

AN MBA OUT OF THE ORDINARY

INTERNATIONAL MBA

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QUICK FACTS

Format: Full-time

Length: 1 year

Intakes: September, January

Languages of Instruction: English
and Spanish

Campus: Madrid

Application Deadline: Rolling admission

Student Profile:

Unconventional thinkers that dare to be different and embrace change as a form of growth and innovation.

90%

INTERNATIONAL
STUDENTS WITH
MORE THAN 70
NATIONALITIES

50%

NEITHER HAVE
BUSINESS NOR
ECONOMICS
RELATED DEGREES

29

AVERAGE AGE

5

YEARS OF
AVERAGE
WORK
EXPERIENCE



Program Features:

- 45% customizable
- Comprehensive Professional Fitness program
- Business Impact, Start-up, Tech & Social Impact Labs
- Streamlined Core Period with mandatory beyond-business and entrepreneurial management courses
- Dual Degree programs, 150 electives, international exchanges, IE Venture Lab, and language classes among other options

Careers:

- 90% of students employed within 3 months after graduation
- 60+ Company presentations on campus per year
- Career advising with industry specific advisors

Financial Aid:

- €4million available for IE scholarship and fellowship awards
- 40% of applicants receive financial assistance

**Dual Degree: International MBA +
Master in Business Analytics & Big Data**

Double your degree in less than two years.

More information: mbd.ie.edu

At IE Business School we believe that in order to empower women across the globe, the best way is through education. More women in classroom means more women in top positions, as entrepreneurs and investors, and important decision-makers in the current business environment. If we can inspire this trend within our school, we can pass it on to future generations. Discover our initiative here: <https://www.ie.edu/iewomen/>

URL: www.ie.edu/international-mba

Blog: imba.blogs.ie.edu

Facebook: www.facebook.com/ieIMBA

THE IE STORY

In 1973, three visionary entrepreneurs found Instituto de Empresa in Madrid. The MBA and Executive MBA are born.

70s

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.

80s

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.

90s

In the early 2000s the International MBA increases its international student population to 35%, and IE builds one of the world's first MBA programs with online and offline learning.

In 2006 IE University opens to serve undergraduates from around the world, and the IE Law School opens a year later.

2000s

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 **28 IE country offices** around the world. **More than 50,000 alumni** hold management positions in more than 100 countries.

TODAY

INTERNATIONAL RECOGNITION

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.





FINANCIAL
TIMES

10 th	Worldwide	Master in Management	September 2018
3 rd	in Europe	European Business Schools	December 2017
2 nd	Worldwide	Online MBAs	March 2018
4 th	in Europe	Global MBA	January 2017
8 th	Worldwide		
11 th	Worldwide	Master in Finance	June 2018



3 rd	Worldwide	Non-US MBA's Schools	November 2017
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**Bloomberg
Businessweek**

8 th	Worldwide	Full-time MBA (Non-US category)	November 2017
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**América
economía**

6 th	Worldwide	MBAs	May 2017
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THE ASPEN INSTITUTE
Center for Business Education

1 st	in Europe	Business Schools	September 2011
3 rd	Worldwide		

IE Business School is fully accredited by the three most highly regarded international accreditation bodies in the realm of higher business education in the world:



ACHIEVING GREATNESS

OUTSTANDING PERFORMANCE

AN MBA TO BE INSPIRED

CHALLENGING THE STATUS QUO

WALLS AND LIMITS AREN'T FOR

NEVER STOP BECOMING YOUR VERY BEST

TOP 10:

WHY CHOOSE
THE INTERNATIONAL MBA AT
IE BUSINESS SCHOOL

1

INTERNATIONAL RECOGNITION

A top-ranked MBA program at one of the best European Business Schools

6

SEE PAST YOUR OWN PERSPECTIVE

Empower your lateral thinking and challenge the status quo

2

BOOST YOUR CAREER

Become your own strategic career manager through our Professional Fitness Program

7

LEAD THE RIGHT WAY

Enhance your Behavioral Fitness by strengthening your leadership, interpersonal and critical thinking skills

3

CUSTOMIZE YOUR MBA

Personalize your education by selecting the optimal courses for you

8

LEARN SOLID BUSINESS

Reinforce your business acumen and build a unique set of competencies in both traditional and more visionary courses

4

GO BEYOND YOUR BOUNDARIES

Be part of a classroom made up of unconventional thinkers like yourself and explore in a truly diverse environment

9

TAP INTO A GLOBAL NETWORK

300 on-campus events per year, 86 student clubs, more than 50,000 alumni, 80 alumni chapters and more than 200 annual events around the world

5

IMPLEMENT YOUR IDEAS

Develop your entrepreneurial thinking in order to transform and create

10

LIVE MADRID

Enjoy a cultural experience in the capital of Spain and learn Spanish, the third most common business language in the world

INTERNATIONAL MBA

A HOTHOUSE FOR UNCONVENTIONAL THINKING

The last decade has seen countless new opportunities and challenges in the business world. Expanded connectivity, smart technologies, and increasing lifespans are changing how we think about work. What's more, companies are becoming more global than ever before, and demographic changes are shifting economic power. More than ever, business leaders must be adaptable problem solvers with a high degree of cultural intelligence.

To effectively prepare students for this world, the IE International MBA works like a hothouse: an environment tailored to the needs of individuals to accelerate their personal growth.

International MBA students discover their shared values and collective strengths as a global community by embracing unconventional thinking. They know that cultural differences are something to be celebrated.

In addition, professors who are experts in their fields, plus a streamlined core curriculum in business fundamentals, give students a foundation in entrepreneurial thinking that will be indispensable in their future careers.

