

# EMBA

International Executive Master of  
Business Administration



## KEY FACTS



PART-TIME  
MODULAR



18 MONTHS  
7 MODULES IN BERLIN  
+ 3 GLOBAL MODULES



ENGLISH



APPLIED LEARNING –  
A FINAL PROJECT IN YOUR  
OWN COMPANY



INTERNATIONAL MODULES:  
GLOBAL NETWORK WEEK  
INTERNATIONAL FIELD SEMINAR  
ACADEMY OF MANAGEMENT



ALUMNI  
IN 40+ COUNTRIES

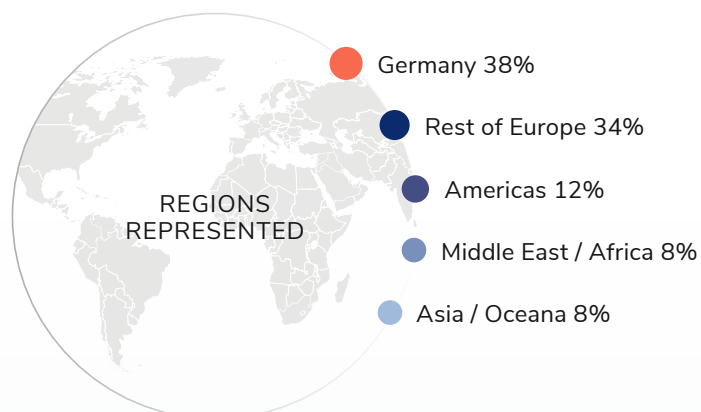


FOCUS AREAS:  
GENERAL MANAGEMENT  
TECHNOLOGY & INNOVATION MANAGEMENT  
LEADERSHIP DEVELOPMENT

## OPEN DOORS TO SENIOR MANAGEMENT & ENTREPRENEURIAL EXCELLENCE

The ESMT Berlin EMBA is an academically rigorous and highly practice-relevant general management program that focuses on you and your organization's success. It is designed to deliver experiences and skills needed to become an effective, integrative leader who is capable of implementing change and innovation in complex international business environments. You learn from top international faculty, industry experts and highly ranked

executive coaches through in-class modules supported with online tools and personal consultations. The EMBA journey is highly interactive and experiential. Using a combination of case studies, group exercises, company projects, and business simulations, the high-impact learning approach challenges you to translate modern management concepts into action.



### 25 NATIONALITIES

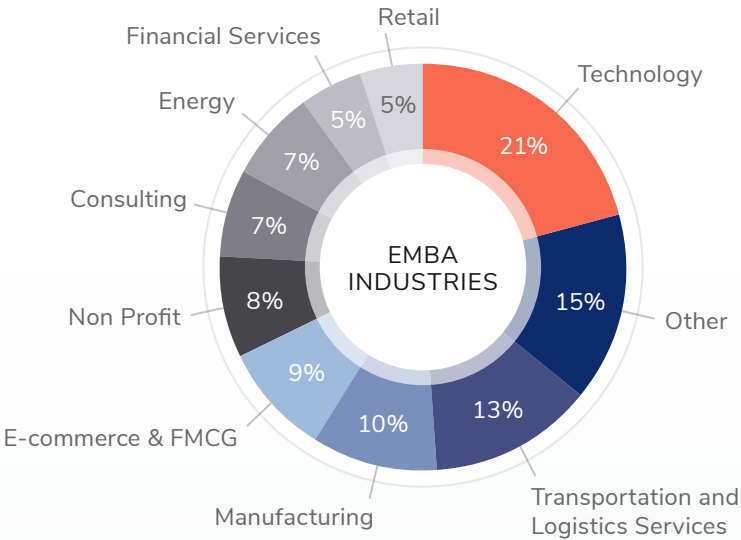
ARMENIA	COLOMBIA	INDIA	NIGER	SPAIN
AUSTRIA	EGYPT	ITALY	POLAND	SYRIA
BELGIUM	FRANCE	MEXICO	ROMANIA	TURKEY
BRAZIL	GEORGIA	MOLDOVA	RUSSIA	UNITED KINGDOM
BULGARIA	GERMANY	NEW ZEALAND	SLOVENIA	UNITED STATES

