GLOBAL MBA

#1 ONLINE MBA, FINANCIAL TIMES 2017

The program that will transform your career
QUICKFACTS

15
MONTHS DURATION

ENGLISH
LANGUAGE

80%+20%
SESSIONS ONLINE | SESSIONS FACE-TO-FACE

3
RESIDENTIAL WEEKS IN MADRID

1
INTERNATIONAL WEEK

95%
INTERNATIONAL STUDENT BODY
In 1973, three visionary entrepreneurs found Instituto de Empresa in Madrid. The MBA and Executive MBA programs are born.

Ten years later, IE inaugurates its International MBA with 5% international students, and the Entrepreneurship Department is founded to build entrepreneurial thinking among all students. The school creates the IE Foundation and Alumni Association with the aim of fostering relationships among alumni and promoting research on management topics.

By the end of the 1990s, IE has entered the top 25 business schools in the world and has partnerships, such as the Sumaq Alliance, with nearly 100 prestigious business schools on five continents.

In the early 2000s the International MBA increases its international student population to 35%, and IE creates one of the world’s first MBA programs with its innovative Blended Methodology, through online and face-to-face learning. In 2006 IE University opens to serve undergraduates from around the world, and the IE Law School opens a year later.
IE is now a top-ranked hub for international business students and features 31 different Master programs. More than 500 international faculty members teach 6,500 students from 90 different countries in IE’s undergraduate, Master, Doctoral, and Executive Education courses. IE’s urban campus comprises 20 buildings in central Madrid, and there are 29 IE country offices around the world. More than 50,000 alumni hold management positions in more than 100 countries.
IE has undergone four decades of rapid growth and is now recognized by the international press as one of the world’s leading business schools.

### INTERNATIONAL RECOGNITION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Category</th>
<th>Program</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>5th</td>
<td>in Europe</td>
<td>European Business Schools</td>
<td>December 2015</td>
</tr>
<tr>
<td>1st</td>
<td>Worldwide</td>
<td>Online MBA Programs</td>
<td>March 2017</td>
</tr>
<tr>
<td>4th</td>
<td>in Europe</td>
<td>MBA’s</td>
<td>January 2016</td>
</tr>
<tr>
<td>12th</td>
<td>Worldwide</td>
<td>MBAs for Entrepreneurship</td>
<td>June 2016</td>
</tr>
<tr>
<td>1st</td>
<td>in Europe</td>
<td>Master in Finances</td>
<td>June 2016</td>
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<tr>
<td>8th</td>
<td>Worldwide</td>
<td>Full-time MBA (Non-US category)</td>
<td>October 2015</td>
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<tr>
<td>3rd</td>
<td>Worldwide</td>
<td>MBA’s</td>
<td>May 2016</td>
</tr>
<tr>
<td>3rd</td>
<td>Worldwide</td>
<td>Business Schools</td>
<td>September 2011</td>
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</tbody>
</table>

IE Business School is fully recognized by the world’s leading accreditation bodies:
IE Business School’s blended methodology has been highly ranked for its innovative approach since 2014, offering top quality part time programs and leading in online learning.

1st
ONLINE MBA IN THE WORLD
Financial Times
March 2017

1st
EXECUTIVE MBA IN THE WORLD
The Economist
May 2015

5th
BUSINESS SCHOOL IN EUROPE
Financial Times
December 2015

1st
EXECUTIVE MBA IN EUROPE
Business Week
November 2013
The Global MBA is geared toward professionals seeking to strengthen their business acumen and expand their network in a class forged by diversity and ambition. Fully aware of companies’ needs, we provide professionals with multidisciplinary knowledge and skills to become successful managers. You will stand out not only because of your knowledge, but also because of your interpersonal skills and international perspective that the market demands.

A UNIQUE LEARNING METHODOLOGY
Employing IE’s pioneering Blended Methodology, the Global MBA offers an 80%-20% split of interactive online periods and face-to-face sessions that provides the perfect balance between education and the demands of an intense work schedule and personal life. Boasting numerous interactive tools such as asynchronous forums and participative faculty-led live videoconferences, students are able to sharpen their business skills on an interactive and innovative platform that reflects the business climate of today.

A GLOBAL NETWORK
Shaped by a class that is 95% international, the Global MBA brings together ambitious and industrious professionals from all over the globe. Lifelong relationships are forged through a successful balance between teamwork, weekly classes and live videoconferences that ensure daily contact with peers. Our world-class faculty hail from over 102 countries and enrich their lessons with real-life examples that reflect the way companies operate in today’s increasingly global environment.