Barnaby
Ferrero
Italian/British
Founder of Kehko

#ielMBA



STEP
OUTSIDE
YOUR
COMFORT ZONE



THE INTERNATIONAL MBA PROGRAM

NOT A ONE-SIZE-FITS-ALL APPROACH

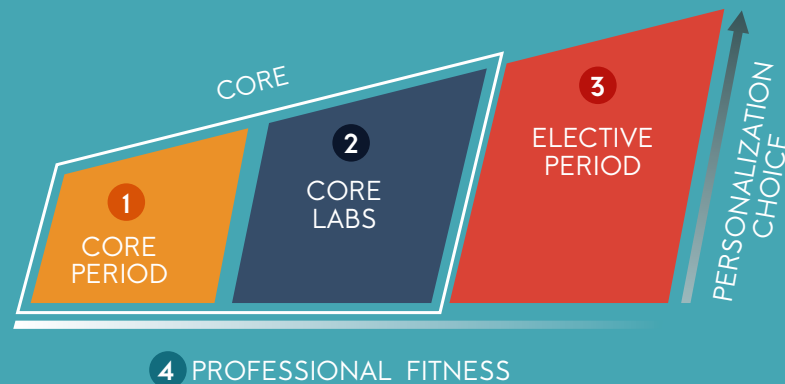
The International MBA is designed for those who can think outside the box and challenge conventional thinking. To increase your competitiveness, in just one year the program helps you act upon your ideas and offers ongoing feedback that focuses on you and your individual career aspirations. IE's innovative pedagogy pushes traditional classroom boundaries in order to be most effective and relevant to you and your career in an evolving world of business.

To help you develop faster, 45% of the program can be tailored to your individual personal and professional goals. Furthermore, the program emphasizes important universal skills, such as critical thinking, communication, and collaboration.

The International MBA encourages all students to develop their entrepreneurial thinking so that they can be competitive in any industry or new venture.

One month before the core period a **Preprogram** will be available designed to ensure that all students have the same base in the subjects of Financial Accounting and Quantitative Methods.

After the Opening Ceremony, the program kicks off with **Launch**; a period of 6 days, during which students start to build a common language and the skills necessary for a solid and successful performance.



INTERNATIONAL MBA CORE PERIOD

NOT YOUR AVERAGE CORE



IE's **streamlined Core Period** is founded on business fundamentals. To **give IE students an edge** over other MBA graduates, the curriculum also includes courses in Innovation and Design, Critical Management Thinking, and Entrepreneurship.

1. DEVELOPING AN ENTREPRENEURIAL MINDSET

- Entrepreneurial Mindset
- Entrepreneurial Venturing

2. MASTERING BUSINESS FUNDAMENTALS

- Financial Accounting
- Managerial Economics
- Managerial Decision Making
- Managerial Accounting
- Corporate Finance

3. INTEGRATING GENERAL MANAGEMENT PERSPECTIVES

- Marketing Management
- Leading People & Teams
- Strategy
- Operations Management

4. THINKING BEYOND BUSINESS

- Innovation in a Digital World
- Critical Management Thinking
- Business, Government & Society

Professor
Daniel
Blake



INTERNATIONAL MBA CORE LABS



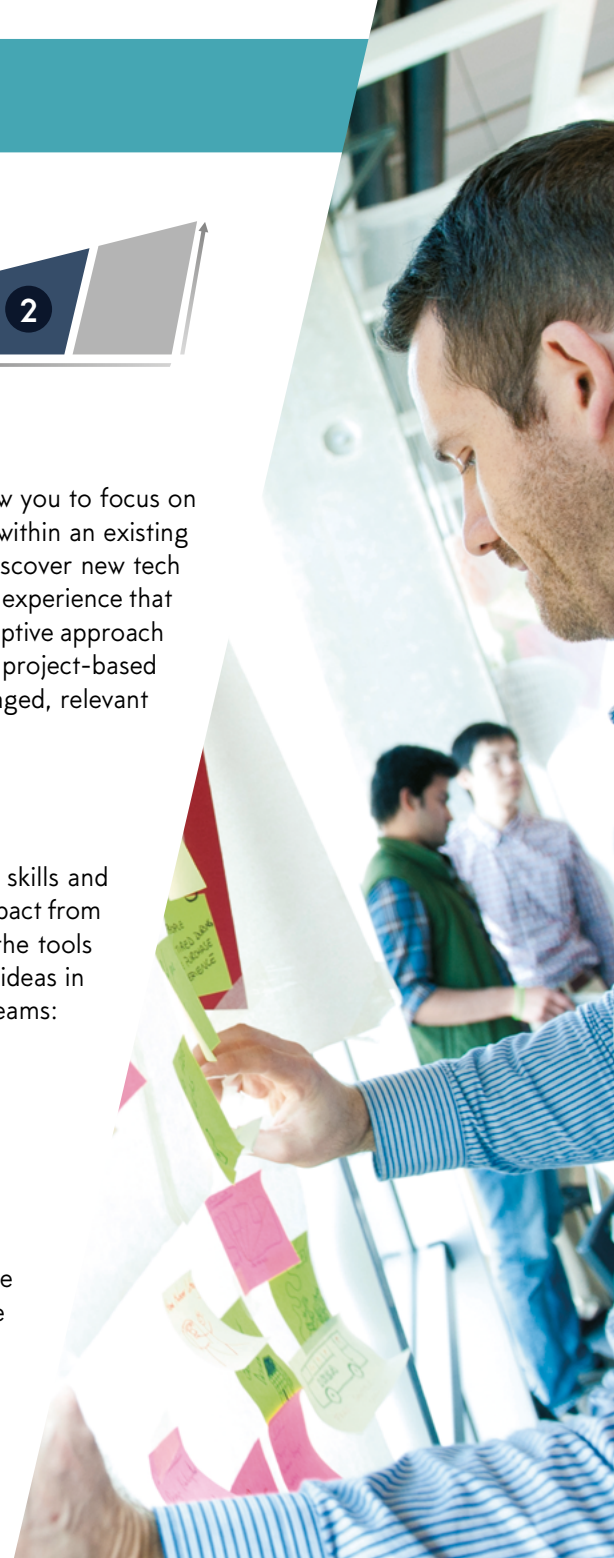
During the Core Period, you will choose one of five **Labs** that will allow you to focus on your own professional goals: do you want to create maximum impact within an existing company, do you desire to start your own business, do you want to discover new tech trends, do you wish to create social impact or do you hope to gain work experience that can help spark a career change? The highly innovative Labs mark a disruptive approach to business education by fostering integrative thinking and experiential, project-based learning. The idea is to enrich the core curriculum with uniquely packaged, relevant and hands-on material not commonly found in an MBA curriculum.