# EMBA 2020 – 2021 CLASS PROFILE



## CURRENT EMBA PARTICIPANT TITLES AND SECTORS

CEO - Chief Financial Officer (CFO) - Chief Technology Officer (CTO) - Corporate Responsibility Manager  
 Deputy Executive Director - General Manager - General Director - Global Product Line Manager  
 Global Head of Tax - Global Business Development Manager - Head of Legal - Head of R&D  
 Head of Risk Governance - Head of Sales & Marketing - Head of Transformation - Innovation Manager  
 International Cooperation Officer - Logistics Manager - Medical Advisor - Operations Director  
 Regional Account Manager - Senior Sales Manager - Senior Product Owner - Software Engineering Manager



## PROGRAM STRENGTHS

### PERSONALIZED LEADERSHIP DEVELOPMENT FOCUS

Throughout the program, you will develop and fine-tune competencies related to your own executive functioning as a leader. Greater self-awareness, ability to better 'read' people, and an enhanced repertoire of behaviors in leadership situations will help you make a positive impact on individuals, teams, and organizations. **A dedicated faculty lead**, experienced in supporting executives through professional growth and transitions, **will accompany you** through your journey. ESMT has also selected an excellent **team of executive coaches to work with you in small groups and individually**. You will also learn the art of **peer coaching** by practicing with your fellow classmates. Exclusive informal discussions on leadership topics with experienced global C-level leaders take place periodically throughout the program.

### APPLIED LEARNING FORMAT

Balance your executive training with professional responsibilities. One-week modules about every two months let you directly apply your new skills. Business-focused course assignments and ESMT's unique final report structure permit to **conduct a project in your organization** and enhance your visibility and network. The program design enables you to manage your family and social life efficiently during the program.

### TECHNOLOGY AND INNOVATION FOCUS AREA

Business principles are explored using cases from a variety of technology sectors. Our top faculty teaches you about developing new, innovative products. **You will have courses on managing people in creative organizations, bringing new technologies to market, and design thinking.**

### INTERNATIONAL MANAGEMENT AND MODULES ABROAD

Three international modules, each with a particular agenda, allow you to experience a particular business topic, latest global thinking, and societal and organizational cultures first-hand.

During the **Global Network Week you attend lectures at member universities around the world**. EMBA participants have attended electives at AIM (Philippines), EGADE (Mexico), Fudan (China), Haas School of Business (USA), Hitotsubashi (Japan), IE (Spain), UCD Smurfit (Ireland), UNSW (Australia), National University of Singapore Business School (Singapore), and Yale SOM (USA). ([advancedmanagement.net](http://advancedmanagement.net))

The **Evidence-Based Management Module** takes you to a global Academy of Management conference in North America to expose you to the latest research and thinking just in time for launching your in-company practice projects. ESMT faculty supports you in building your personal exploration agenda and understanding how to apply research results to practice.

The one-week ESMT **International Field Seminar (IFS)** adds **real-world experience to conducting business abroad**. The trip challenges you to lead international projects inside the offices of global companies and newly created businesses. Recent seminars took EMBA classes to Argentina, Brazil, China, Chile, Hong Kong, Malaysia, Vietnam, Russia, Turkey and South Africa. Traveling with the EMBA group allows you to immerse yourself in a cross-cultural dialogue and appreciate different perspectives in a variety of industries. You encounter first-hand what it takes to lead in international business situations, while benefiting from insights gained through interpretation from ESMT faculty.



# EMBA CURRICULUM TIMELINE

2021

## MODULE 1

October 4 – 9  
6 days

### Building a Solid Foundation

- Introduction to general management
- Introduction to economic thinking
- Organizational behavior
- Data analysis and forecasting
- Managerial accounting
- Managerial analysis and decision making

## MODULE 2

Nov. 29 – December 4  
6 days

Seven modules take place on the ESMT campus in Berlin and three are located around the globe. Learning in between modules is mostly self-paced and includes a mix of projects, group-work and online learning.