CAREER EVOLUTION
At IE, we strive for students to take full advantage of their professional capacities. Students learn all of the necessary hard and soft skills that will propel them to where they want to be professionally, while also taking advantage of the personalized service provided by our Career Services Center. Our Career Services Center helps students to make full use of their professional capacities, while the lifelong, personalized support of a careers coach ensures that students ultimately achieve their professional goals.
I feel the GMBA was better for networking than a full-time MBA. As the majority of the time we were communicating through different platforms, when the MBA finished we were so used to it that we still meet up online and even try to meet in different parts of the globe. I can go to nearly every major city and find an old classmate or alumni.

*Abdul Karim Hafiz Yasin, Global MBA Alum.*
CLASS PROFILE

25% WOMEN
8 YEARS OF EXPERIENCE
32 YEARS OLD

+40% EXPATRIATES
+30% NATIONALITES
95% INTERNATIONAL

NATIONALITIES REPRESENTED

PROFESSIONAL BACKGROUND

**INDUSTRIES**

- **3%** Telecommunications
- **6%** Services
- **6%** Science/Technology
- **5%** Real Estate
- **3%** Pharmaceutical
- **14%** Other
- **5%** Oil and gas
- **5%** NGOs/Foundations
- **2%** Internet/E-commerce
- **3%** Construction
- **13%** Consulting
- **6%** Consumer Products
- **5%** Education/Training
- **2%** Energy/Mines
- **3%** Entertainment/Leisure
- **13%** Financial Services
- **6%** Industrial Products

**FUNCTION**

- **8%** Technology
- **11%** Strategy/Business Development
- **15%** Sales & Marketing
- **3%** R&D
- **11%** Operations
- **15%** Consulting
- **15%** Finance
- **23%** Management
LEVELS OF RESPONSIBILITY

- 10% Senior management
- 40% Associate
- 2% Senior executive management
- 38% Middle management
- 10% Entrepreneur
## Companies Represented*

<table>
<thead>
<tr>
<th>1STBANK</th>
<th>ACCENTURE</th>
<th>ACCIONA FORWARDING</th>
<th>AIESEC</th>
<th>AIR CANADA</th>
<th>AIRBUS</th>
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</thead>
<tbody>
<tr>
<td>AIRTEL</td>
<td>AKZO NOBEL</td>
<td>ALSTOM</td>
<td>AMADEUS</td>
<td>APG SGA</td>
<td>ASTRA ZENICA</td>
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<tr>
<td>BANK OF AMERICA</td>
<td>BANK OF MONTREAL</td>
<td>BHP BILLITON</td>
<td>BLOOMBERG</td>
<td>BMW</td>
<td>BRITISH AIRWAYS</td>
</tr>
<tr>
<td>CENTRAL BANK OF NIGERIA</td>
<td>CETELEM</td>
<td>COCA-COLA</td>
<td>COMMERZBANK</td>
<td>CSC</td>
<td>DELOITTE</td>
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<tr>
<td>ERICSSON</td>
<td>EY</td>
<td>FORCES.CA</td>
<td>GAMESA</td>
<td>GENERAL ELECTRIC COMPANY</td>
<td>GOOGLE</td>
</tr>
<tr>
<td>HP</td>
<td>HUAWEI</td>
<td>IBM</td>
<td>IDB</td>
<td>INTEL</td>
<td>JOHNSON CONTROLS</td>
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<tr>
<td>KAYAK</td>
<td>LATAM AIRLINES GROUP</td>
<td>LEO</td>
<td>LINKEDIN</td>
<td>MCKINSEY &amp; COMPANY</td>
<td>MERCK</td>
</tr>
<tr>
<td>MICROSOFT</td>
<td>NOKIA</td>
<td>P&amp;G</td>
<td>PFIZER</td>
<td>PHILIP MORRIS INTERNATIONAL</td>
<td>PWC</td>
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<tr>
<td>REPSOL</td>
<td>ROCHE</td>
<td>SAP</td>
<td>SCHNEIDER ELECTRIC</td>
<td>SHELL</td>
<td>SWISSCOM</td>
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<td>TELEFÓNICA</td>
<td>THE WALT DISNEY COMPANY</td>
<td>THOMSON REUTERS</td>
<td>UNILEVER</td>
<td>UNHCR</td>
<td>UBS</td>
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<td>WESTERN UNION</td>
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*These companies change every intake
One of the reasons why I chose the blended methodology is that you don’t disconnect from the working life. In this world where change happens so quickly it is very important to stay up to date. And today’s reality in such a global and connected world is to deal online with people in different time zones.