BUSINESS IMPACT LAB

In the **Business Impact Lab**, you focus on developing your integrative skills and cross-disciplinary management perspective to be ready to create real impact from day one in any organization you will join post-MBA. You will acquire the tools needed to question the status quo and to implement transformational ideas in a corporate setting via the modules within the following knowledge streams:

- Corporate Innovation
- Digital Transformation
- Effective Execution
- Critical Management Competencies
- Corporate Challenge

During the **Corporate Challenge**, you will put into practice the knowledge gained in the Core Period by working with a company on a real-life challenge. Past challenges have focused on ways to innovate Airline Travel, Beer Culture and the Internet of Things.



START-UP LAB

In the **Start-up Lab**, you will be immersed in an incubator-like atmosphere together with other peers who want to start their own venture. Real entrepreneurs know that a start-up consists of a series of experiments, which lead to pivot, perish or persevere iterations. In this Lab, we prepare you for this challenge in a hands-on, inspiring and safe learning environment that serves as a catalyst to help you excel later in the Venture Lab or in launching your start-up after the program. This carefully designed experience is taught through the following Knowledge Streams:

- Start-up Mechanics & Entrepreneurial Readiness
- From Zero to Product: Towards an MVP
- Mastering the Entrepreneur's Toolkit
- Growth Hacking & Generating Market Traction
- From Bootstrapping to Series A Funding
- Navigating the Start-up Ecosystem

Navigating the Start-up Ecosystem is an especially exciting component, as it will provide unique opportunities to meet potential clients, partners and investors via a series of mentor meetings, pitch slams and networking events.

TECH LAB

During the five intense weeks of the **TechLab** you will sharpen your business skills as you immerse yourself in the world of technology. After completing the TechLab not only will you be able to have high-level conversations about technology as it relates to business, but also truly be able to put the latest technology solutions into practice. You will discover the most disruptive trends and apply them to strategic decision making.

The **TechLab** will cover these critical aspects:

- Hack the Gap: How new technologies work (and what's behind them)
- Scrap the Cycle: Real life examples of these new technologies
- Cut the Edge: Advanced development and implementation of technology products
- Connect the Dots: Analysis and interpretation of the data and patterns that predict future technology trends

For your final Lab project, you will propose a technological solution to solve problems that arise in distinct industries. You will compete in teams to discover, develop, and apply your proposed technological solution, defending your findings in front of a panel of judges.

SOCIAL IMPACT LAB

In the **Social Impact Lab**, you will gain hands-on international consulting experience while also developing personal and professional leadership skills. This option is powered by Emzingo, a company founded by International MBA students in 2008, whose mission is to provide individuals with transformational leadership experiences that focus on creating positive social impact. Students must apply to participate and, if selected, are then paired up with challenging consulting projects focused on social enterprises or non-profits in South Africa. In addition to the professional experience, students take part in leadership development modules, cultural immersion activities, and academic workshops

INTERNATIONAL MBA IN PRACTICE

In the **International MBA in Practice**, you will have the opportunity to participate in a minimum 7-week internship. This option has been created for those who wish to gain specific hands-on experience that will help spark a desired career change in an industry, sector, region and/or role. Students may perform an internship anywhere in the world, earning credit towards their International MBA for the associated academic deliverables.

THE ELECTIVE PERIOD *



Do you want to keep studying or do you want to act? Do you want to keep working on an inner transformation or do you want to keep exploring? During the elective period, you'll find:

- **Initial choice of 120 Electives Courses:** Cluster your electives based on your individual interests and career focus.
- **Long Exchanges:** Complement your learning at one of our partner schools around the world for 3 months. Please keep in mind that the January intake offers a greater variety of exchange options to date.
- **Global Network Week or Short Exchanges:** Learn side-by-side with students from other elite business schools as part of the Global Network for Advanced Management convened by Yale University (only available for the January intake) or of a short exchange of one week. Past trips included Singapore, Brazil, China, South Africa and the USA.





- **Social Innovation Trek:** Undergo an inspirational leadership development program for one week while gaining consulting experience in South Africa.
- **Venture Lab:** The Venture Lab provides you with the opportunity to take your degree project, or a business opportunity you have envisioned, to the next level by making your project investment ready. Among other things, Venture Lab teams receive training, mentorship and access to IE's Area 31 co-working space. Venture Lab projects from all over the university compete for a position at the bi-annual Venture Day Competition in Madrid.

Your learning culminates in a final **Integrative Exercise** in front of a faculty jury. You may choose between a final case study, an Impact Project with a company or your Venture Lab Project.

After the Integrative Exercise, students can apply for **International MBA Unplugged**, which includes, long exchange options, a post-academic internship or dual-degree and 1+1 options at Yale, MIT, Brown, Tufts and other IE master programs depending on the intake.

* Availability and timing of customization options during the program are subject to change and can depend on specific intakes

PROFESSIONAL FITNESS



To focus on your individual career aspirations, you will be enrolled in a Professional Fitness program once a week during mainly the Core Period, in parallel to the required core components of the International MBA. Professional Fitness contains two unique elements: Career Fitness and Behavioral Fitness. These two elements are vital to work on your post International MBA plans from all angles, as besides an effective career strategy, adequate behaviors and soft skills will need to be developed to further increase your competitiveness in the business world.

CAREER FITNESS

To equip you with the necessary toolkit and career strategy to succeed in an increasingly complex and competitive job market, IE has developed a unique Career Fitness program. It focuses on a variety of complementary workshops and info sessions to help you understand what you want, design your life and land the job of your dreams.

Salvador
Santana
American/Dominican



CAREER FITNESS ROAD MAP

CAREERS IN

CAREER
TOOL KIT

SPECIFIC
TRACKS

RECRUITMENT
PROCESS

1. CAREERS IN:

- Industry dedicated days: conferences and company presentations
- Geography specific info sessions and webinars with the most up-to-date regional employment trends
- Success stories and useful tips from International MBA Alumni

2. CAREER TOOL KIT:

- Develop a framework for successful career strategy implementation
- Leverage your strengths to make a radical career change
- Optimize your social media presence to advertise your personal brand
- Connect for success and target the hidden market

3. SPECIFIC TRACKS:

- Fast professional development with MBA Programs in FMCG, Industry, Technology, Pharma, etc.
- Strategy, Management and In-house Consulting
- Banking and Financial Services

4. RECRUITMENT PROCESS:

- How to crack competency based interviews: what recruiters want
- Climb the ladder of the most competitive recruitment processes
- Master online quantitative tests to get the interview
- Negotiate your salary like a pro

BEHAVIORAL FITNESS

Leading yourself and others is fundamentally about behavior; and behaviors happen moment by moment across every workday. Well-trained behaviors are what will drive your own performance, the performance of your teams, and ultimately your career.

Ask any senior manager, entrepreneur, or recruiter about professional success and they'll say that beyond being good at your specific area of work, success is driven by the quality of the behaviors and attitudes that you bring to your work.

Behavioral Fitness is an integrated leadership training program designed to help you develop a foundation of the critical behaviors necessary to support your long-term professional success. No one becomes physically fit by going to the gym for a few days, and no professional should expect to be behaviorally fit by spending a few hours learning about skills like listening, teamwork, or decision making. It takes focus and practice day after day, moment by moment.

BEHAVIORAL FITNESS ROAD MAP

The Behavioral Fitness training is designed to turn your time in the International MBA into a "gym" where you practice new and more productive workplace behaviors. It is about transforming yourself, and it is also about learning how to lead others to do the same.



COMMUNICATING FOR SUCCESS

Effectively communicate your ideas, proposals and plans to win over any audience.

BUILDING HIGH PERFORMANCE TEAMS

Understand the conditions that drive team performance, and how you can contribute your best as a member of a team.

HACKING HABITS

Implement a neuroscience-based framework to make sustainable improvements in your professional behaviors.

ASSESSING & DEVELOPING PEOPLE

Develop the management skills to help others perform at its best.

INFLUENCING & PERSUADING

Fine-tune your ability to construct convincing stories and arguments to drive action and change.

CREATING A LEADERSHIP VISION

Envision the leader you want to be, and develop a trajectory to realize your vision.

PRE PROGRAM

LAUNCH

CORE PERIOD

Business Acumen



DEVELOPING AN
ENTREPRENEURIAL
MINDSET



MASTERING
BUSINESS
FUNDAMENTALS



INTEGRATING
GENERAL
MANAGEMENT
PERSPECTIVES



THINKING
BEYOND
BUSINESS

SEPTEMBER INTAKE: Sep - Feb

JANUARY INTAKE: Jan - Jun

Feb - Mar

Jun - Jul

*Availability and timing of customization options during the program are subject to change and can depend on specific intakes.

** You will be able to cluster your electives according to your career goals

PROFESSIONAL FITNESS

LANGUAGES CLASSES (Spanish or English)
1 YEAR

CORE LAB
PERIOD

BUSINESS IMPACT LAB

START-UP LAB

TECHLAB

SOCIAL IMPACT LAB

INTERNATIONAL MBA
IN PRACTICE

ELECTIVE PERIOD

120 DIFFERENT INITIAL ELECTIVE COURSES**

SOCIAL INNOVATION TREK

LONG EXCHANGE

VENTURE LAB

GLOBAL NETWORK WEEK / SHORT EXCHANGE

Apr - Jul

Sep - Dec

INTEGRATIVE EXERCISE & GRADUATION
INTERNATIONAL MBA UNPLUGGED (optional)

DUAL DEGREE

INTERNATIONAL MBA + MASTER IN BUSINESS ANALYTICS & BIG DATA

Across the business world, a **data-driven** revolution is emerging. While this may seem obvious, it is only recently that companies have begun to invest deeply in understanding how to **capture value through Big Data and analytics**. What companies need are dynamic and specialized professionals from different backgrounds such as business, engineering, technology, economics, mathematics, or applied sciences who are able to identify, collect, analyze, interpret and use data to **drive value and innovation**.

MADRID

19 MONTHS

JAN or SEPT

ENGLISH

Jan-June
or
Sept-Feb

June-July
or
Mar-April

Oct-July
or
Apr-Feb

For more information on the Master in Business Analytics and Big Data please visit mbd.ie.edu

EXPAND
YOUR CULTURAL
INTELLIGENCE

DIVERSITY 3.0

The Most Potent Fertilizer for Unconventional Thinkers

IE recruits students that embrace unconventional thinking and have unique talents. At IE Business School, we believe that unconventional thinking should be embraced as sticking to the same old patterns will only lead to the same old results.

INTERNATIONAL MBA STUDENTS...

...QUESTION THE STATUS-QUO
AND EMBRACE DIFFERENT
POINTS OF VIEW

...DARE TO BE DIFFERENT
AND FOCUS ON AN INNER
TRANSFORMATION

...EXPAND AND ACT OUTSIDE
THEIR COMFORT ZONES TO
DISCOVER THE LIMITS OF
THEIR ABILITIES

...BELIEVE IN EVERYDAY
HEROES AND WANT TO SEE
OTHER PEOPLE SUCCEED



However, as new ideas and new ways of thinking don't just leap fully-formed out of the ground, they, and the minds that produce them, need nurturing. During the International MBA these nutrients come in form of the diversity found on campus.

At IE Business School we believe that real diversity means more than a collection of flags from around the world. To form an ecosystem where International MBA students can benefit from the expertise of their peers, classes will not only be filled with talents from more than 70 countries, but the diversity that you will encounter goes beyond simple geographic and cultural differences to generate a rich atmosphere of critical thinking, mutual growth, and strong, shared values.

To get an idea of this type of diversity, a possible workgroup at IE could consist of:

Celine Salman

American/Lebanese

She is an architect with design and project management experience in the hospitality and food & beverage industries. She has lived in Washington DC, NYC, Dubai and Beirut and is a trained dancer and fitness instructor. She is looking to grow in corporate hospitality or to shift into real estate development.