2022

## MODULE 3

February 14 – 19  
6 days

### Mastering Management Functions

- Operations
- Financial management and corporate finance
- Marketing management
- Business and corporate strategy
- Strategic entrepreneurship

## MODULE 4

May 2 – 7  
6 days

## MODULE 5

June 20 – 24  
5 days (abroad)

### Global Network for Advanced Management Network Week

## MODULE 6 \*

August 5 – 9  
5 days (abroad)

### Evidence-based Management

- Academy of Management

## MODULE 7 \*

September 19 – 24  
6 days

### Electives:

- Organizing for innovation
- Innovation and new product development
- International financial markets
- Status and organizations
- Strategies of industrial champions in global markets
- Digital business strategy
- Sustainable energy future
- Design thinking
- Fraud and corruption
- Managing business integrity

## MODULE 8 \*

November 21 – 26  
6 days

### Comprehensive business challenge

- Negotiation
- Business Simulation – Startup Sim

\* Applied Learning Project (modules 6, 7, 8):  
Final report with faculty guidance including applied field work with your company.

2023

## MODULE 9

March 6 – 11  
7 days (abroad)

### Strategic International Management

- International field seminar (IFS)

### Ethics and Sustainability:

- Creating a better world

## MODULE 10

April 19 – 22  
4 days

FIND OUT MORE 

- **Leadership development:** Leadership in Practice workshops are conducted throughout the program.
- **Self-study:** Between modules students pursue independent study, which includes pre- and post-module reading, assignments, case studies, group work, and the final report.

The curriculum and the international modules are subject to change.  
For up to date information, visit our website: [www.degrees.esmt.berlin/emba](http://www.degrees.esmt.berlin/emba)

## BENEFITS FOR YOUR CAREER

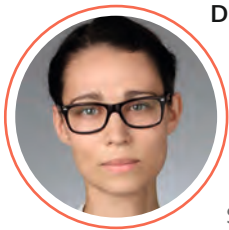
### YOU CAN

- Share your experience with a peer-group of managers and gain from their collective experience and insights
- Grow academically and professionally while maintaining your work-life balance
- Apply new skills immediately through unique course assignments and integrated project structure
- Build a strong network and connections across industries
- Seek individualized career and leadership development advice

### YOUR EMPLOYER RECEIVES

- Fresh input and new ideas
- Growth potential via your enhanced strategic leadership skills and entrepreneurial thinking
- Top talent retention through professional training
- Company-focused projects delivering immediate improvement to daily business operations
- Cross-cultural competencies via collaboration with diverse participants
- Exposure to the best practices of other companies

## ALUMNI TESTIMONIALS



**Dr. Rosa Peter**  
EMBA Alumna,  
Germany

Position before  
ESMT: Head of  
Production – Melt  
Shop 1, Thyssenkrupp  
Steel Europe, Germany

Position after ESMT: General Manager  
Process Technology, Hüttenwerke Krupp  
Mannesmann GmbH, Germany

“Deciding to do an EMBA at ESMT was one of the most formative steps in my professional career. The case study approach and discussions in class opened up new perspectives. The concepts I learned help strengthen me as a person in a leadership position. The biggest value for me is the close relationships with classmates. My class was diverse in every sense, which showed me life and business from perspectives I was not aware of. Having a group of highly experienced peers to call on is definitely a competitive advantage in my professional life and for my company.”



**Nina Ann Walters**  
EMBA Alumna,  
UK

Position before  
ESMT: International  
Growth Manager –  
Marley Spoon,  
Germany

Position after ESMT: Managing Director –  
Expandise, Germany

“Taking the EMBA Program at ESMT not only satisfied my intellectual curiosity, but also opened up a new world of opportunities. The leadership training gave me the confidence to start my own business, with the support of the strong network developed among my classmates. It ignited the spark to take the next big leap in my career.”