*Cristina Sáenz de Santa María, Global MBA Alum.*
The Global MBA has a duration of 15 months and is taught predominantly online. With three mandatory one-week periods in Madrid, the rest of the program is imparted through interactive online classes, a combination of online forums and live videoconference sessions.

**INTAKES:** September and April

- **MADRID**
  - Opening
  - Videoconferences Forum
  - 1 week

- **MADRID**
  - Videoconferences Forum
  - Business Plan
  - 1 week

- **MADRID**
  - Closing & Graduation
  - 1 week

- **INTERNATIONAL**
  - Global Immersion Week
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. In total, you will have three mandatory one-week periods in Madrid: at the beginning of the program, at the beginning of the second term, and at the end of the program (for the final project presentation and graduation).

The residential periods combine workshops, company visits, meals and a number of classes that require physical presence and interaction. They are an essential part of the blended experience, allowing you to join networking events that the IE Community offers and at the same time understand the different angles and viewpoints of your classmates, creating a more fluid virtual interaction for the following online periods.

You will have three mandatory one-week residential periods in Madrid.

The residential weeks will take place in our Madrid Campus from Monday through Friday, starting at 9:00 hrs until 19:00 hrs CET, including breaks.

You take part in a series of classes, workshops, seminars and networking events. Students cover travel and accommodation costs. The school provides you special discount options for students.
INTERNATIONAL WEEK

The Global Immersion Week is a unique opportunity to broaden your perspective on international business markets. Students will have the option to choose between 3 different destinations. Previous intakes have visited Shanghai, Miami, San Francisco, Israel and Sao Paulo, where they have joined company visits, have had talks with business experts and gained an overview of how business is done in these international hubs.
ONLINE PERIODS

The IE Online Campus is a web platform that allows students to access all of the program’s online activities at any time, from any location. Through the use of innovative new technologies, we have been able to replicate face-to-face teaching techniques and our students are able to enjoy the same experience they would have in a traditional classroom. The campus tools are also accessible from smartphones and tablets.

The online periods will consist of two main parts:

**VIDEOCONFERENCE SESSIONS:**

- Two 90 minute long videoconferences every Saturday.
- In between each residential period you will interact with your classmates through weekly live videoconferences and online forums.
- Live videoconferences take place every Saturday at either a morning or afternoon session.
- Once you enroll, you may choose one schedule that fits you best:
  - Morning (11:00-14:30) Madrid local time
  - Afternoon (16:00-19:30) Madrid local time

**ONLINE FORUM:**

- Online forums are a tool for open discussion around the concepts and topics imparted in class.
- Students are required to participate in two weekly online forums where they will share insightful analysis and their individual experience in applying the knowledge gained throughout the MBA directly in their jobs and industries.
- Each student has a limited number of posts to ensure quality contributions and in-depth discussion. Professors will guide the discussion and monitor the online forum. Contributions will count as class participation.

- Forums take place from Monday to Thursday
- Open 24 hours a day
There are many moments that made the GMBA experience unique, but one I really like is the week we spent in San Francisco. We visited so many companies, talented people gave us insights from the number one hub in the world for entrepreneurs. The atmosphere was very inspiring.

_Eduard Sama_,
_Global MBA Alum_
IE’s Global MBA has been recognized since 2013 as the No. 1 Online MBA 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 Global MBA without constant trips to Madrid. Combining live videoconference classes and forums replicates the experience of an actual class and group meetings. It is essentially a campus available online 24/7, complemented with face-to-face periods in Madrid.
Program objectives are reached by using the following diverse didactic methodologies:

**PRACTICAL CASE DISCUSSION**
This is the main methodology used. Before the session is held, students receive a practical case where a specific business situation is described. In the general session, students are expected to share their point of view, the decisions they would make and the analysis they have conducted to reach said conclusion. Likewise, the students are provided with complementary technical case notes that facilitate understanding by introducing and developing key concepts.

**GROUP WORK**
In order to analyze cases that will be later discussed in class, participants are divided into working groups. Teams are changed every term. Discussions are enriched via the differing opinions of the various individuals in the group. This in turn aids discussion in the general sessions. An online workroom within the IE online campus is available for this purpose, however each team is free to use the platform of their choice.

**STUDY**
The Global MBA is designed to be compatible with students’ professional commitments throughout the program. Nevertheless, students must bear in mind that maximum benefit of the program demands both personal study time and group work.

**FINAL PROJECT**
Students will work on a business plan as the final project of the MBA. Throughout the final term, students will work in groups to design an end-to-end business plan. The final exam consists of pitching the business plan to a panel of professors.
The curriculum of the Global MBA has a strong academic business-oriented content focused on strengthening your hard skills and knowledge, complemented with top leadership practical training. Entrepreneurship, humanities, social innovation and diversity are the IE core values that underlie the program’s content and practical approach. You will become a well-rounded manager with an entrepreneurial mindset.

The curriculum covers each of the different areas key for successful management in today’s fast-paced and demanding business climate. The practical cases allow a deeper look into real organizational 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 represented in the student body.

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<tr>
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<th>Term 1</th>
<th>Term 2</th>
<th>Term 3</th>
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<td>Residential Week in Madrid</td>
<td>Residential Week in Madrid</td>
<td>Global Immersion Week</td>
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<tr>
<td>Online Period</td>
<td>Financial Reporting &amp; Analysis</td>
<td>Financial Decision Making</td>
<td>Competitive &amp; Corporate Strategy</td>
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<tr>
<td>• Technology and Innovation Management</td>
<td>Economic Environment &amp; Country Analysis</td>
<td>• Corporate Finance</td>
<td>Strategy Implementation</td>
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<tr>
<td>• Sales &amp; Marketing Management</td>
<td>Leading People in Organizations</td>
<td>• Control Management</td>
<td>Supply Chain Management</td>
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<tr>
<td>Online Period</td>
<td>Entrepreneurial Management</td>
<td>Online Period</td>
<td>Entrepreneurial Venturing</td>
</tr>
<tr>
<td>• Marketing Strategy &amp; Plan</td>
<td>Managing People in Organizations</td>
<td>• Managerial Accounting</td>
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<tr>
<td>• Creating Value Through Operations</td>
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<td>• Control Management</td>
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<tr>
<td>Online Period</td>
<td>Online Period</td>
<td>Summer Break</td>
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<tr>
<td>• Corporate Finance</td>
<td>• Strategy Implementation</td>
<td>• Supply Chain Management</td>
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<tr>
<td>• Control Management</td>
<td>• Entrepreneurial Venturing</td>
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You can check out the [Global MBA Course Descriptions](#) and details in the program’s website.
No other school that I came across could offer IE’s values of entrepreneurship, creativity and women initiatives.

*Amanda Larson, Global MBA Alum.*
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 50,000 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, these are some of the professionals who teach through our blended methodology:

**NIEVES CARRERA**
- PhD in Business Administration and Quantitative Methods, University Carlos III, Madrid
- Professor in Accounting and Management Control

**GILDO SEISDEEDOS**
- PhD in Business and Economics, Urban Economy
- Professor and Director of Marketing Programs at IE Business School
- Researcher, London School of Economics and Political Science and UCLA

**ÁLVARO ARENAS**
- PhD in Computation Computing Laboratory, Oxford University
- Professor of Information Systems
- Head of Information Technology Group, Specialized Computing Lab
TARA WERNSING
• PhD in Management, University of Nebraska, Lincoln, USA
• Professor of Human Resources
• Professional Life Coach and Consultant

NESTOR MIRANDA
• Head of Borland Software Corporation Ibérica, General Manager
• Professor of Strategy

PATRICIA GABALDÓN
• PhD in Economics from Universidad de Alcalá
• Professor of Economics
• Research Director at the Research Vice-Rectorate of IE University

MATTHIAS TIETZ
• PhD in Entrepreneurship and General Management, Ivey Business School, Canada
• Professor of Entrepreneurship
• Consulting Services, MAT Solutions, St Gallen, Switzerland

JULIO URGEL
• PhD in Business Administration, Harvard Business School
• Professor of Corporate Finance & Negotiation
• Director, EQUIS & Quality Services, European Foundation for Management Development, Brussels
Around 40% of our students receive company support. This is because 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.

Through our Corporate Relations Department, a partnership between IE Business School and your company may be established, with possibilities of recruiting from our talent pool of IE students, access to our executive education programs and presence in IE’s international network.

**DON’T STOP YOUR CAREER**  
IE’s unique Blended Methodology allows our students to continue building their professional foundations and careers while participating in our top-ranked MBAs. This innovative learning approach brings together diverse professionals from all around the world who engage in an active and current debate.

**BRING ADDED VALUE TO YOUR COMPANY FROM DAY ONE**  
The Global MBA requires you to apply the concepts imparted in class directly to your professional life, something that will bring value to your company from day one. The curriculum and coursework has been designed to provide you with the latest theories and innovations, as well as the newest practical cases which will prepare you to tackle future challenges in your job with a strategic approach.