Nir Hindi

Israeli

"Entrepreneurs are the artists of the business world" is his favorite quote. He started his first company during his bachelor degree and continued doing so during the years. Entrepreneurship, Technology, Art and Business are the subjects he likes to mix. After the MBA, equipped with more tools, he plans to be involved in the global start-up ecosystem.

Sherif Seif El Nasr

Egyptian/Canadian

He is a Math and Statistics Major with a career in the financial markets in Dubai. In line with his passion and lifestyle of health, fitness and nutrition, through IE's famous Venture Lab he is starting his own business in the health & nutrition industry that will launch in Dubai.

Pier Spinazze

South African

He is a doctor having spent a year in plastic and trauma surgery. He has studied in Italy, UK and the US. He has climbed Mount Kilimanjaro and cycled from Sudan to Kenya and is thinking of changing careers.

Amalia Carvajal Sardi

Italian/Colombian

An Art History and Marketing double major, Amalia worked at a museum and an auction house before focusing on marketing, first as a communications specialist and afterwards as an external consultant.

Sarah North

American

She has professional experience in production and an educational background in economics and accounting. She was a professional dancer for several years and travelled through South America while teaching dance. She is looking for a career change.

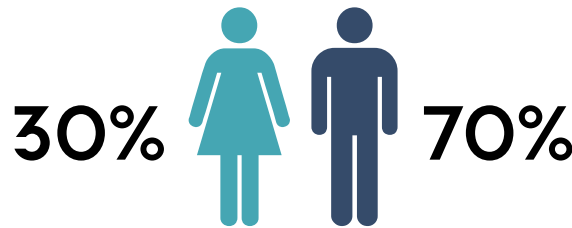
Federica Ilaria Fornaciari

Italian

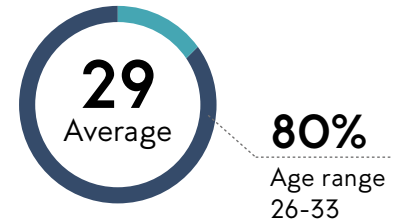
She has a degree in Business Administration and a MSc in Marketing. She spent a big part of her academic and professional career abroad, specializing in Retail and Go-to-Market strategies for the Luxury Industry, and working as a Consultant and a PMM in e-commerce. She loves to sing and play piano in her free time.

YOUR NOT SO COMMON CLASS PROFILE

GENDER RATIO



AGE



WORK EXPERIENCE

5 YEARS
AVERAGE

NATIONALITIES

70-75

INTERNATIONAL STUDENTS

90-92%

UNDERGRADUATE DEGREES

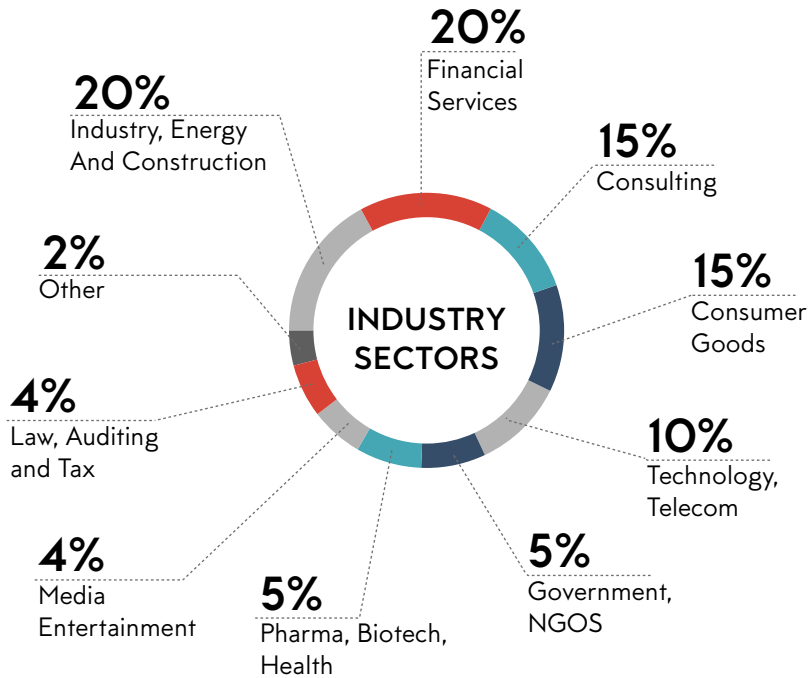
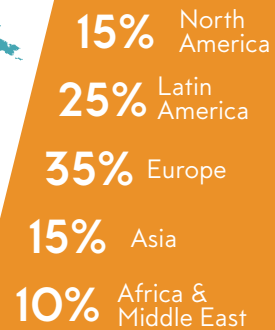
50%

Business +
Economics

50%

Engineering, Sciences,
Information Technology,
Social Sciences, Law,
Others

GEOGRAPHIC DISTRIBUTION



SHARE
EXPERIENCES,
GAIN
KNOWLEDGE

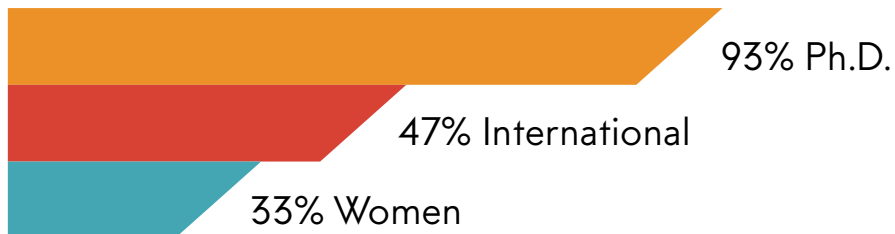
INTERNATIONAL MBA FACULTY

A VITAL INGREDIENT

IE's international faculty are experts in their fields. They come from diverse professional and academic backgrounds and will help you grow and maximize your potential.

To learn more about your future faculty, please visit

- www.ie.edu/business-school/faculty-research
- theotherside.blogs.ie.edu





PARIS DE L'ETRAZ

- Professor of Entrepreneurship & Managing Director, IE Venture Lab
- Ph.D. Management Sciences, Esade Business School
- His research focuses on the role of Emotional Intelligence in Innovation, "The Lean Comfort Zone"

GAYLE ALLARD

- Economist, JP Morgan
- Ph.D. in Economics, University of California at Davis, USA
- Appearances on TV networks such as Aljazeera, Bloomberg, CNTV (China), Russia Today, reviewing topics on Spain's economy

ROLF STROM-OLSEN

- Fulbright scholar and SSRC fellow in Spain
- Ph.D. in History from Northwestern University
- Obtained a master's degree in advanced composition in classical music at the Royal College of Music



JOSEPH PISTRUI

- Marketing management career in the consumer products industry, mostly with Bristol-Myers Squibb
- Ph.D. in Strategic Management and Entrepreneurship from Universidad Autonoma de Barcelona
- Member of the Duke Corporate Education Global Learning Resource Network



ERIK SCHLIE

- Senior Manager, PwC PricewaterhouseCoopers
- Ph.D. in Management Studies, University of Cambridge, UK
- Associate Dean of the International MBA



CRISTINA CRUZ

- Ph.D. in Business Economics and Quantitative Methods, Carlos III University (Madrid)
- Head of the Entrepreneurship Department, IE Business School
- Member of the research team of the Global Entrepreneurship Monitor, the largest single study of entrepreneurial activity in the world



CATERINA MOSCHIERI

- Holds the UK International Capital Market Association Certificate for Fixed Income and Derivatives
- Ph.D in Strategic Management, IESE Business School
- Her research has been featured or cited in the Financial Times, Forbes, and the IMF World Economic and Financial Surveys

MAX OLIVA

- Development Director of the Emerging Leaders Program International at Tenaris
- Design Thinking degree, Stanford Graduate School of Business
- Co-founder of The Hub Madrid, a network of places for social innovators to interact





DANIEL BLAKE

- Fellow, Niehaus Center for Globalization and Governance, Princeton University, 2010-2011
- Ph.D. Political Science, Ohio State University, 2010
- Senior Fellow, Program in Statistics and Methodology, Dept. of Political Science, Ohio State University



LEE NEWMAN

- Engagement Manager, McKinsey & Company
- Ph.D. in Psychology and Computer Science, University of Michigan, USA
- Completed two Master degrees in Management and in Technology Policy at MIT simultaneously



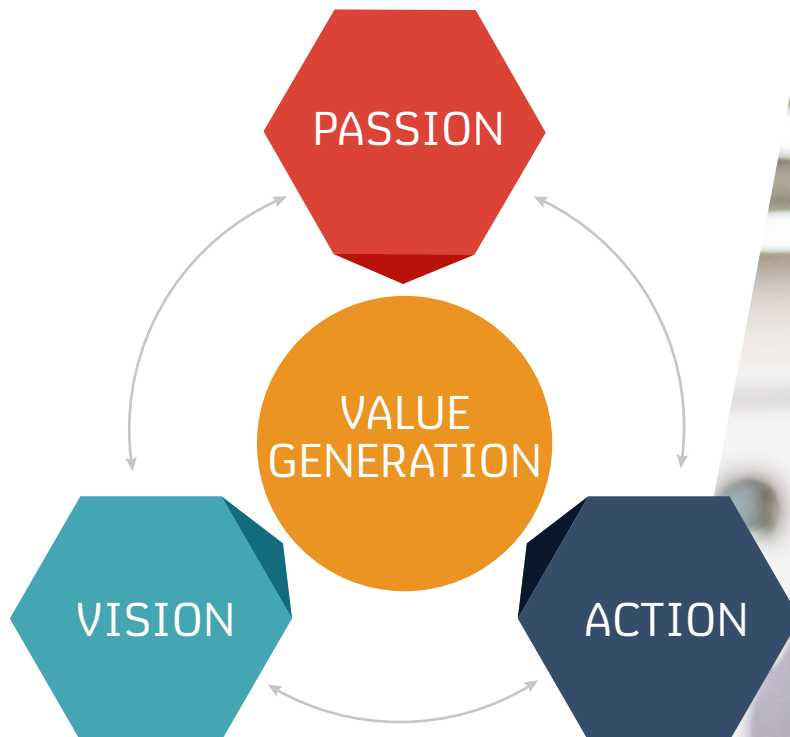
YOUR
MINDSET
DETERMINES
WHAT IS
POSSIBLE

ENTREPRENEURIAL THINKING

THRIVE IN ANY CONDITIONS

Entrepreneurial Thinking is the combination of action, passion, and vision—values that are necessary for dynamic leaders whether they are creating a company or creating change in an existing one.

International MBA students know how to connect these principles and how to find the right balance in any scenario.



WHAT ARE ENTREPRENEURIAL MINDS LIKE?

They...

VISION:

- ... imagine possibilities
- ... see business as a fluid and adaptable process
- ... want to expand their world

ACTION:

- ... seize opportunities
- ... sacrifice in order to solve problems
- ... manage risks with discipline

PASSION:

- ... love what they do
- ... strive for self-actualization
- ... desire to make a difference

In addition to entrepreneurial thinking, International MBA students will acquire the skills and business acumen that will allow them to...

SPEAK LANGUAGES OF MULTIPLE DISCIPLINES, CONNECTED WITH DEEP UNDERSTANDING OF AT LEAST ONE FIELD

LEAD CONVERSATIONS BY ASKING THE RIGHT QUESTIONS

CONNECT TO OTHERS WITH EMPATHY

BUILD EFFECTIVE CROSS-FUNCTIONAL AND CULTURAL TEAMS

Marta
Herrero
Spanish

COMMUNICATE
INFORMATION AND
CONVICTIONS WITH
SKILL

THINK CRITICALLY IN
ALL CIRCUMSTANCES

KNOW HOW TO
FILTER AND PRIORITIZE
INFORMATION

APPRECIATE AND
ACCOMMODATE
DIVERSE CULTURAL
NORMS

HAVE THE STOMACH
FOR CONFLICT AND
UNCERTAINTY

Punardeep
Chopra
Indian/Spanish

CHALLENGE
YOURSELF



CAREERS

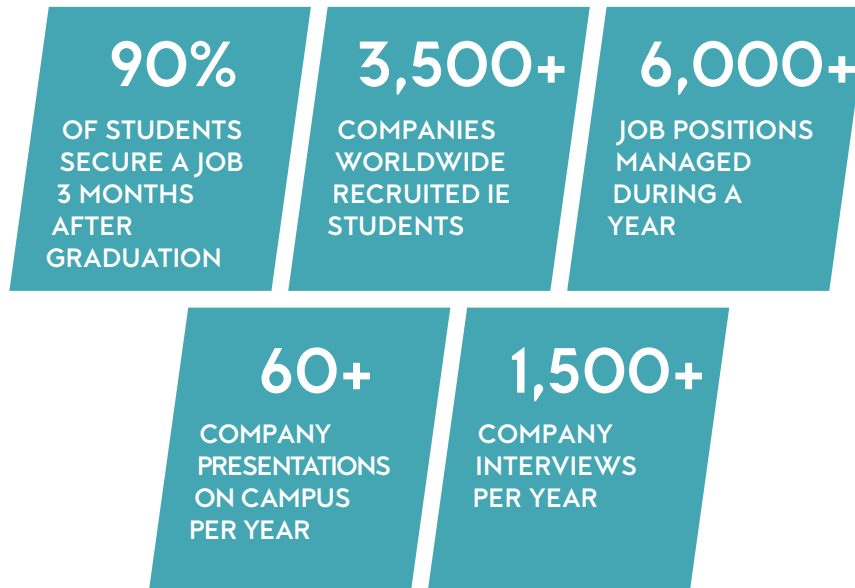
YOU BRING THE TALENT, WE HELP YOU PUT IT TO WORK

When you leave the International MBA, you will be proficient in the fundamentals of business. You will also have the interpersonal skills and cultural intelligence to navigate the increasingly complex world of international business. What's more, you will have a foundation in entrepreneurial thinking that you can use to bring meaningful change to existing companies or to create new ventures.

THE CORPORATE WORLD

IE's Talent & Careers department provides the resources to pursue your individual career goals towards the corporate world.

Talent & Careers has achieved the following results for all IE schools together:



Judy
Wairimu
Kenyan



Some of the Services offered by **Talent & Careers** include:

- Personalized Career Advising
- Industry Specific Advisors
- Company Presentations and Networking Opportunities:
 - International Talent Forums and 60+ company presentations per year
 - CV book for direct recruitment from top companies
 - Job bank with full-time job listings and internships
 - Access to leading online career tools*
- Membership in prestigious career service associations and alliances



MBA Career Services
for Working Professionals
Alliance



**MBA Career Services
& Employer Alliance**
Setting the Standard. Connecting the Industry.

Sebastiao
Clara
Portuguese

***Online Career Tools:**

Vault: The world's leading source of Career Intelligence

Workmaze: Key information about top MBA recruiters

MBA Exchange: Professional development programs for MBAs

PrepLounge: consulting case interview preparation

Going Global: Resources for international career transitions

Career Leader: An integrated career self-assessment based on interests, motivators and skills

Vmock: State of the art online, instant resume feedback application. It helps you to improve your resume and put your best foot forward.



CAREER LEADER



WANT TO LEARN MORE?

Visit careers.blogs.ie.edu
or check out our Career Report



THE START-UP WORLD:

With respect to your career as an entrepreneur, IE's Entrepreneurship & Innovation Center will place you one step closer towards the right idea through mentoring, resources, and initiatives.

Since its founding in 1973, the passion for entrepreneurship has always been at the core of IE Business School. Today, more than 1,500 IE students receive training each year in Entrepreneurial Management. Moreover, we are an opinion leader in entrepreneurship research and have founded a number of ongoing innovative initiatives, such as Pasion>ie, Spain Start-up co-investment Fund, Comprometi2.0, and the Wayra Madrid Boot-Camp and the Spain Start-up & Investor Summit.

IE's entrepreneurial spirit has materialized in Area 31, the school's private in-house incubation space. Depending on the nature of the project itself, IE offers a number of options and services to its students and alumni:

- VENTURE LAB
- KNOWLEDGE INCUBATOR
- VENTURE NETWORK
- IE'S ALUMNI INCUBATOR
- VENTURE DAYS

Student entrepreneurs at IE have the privilege of working with 12 dedicated entrepreneurship professors and more than 100 alumni and other mentors from Madrid and beyond. Many of these mentors are successful entrepreneurs or have senior positions in large companies. What's more, Area 31 is the full-time home to several companies and investors.

Family businesses are also common among IE students, and there are opportunities to exchange ideas and best practices in the IE Family Business Club and courses such as Family Venture or Entrepreneurship in Family Businesses.

Venture Days

Our entrepreneurs all have a chance to compete in our regular Venture Days in **Madrid**, as well as IE's International Venture Days in **Shanghai, Sao Paulo, Mexico, Providence, Berlin, Tokyo, Lisbon***, and many others around the world.

* Cities are subject to change.



DID YOU KNOW?

