquire the necessary skills to meet the challenges of a business environment that has become increasingly global in any given functional area of the firm. The program is designed to prepare global and multicultural professionals who feel comfortable working in more than one corner of the global marketplace.



Hubertus Halmburger
Lightyears AG
Germany
September 2010 Intake



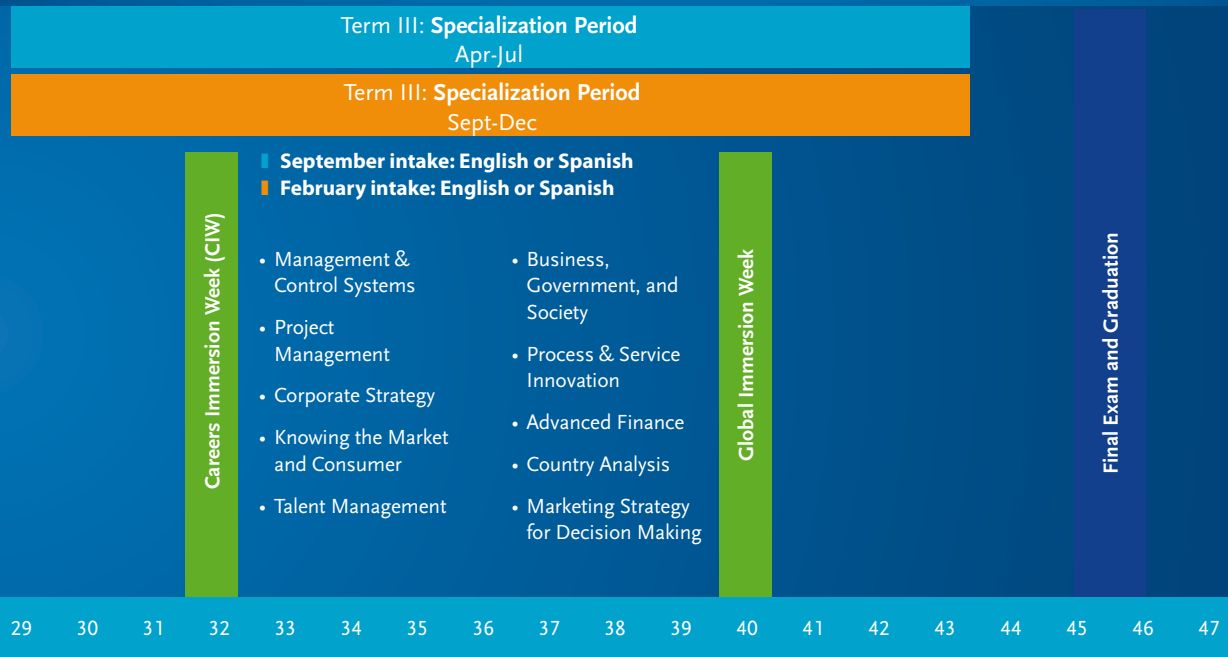
The complexity of IE students' backgrounds was a key experience to becoming an entrepreneur in the renewable energy sector straight after graduation. The mixture of a structured management program, professors with practical experience, variety of business courses and the unique environment of living in Madrid motivated me to become an entrepreneur. My objective is to revolutionize the wind energy industry with my business partner - one of my best friends - who graduated from IE the same year as me.



WHO ARE THE TOP EMPLOYERS OF OUR INTERNATIONAL BUSINESS STUDENTS?

WHAT WILL YOU LEARN?

- Learn how to structure and manage international companies
- Leverage the trend for increased internationalization in order to identify new business opportunities in the global marketplace
- Be aware of how to use technology and information systems as a competitive advantage
- Acquire the necessary skills to develop and manage multinational projects
- Nurture the skills needed to negotiate in multicultural environments
- Understand how to approach human resource management in a transnational and diverse environment
- Develop the skills to analyze the political, economic, legal, and cultural aspects of the places where you will be operating and their implications for developing a successful enterprise
- Gain insights into the financial risks and opportunities of doing business internationally



CEMEX, IMS Health, Indra, KPMG, Loewe, Roche Farma, Roland Berger, Santander Global, Siemens, Vodafone.



Jonathan D. Reinecke
 Entrepreneur - Pro-Tect
 Weather Systems &
 Property Maintenance, LLC
 USA
 February 2011 Intake



Owed to my education at IE Business School, I am achieving success in two start-up ventures. I recently acquired Pro-Tect Weather Systems & Property Maintenance, LLC in January 2012. My partnership in 1-For-1 Foods, Inc., the “Tom’s Shoes” of food, is continuing to broaden my entrepreneurial experience while facilitating my knowledge in the development of an all-natural and organic food line. Success in business has always been my dream and because of IE that dream is coming true.







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Sales & Marketing

LEAD THE MOST
REVOLUTIONARY MARKETING
AND COMMERCIAL
TRENDS OF TOMORROW

WHY STUDY THIS SPECIALIZATION?

The scope of today's marketing challenge is breathtaking, and proliferation is the reason. Fast advances in technology have created an explosion of new customer segments, sales channels and marketing approaches, as well as products and brands. But despite better information about customers, even the most sophisticated marketers are struggling to keep up.

The Sales & Marketing specialization will help mould versatile professionals who are competent in confronting these new challenges and who have a strategic vision to profit from this proliferation. The specialization will focus on the acquisition of relevant skills and competencies that distinguish effective sales and marketing managers in the 21st century.



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Maya Elaramouni
Brand Manager at L'Oréal
Lebanon
Class of 2007



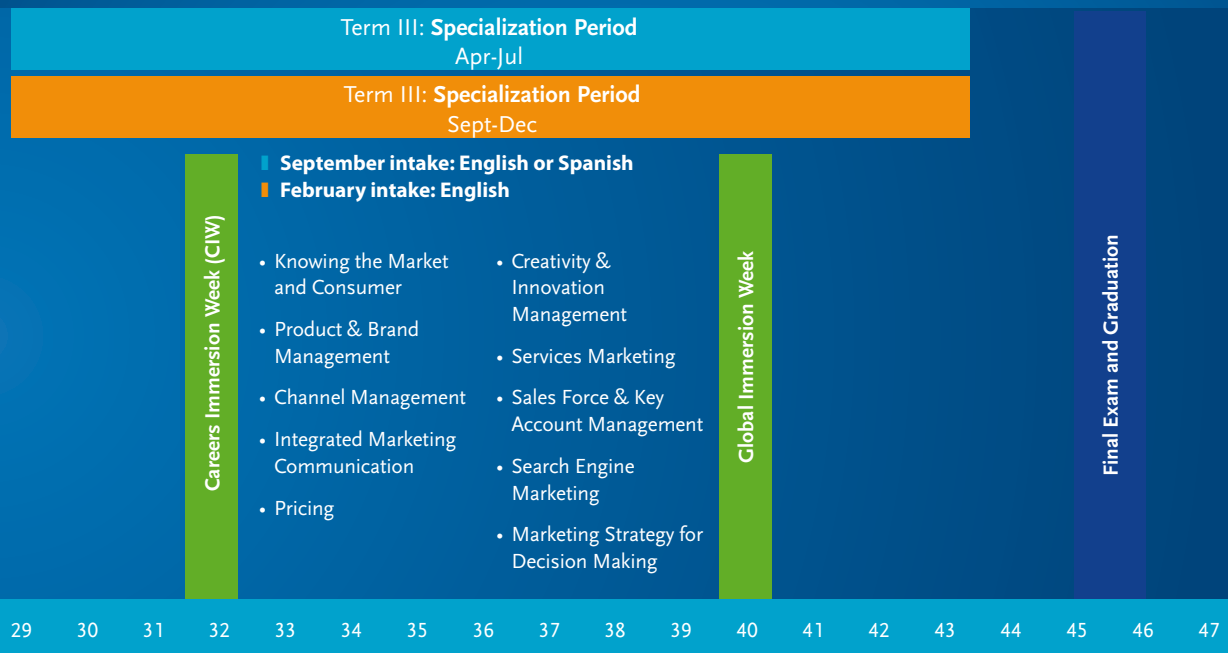
The Sales & Marketing specialization equipped me to launch my career in the Category Management department at Colgate Palmolive and now at L'Oréal. Armed with resources from insightful classes and lectures, experienced and talented classmates, and international seminars, IE Business School served as a unique passport to the professional world.

”

WHO ARE THE TOP EMPLOYERS OF OUR SALES & MARKETING STUDENTS?

WHAT WILL YOU LEARN?

- Develop the skills to leverage social media and new technologies to conduct marketing research and to learn about the needs of your customers
- Design sustainable marketing strategies considering the proliferation of customer segments, marketing channels, and means of communication
- Understand the key principles in designing brand strategies to fence off new entrants or to challenge incumbents in traditional industries
- Create world class customer experiences in order to win the loyalty game against your competitors
- Gain a better understanding of how to design marketing campaigns
- Nurture your skills to innovate and to be creative in order to deliver the products and services customers demand in the market
- Learn how to capitalize on the opportunities offered by digital marketing



Adidas, Carrefour, Elizabeth Arden, Johnson & Johnson, L'Oréal, LVMH, Nivea, Procter & Gamble, Starbucks, Unilever.

“

Anton Khaburskiy
McKinsey & Company
Russia
September 2010 Intake



I came to IE with a passion to learn marketing and start a career in brand consulting. I must say IE opened every single opportunity for me to make it happen. Most of all I need to emphasize an amazing community of experienced faculty, classmates and corporate guests that IE brought together. These professionals and enthusiasts shared a common passion for marketing and inspired me to take action that helped me get where I am now.

”



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Digital Business

ANTICIPATE DIGITAL
EVOLUTION AND THE BUSINESS
OPPORTUNITIES IT OFFERS

WHY STUDY THIS SPECIALIZATION?

We live in an era of constant change; from retailing to telecommunications, proven business models are being challenged and shaken by the advent of new technologies while entire industries emerge or are being destroyed.

Digital Business students will develop an understanding of the trends behind this transformation and acquire the ability to comprehend those challenges to create new business opportunities. In addition, students will expand their knowledge of the strategic approaches that successful companies formulate in order to manage the myriad of opportunities and challenges they face while linking innovation and execution in fast-changing industries.



Tamer Zikry
Region Middle East HR
Business Partner and Subject
Matter Expert for Talent
Management at Ericsson
Egypt
Class of 2008



After graduating from IE Business School I joined Ericsson. The Digital Business specialization provided me with a solid understanding of the industry. My efforts paid off in less than one year. I am now a regional Middle East HR Business Partner, responsible for talent management for the same region - one of 10 in Ericsson globally.



WHO ARE THE TOP EMPLOYERS OF OUR DIGITAL BUSINESS STUDENTS?

WHAT WILL YOU LEARN?

- Skills required to manage any company in the different scenarios of the digital economy
- Knowledge that can generate new competitive advantage and new business models for companies that want to implement or are using innovative digital tools in the form of new channels of sales and distribution, marketing, information systems and communication
- Gain a deep and broad understanding of the changes brought to the market by new social and technological trends: from web 2.0 to social networking, from twitter to mobile games
- The technical competencies required to meet the challenges of the marketplace and fully understand the scope of technological change
- A global vision of what a converging enterprise should be, by understanding a new 2.0 customer, culture and technology from a different perspective
- The capacity to respond with integrated and innovative services and products
- Technological and digital evolution scenarios and their business impact

Term III: Specialization Period Apr-Jul

Careers Immersion Week (CIW)

September intake: English

- Digital Business Strategy
- Mobile Business & Trends
- Shaping the Impact of Disruptive Technologies
- Building an Online Business
- Digital Marketing
- The Social Web and the Customer
- Conversations with the New Customer
- Managing the Innovation Process
- Challenges and Opportunities for the Media Industry
- Distribution Strategies for Technology Products

Global Immersion Week

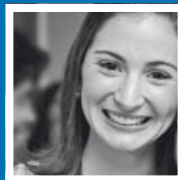
Final Exam and Graduation

29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47

Accenture, Amadeus, Everis, Elogos, Ericsson,
Google, IBM, Jazztel, Nokia, Telefonica.



Marcella Chamorro
Published Author Chief
Marketing Technologist
at Marca Labs
Nicaragua
September 2012 Intake



The Digital Business experience was an enlightening one that gave me a deep look at technology's successes and failures over time. In my experience, the specialization is very useful to students that want to create new opportunities out of the insights gleaned from business cases and networking in the technology space. Overall, it was great fun and prepared me well to write a book about marketing online, as well as launch a startup — all within one year of graduation!







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Financial Management & Control

GAIN A UNIQUE INSIGHT
INTO TODAY'S COMPLEX
FINANCIAL LANDSCAPE



WHY STUDY THIS SPECIALIZATION?

Sound financial management has long served as the crucial underpinning for good corporate governance and best business practices: boosting productivity, improving products and services and eliminating waste. The current global climate further underscores the need for professionals with technical auditing skills combined with savvy communication abilities and strong ethical frameworks.

Financial Management & Control students will understand the principles and theory of the accounting and auditing process, while exploring the regulatory environment, business law and corporate valuation among other crucial topics. Students will be competent in applying quantitative and qualitative methods to financial decision-making for non-profit and for-profit organizations in complex, multinational and transnational situations.



WHO ARE THE TOP EMPLOYERS OF OUR FINANCIAL MANAGEMENT & CONTROL STUDENTS?

WHAT WILL YOU LEARN?