**CONVEY A GLOBAL VIEW TO YOUR COMPANY**  
Our international network, together with the Global Immersion Week, will provide you with a key comprehension of innovation in the global business arena. Through these experiences, you will constantly bring in refreshing ideas and key insights from your industry and other sectors.

**INCREASE ENGAGEMENT IN YOUR TEAM**  
When you apply the new concepts you learn in class to your day-to-day job, you will also be sharing your expertise with your colleagues on a daily basis. In addition, through the program’s soft skill trainings you will become a more effective leader and learn how increase engagement in the teams you are managing.
My first new job after completing the program was with a management consulting company, so I can say that almost everything I did in my new job was a direct application of what I learned in the program!

Luigi Scatteia, Global MBA, 2009.

BECOME AN INTRAPRENEUR BY DEVELOPING PROJECTS FOR YOUR OWN COMPANY

You will have several opportunities to apply coursework projects to your job and company, getting the guidance and feedback from our faculty.
IE’s Career Management Center is committed to boosting the professional visibility of students and alumni, as well as giving international recruiters access to the profiles that best fit their requirements. You will get **lifelong access** to IE’s strong international Job Bank, as well as to a training and advisory service from our Career Experts. Additionally, the Career Management Center prepares Corporate Presentations and organizes Career Recruitment Fairs with over 150 international companies.

**ADVISING**

- **Get advice from our Career Experts** on how to brand yourself better, improve your curriculum vitae, and get insights on how to tackle upcoming job interviews.

**RECRUITING**

- **We manage over 6,000 job offers** and work with more than **3,500 recruiters worldwide**.

- **Career fairs are organized periodically**, attended by more than 3,000 students and alumni, with more than 150 recruiters from international companies.
ACCESS THE IE NETWORK

ALUMNI ASSOCIATION
With more than 50,000 alumni are part of the IE Community in over 100 countries. When you become an IE student you will gain lifelong access to IE’s network and the opportunities that come with it.

A UNIQUE NETWORK OF CONTACTS
IE organizes various events around the world – masterclasses, networking events, international club chapter meetings, among others. 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 (entrepreneurship, innovation, tourism, marketing, etc). Our community is also accessible from the major social media networks.

CONTINUOUS TRAINING
After finishing your MBA, you will be able to continue your education with both classroom and online activities available. Some examples are: business updates, workshops, conferences, seminars, book presentations, technical management and communication trainings.
REQUIREMENTS

- 3 years minimum experience
- University degree
- IE Global Admissions Test, GMAT, or GRE
- English language certificate
- Completed application form

HOW TO APPLY

1. Submit the application form
2. Admissions test: English language certificate
3. Interview
4. Final decision communication

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 begins. 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/global-mba or send us an e-mail at gmba.admissions@ie.edu.
Students fulfilling the following requirements, will be entitled to request the issuance of the Official University Degree upon completion of the Master Program.
IE’s Global Presence

Contact the office in your region for additional information on our programs, and the dates for the latest events of the IE Community happening all over the world.

EUROPE
europe@ie.edu
France - Paris
france@ie.edu
Germany, Switzerland & Austria - Munich
dach@ie.edu
Italy, Croatia & Slovenia - Milan
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Portugal - Lisbon
portugal@ie.edu
Eastern Europe & Central Asia - Moscow
eeca@ie.edu
Spain - Madrid & Segovia
iespain@ie.edu
Turkey - Istanbul
turkey@ie.edu
UK & Ireland - London
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uruguay@ie.edu
Brazil - Sao Paulo
brasil@ie.edu
Chile - Santiago de Chile
chile@ie.edu
Colombia - Bogota
colombia@ie.edu
centroamerica@ie.edu
Ecuador - Quito
ecuador@ie.edu
Mexico City - Mexico
mexico@ie.edu
Peru, Bolivia & Paraguay - Lima
peru@ie.edu
bolivia@ie.edu
paraguay@ie.edu
Venezuela - Caracas
venezuela@ie.edu

ASIA-PACIFIC
asia-pacific@ie.edu
Australia & New Zealand - Sydney
australia@ie.edu
China - Shanghai
china@ie.edu
India & South Asia - Mumbai
india@ie.edu
Japan - Tokyo
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Singapore & Southeast Asia - Singapore
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South Korea - Seoul
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MIDDLE EAST/AFRICA
mea@ie.edu
Saudi Arabia - Jeddah
saudi@ie.edu
UAE, Qatar, Bahrain, Kuwait, Iran & Oman - Dubai
uae@ie.edu
West Africa - Lagos
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Sudáfrica - Johannesburg
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