IE IS THE FIRST BUSINESS SCHOOL

IN THE WORLD
TO INTEGRATE AN
ENTREPRENEURSHIP
MODULE AS A REQUIRED
COURSE FOR MBA
STUDENTS

IE WORKS TOGETHER
WITH THE

**€40 MILLION
SPAIN START-UP
CO-INVESTMENT
FUND**

15%

OF IE BUSINESS SCHOOL
STUDENTS SET UP THEIR
OWN COMPANIES

**Want to learn more or stay up-to-date
with our weekly newsletter?**

Visit www.ie.edu/entrepreneurship/

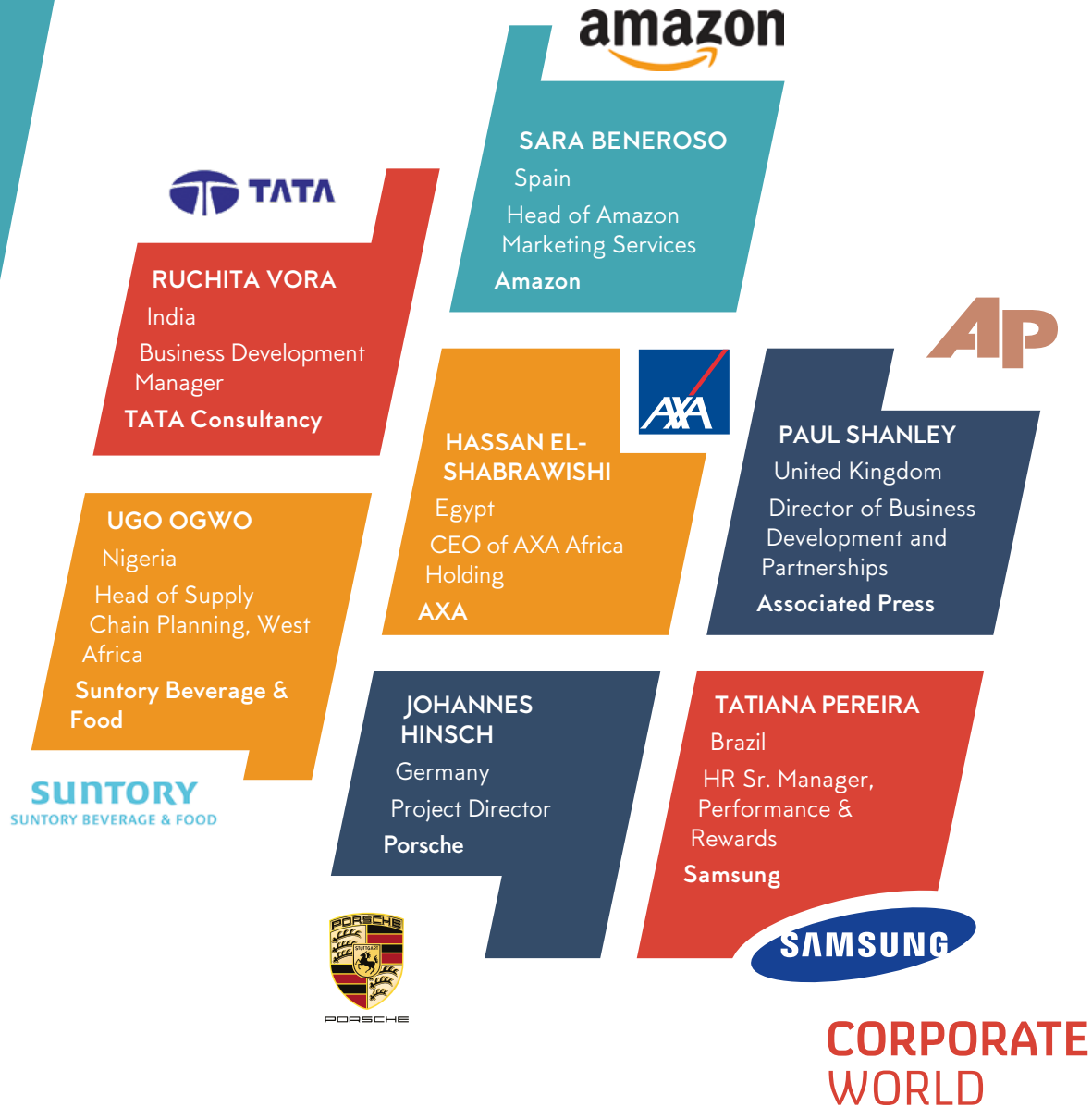
AREA 31

ACCOMMODATES
UP TO 100 START-UPS
ANNUALLY

**VENTURE
NETWORK**

A SERIES OF EVENTS
CONNECTING START-UPS
AND INVESTORS IN MADRID,
BARCELONA, BOGOTA,
HELSINKI, AND TEL AVIV

GRADUATES





**START-UP
WORLD**

ADMISSION TO THE INTERNATIONAL MBA

An MBA Out of the Ordinary requires that we recruit candidates who have demonstrated great success in their careers and who are comfortable with unconventional thinking, regardless of their professional backgrounds.

Different careers require different skills, and we choose candidates we think will complement one another. We take a holistic approach when evaluating each candidate in order to bring in the most talented, most interesting candidates with a range of competencies.

REQUIREMENTS

- Minimum 3 years of full-time experience
- Application form
- A Bachelor degree or equivalent
- GMAT, GRE, or IE Global Admissions Test
- English language certificate
 - TOEFL (100 minimum), IELTS (7.0 minimum), Cambridge Advanced or Proficiency (C1 minimum), or Pearson Academic (73 minimum)
- Supporting documents
 - DNI/NIE/Passport
 - Photograph
 - CV
 - Bachelor Degree Transcripts
 - Bachelor Degree Diploma
 - 2 Letters of recommendation
 - Online assessment
- Application fee

THE PROCESS



FINANCIAL AID

IE is committed to assisting all admitted students in financing their degree by securing them the guidance and resources they need.

Each year, over 40% of IE Master students receive some sort of financial assistance, which comes in the form of scholarships, external scholarships, loans or a combination between these sources.

REMEMBER...

You can start applying for loans or scholarships as soon as you submit your online application form.

Isabella Namodi
Gaha
Kenyan



Jacob
Huber
Swiss/American



IE SCHOLARSHIPS

IE awards, on a yearly basis, around 15 Million Euros in scholarships for undergraduate, masters and PHD students.

Most scholarships are awarded on a competitive basis according to both merit and financial need. Commitment to diversity, industry or other specific criteria may also be considered.

For more information please contact financial.aid@ie.edu



IE LOANS

We have agreements with several financial institutions in order to provide financing and assistance to eligible candidates enrolled in our Master programs.

For more information please contact loans@ie.edu

To learn more about the opportunities mentioned above, visit **IE's Financial Aid** website:
www.ie.edu/financialaid

Kohei
Hattori
Japanese



IE BUSINESS SCHOOL

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Blog: news.imba.ie.edu

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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.



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