- Develop a solid understanding of the fundamental principles and theory of all branches of accounting, that is: general accounting and cost accounting
- Gain knowledge of relevant professional standards and the regulatory environment to resolve financial reporting issues of multinational business entities
- Recognize and evaluate areas of potential legal concern in the business environment and demonstrate understanding of the role of legal issues in risk assessment
- Apply analytical and quantitative techniques to analyze financial statements within the context of risk assessment and firm valuation
- Identify ethical issues and decision alternatives by incorporating appropriate professional codes of conduct and social responsibility
- Learn to apply quantitative and qualitative methods to analyze and formulate financial decisions for for-profit and non-profit organizations
- Acquire a sound knowledge of the auditing process and the necessary techniques

Term III: Specialization Period
Apr-Jul

■ September intake: Spanish

Careers Immersion Week (CIW)

- Financial Statement Analysis
- Auditing
- Management Control
- Risk Management
- Accounting Forensics
- Corporate Governance
- Corporate Valuation
- Business Law
- Corporate Taxation
- Capital Planning and Budgeting

Global Immersion Week

Final Exam and Graduation

29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47

Allianz, Ernst & Young,
Deloitte, KPMG, PWC, GE.





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DUAL DEGREE PROGRAMS

The Dual Degree option offered at IE Business School allows Master in Management students to gain first the overall core knowledge from their Master in Management program and then proceed with an additional master to specialize in depth within a specific field. The unique resources available through both programs can deliver the needed understanding and knowledge, as well as provide a unique advantage to graduates.



DUAL DEGREE PROGRAM WITH MIT SLOAN: MASTER OF SCIENCE IN MANAGEMENT STUDIES

This dual degree has been designed for students who want to combine IE Business School's innovative and diverse Master in Management program with MIT Sloan's prestigious faculty and teaching methodologies. At MIT, students can personalize their learning experience and deepen their knowledge in a particular area of management, and have the option to then write complete a thesis by working closely with MIT faculty members during this additional 9 month long experience. Students will apply to both schools separately, but have to do the Master in Management first. There is only one intake of students per year at MIT Sloan, which takes place from September until June. Therefore, this dual degree is only available to those students who will begin their Master in Management program in September or for those who will have graduated from IE Business School when applying to MIT, as applicants from IE will be accepted several years after their graduation.

DUAL DEGREE PROGRAM WITH THE MASTER IN FINANCE (IE BUSINESS SCHOOL)

This Dual Degree offers a unique combination of a top general management program and advanced knowledge in the field of finance – an ideal option for young entrepreneurs or professionals who seek analyst level positions in different areas of finance, including corporate finance, financial consulting, venture capital and private equity, asset management, public finance and the finance departments of large corporations. The Master in Finance can serve as a platform for students seeking the CFA designation - the most

prestigious qualification for finance professionals worldwide - as during this program, students will have obligatory CFA level I preparation classes.

This dual degree enables students to gain both Masters in just 17 months - students start the Master in Management program in February, and after completing the core periods they join the Master in Finance program directly in September, replacing the specialization, and graduating from the dual degree program in June of the following year.



MIM

master in management

Admissions





ADMISSIONS PROCESS

Who should apply to this program?

The Master in Management is aimed at recent university graduates and young professionals at the start of their career, with 0 to 2 years of professional experience. The objective of the admissions process is to select students with the greatest potential and who can make a significant contribution to the learning experience. We seek candidates who are dynamic, motivated, creative, and who have not only an excellent academic background, but also offer the kind of interpersonal skills that will permit them to obtain the maximum benefit from the program.

Admissions Process

- Admission is granted on a rolling basis and although there is no deadline for applications, early application is recommended given the limited number of places on the program.
- The application should be completed in the language (English or Spanish) in which you plan to study the core part of the program.
- Should the Admissions Committee grant you an interview upon the review of your application and supporting documents, you will be contacted to schedule an interview. The interview examines the data provided in the application in greater detail, tests your communication abilities and evaluates whether your profile will meet the demands of the program. It is recommended that the interview be conducted in person, as it is an integral part of the admissions process. Interviews may be scheduled on campus, with one of our offices, in coordination with an IE event, or by phone or Skype should you be unable to meet us in person.
- It will take roughly 2-3 weeks for the Admissions Committee to review your file and provide you with a final decision.
- Admission is valid for two intakes, the intake you apply to and the following.
- For further information regarding the admissions process, please refer to the website www.ie.edu/master-management

Requirements

- Online Application
- Academic Accreditation, Bachelors Degree or equivalent (transcripts and diploma)
- Entrance Exam (GMAT, GRE or ieGAT)
- Language Certificate (English or Spanish) if you are a non native speaker of the language in which you are planning to study the program
- 1 page Curriculum Vitae
- Two Letters of Recommendation
- Photo and copy of passport
- Application Fee: 125 Euros

Financial Aid & Scholarships

To further foster diversity within our programs, the IE Foundation awards tuition funding assistance to talented students in need of financial aid based on merit, distinctive competences and academic excellence. IE also has agreements with leading Spanish banks to offer students attractive packages to finance tuition and living expenses.

To learn more about the opportunities mentioned above, visit IE's Financial Aid website and blog:

www.ie.edu/financialaid

financialaid.blogs.ie.edu