**Stanislav Shparberg**  
EMBA Alumnus,  
Australia &  
Kazakhstan

Position before  
ESMT: Head of  
Footprint Americas,  
Siemens, USA

Position after ESMT: Vice President of  
Commercial, Airbus, France

“The EMBA at ESMT taught me more about my own organization and allowed me to seamlessly transition into an exciting, future-proof business. Siemens recently entered the Smart Buildings space by acquiring a couple of startups. My classmate at Siemens, was appointed CEO of one of those startups. He offered a classmate and myself the exciting opportunity to join him as Head of Data Analytics and EVP of Sales. We instantly applied our EMBA learnings to reality. I truly believe that this opportunity would not have happened, had I not been able to create the network I have here at ESMT.”

## APPLICATION CRITERIA AND TIMELINE

<b>Step 1</b>	Initial assessment for self-funded candidates or company nomination for sponsored candidates	}	Candidate sends CV for pre-evaluation or ESMT receives nomination
<b>Step 2</b>	Prepare for either GMAT, GRE, GMAC Executive Assessment or choose the ESMT Admission Test	}	Complete online application (and TOEFL or equivalent, if required)
<b>Step 3</b>	Complete admissions interview & ESMT Admission Test, if applicable	}	Admissions Committee decision

### TO APPLY, YOU SHOULD HAVE

- ✓ At least five years of professional experience, including three years of managerial experience with an emphasis on leadership qualities and achievements (managing people, processes, or budgets)
- ✓ An undergraduate degree or equivalent professional qualification
- ✓ Strong GMAT/GRE scores, GMAC Executive Assessment or ESMT Admission Test scores. Completed online application including two references, at least one of which must be from your employer
- ✓ Personal interview with ESMT program director or faculty

### FEES AND FINANCING

The program fee is € 59,500 and is payable across three calendar years.

**Scholarships:** For self-funded candidates, ESMT offers partial merit-based scholarships for top EMBA applicants. Please refer to our website for more info.

**Loans:** ESMT offers access to alumni-funded loans through Prodigy Finance or the unique scheme from Brain Capital.

Title IV student and GI Bill loans are available to US citizens who study at ESMT.

### DEADLINE

**Round 1: May 1\*** | **Round 2: July 1\*\*** | **Round 3: September 1**

EMBA Admissions operates a rolling selection process, with available places in the class filled on a continual basis. Space in the class is limited, and early application is strongly suggested.

*\* Early Bird Deadline: Applications received by this deadline will qualify for a tuition discount of €10,000, in addition to any scholarships awarded.*

*\*\* Applications received by this deadline will qualify for a tuition discount of €5,950, in addition to any scholarships awarded.*

### ONLINE APPLICATION

Visit [apply.esmt.berlin](https://apply.esmt.berlin) to start your application.

### TAX DEDUCTIONS

Many countries allow tuition for higher education, and related costs, to count as tax deductible expenses. Please check with your tax advisor to assess your personal situation.

FIND OUT MORE 

## ABOUT ESMT BERLIN

ESMT Berlin was founded by 25 leading global companies and institutions. The international business school offers an executive MBA, a full-time MBA, a part-time MBA in Business Innovation in blended format, and a master's in management. ESMT focuses on three main topics: leadership, innovation, and analytics.

ESMT **executive education programs** offer short-term training with more than 40 open programs (divided into clusters such as leadership, innovation or strategy). Courses are taught in English and German. The program portfolio also includes fully customized programs targeting the unique development needs and challenges of ESMT's customers.

ESMT faculty publishes in top academic journals. Additionally, the business school provides an interdisciplinary platform for discourse between politics, business, and academia. ESMT is a private business school based in Berlin, Germany, with a branch office in Shanghai, China.

## CONTACT

**ESMT**  
European School of Management and Technology GmbH

**ESMT Berlin**  
Schlossplatz 1  
10178 Berlin  
Germany

**Admissions Manager:**  
Olga Pawlowskaya

Phone: +49 30 21231-1600  
Fax: +49 30 21231-1409

[admissions.degrees@esmt.org](mailto:admissions.degrees@esmt.org)  
[www.degrees.esmt.berlin/emba](http://www.degrees.esmt.berlin/emba)



ESMT Berlin is accredited by:



Join us:



ESMT Berlin is a member of:

Founders and benefactors:

