



INSEAD

MBA Programme

Empower Your Future



The Business School
for the World®

The INSEAD MBA Advantage

Consistently ranked amongst the top MBA programmes in the world by the Financial Times, there is a myriad of reasons why INSEAD’s accelerated full-time 10-month MBA stands out from every other programme in the world:

Multiple Perspectives

A Typical MBA Class

1010

Students
(two intakes: Jan & Sep)

25–32yrs

Average age range

88

Nationalities

354

Women

3–8yrs

Average range of
work experience

Geographical Diversity

| | |
|------------------|-----|
| Europe | 39% |
| Asia Pacific | 30% |
| North America | 14% |
| Near/Middle East | 8% |
| South America | 6% |
| Africa | 3% |

Beyond Diversity

At INSEAD, everyone is a minority. With no dominant nationality in the class, you will be exposed to a world of new perspectives.

Agility & Resilience

The intensity of a 10-month programme equips our students with the ability to multitask, respond to changes and tackle complex situations.



Global Community

The bonds fostered with one another during the programme often translate to lifelong friendships and business opportunities. You will join the INSEAD family of over 61,000 influential alumni in more than 175 countries.

World-class Faculty & Research

With a wealth of experience and talent, our faculty creates top-notch programmes and cutting-edge research that influences businesses around the world.



From Aspirations to Reality

Be it a career switch, advancement or new business venture, the INSEAD MBA helps our graduates realise their professional aspirations.

Responsible Leadership

Through the Personal Leadership Development Programme, we empower students with the right expertise and mindsets to go out into their respective fields and create a positive impact on society, driving business as a force for good.

One Year to Challenge Your Perspectives

| Two classes per year: Starting in January (graduating in December the same year) & September (graduating in July the following year) | | | | | |
|--|--|--|--|---|--|
| Two months per period | | | | | |
| <div>Period</div> <div>0</div> <div>Pre-MBA Elements:</div> <div>Business Foundations Week</div> <div>Exploring Management Challenges: BlaBlaCar (online)</div> <div>Language Classes</div> <div>Webinars</div> | <div>Period</div> <div>1</div> <div>Financial Accounting</div> <div>Financial Markets & Valuation</div> <div>Introduction to Strategy</div> <div>Organisational Behaviour I</div> <div>Prices & Markets</div> <div>Uncertainty, Data & Judgement</div> | <div>Period</div> <div>2</div> <div>Corporate Financial Policy</div> <div>Leadership Communication Foundations</div> <div>Managerial Accounting</div> <div>Managing Customer Value</div> <div>Organisational Behaviour II</div> <div>Process & Operations Management</div> | <div>Period</div> <div>3</div> <div>Business & Society:</div> <div><div>Ethics*</div><div>Political Environment</div><div>Public Policy</div></div> <div>Macroeconomics in the Global Economy</div> <div>3.5 Electives</div> <div><div>* Conducted in Period 2 for the September intake.</div></div> | <div>Period</div> <div>4</div> <div>4 Electives</div> | <div>Period</div> <div>5</div> <div>Capstone Course</div> <div>3 Electives</div> |
| <div>An average of 90 electives to choose from in these areas:</div> <div><div><div>Accounting & Control</div><div>Decision Sciences</div><div>Economics & Political Science</div><div>Entrepreneurship & Family Enterprise</div></div><div><div>Finance</div><div>Marketing</div><div>Organisational Behaviour</div><div>Strategy</div></div><div><div>Technology & Operations Management</div><div>Others (Courses in areas such as Negotiation and Communication)</div></div></div> | | | | | |
| <div><div>✂</div>Periods 3 - 5: Take advantage of the campus exchange (optional)</div> | | | | | |
| <div><div>📅</div>Internship/summer experience between July & August for January intake (optional)</div> | | | | | |
| <div><div><div>👥</div>Personal Leadership Development Programme</div><div>with individual and group coaching</div></div> | | | | | |
| <div><div><div>📁</div>Personalised Career Development</div></div> | | | | | |

Personal Leadership Development Programme (PLDP)

Throughout the curriculum, you will also go through the PLDP, designed to guide you towards heightened self-awareness through personalised coaching, interpersonal skills and effective communication. You will need to prepare a Personal and Professional Identity Narrative essay and complete your 360-degree before Period 1 starts.

Customise Your Programme: Elective Courses and Field Trips

From Period 3, INSEAD offers you an average of 90 electives. With a plethora of electives available, you will take learning beyond the classroom. Courses such as “Building Businesses in China” or “Building Businesses in Silicon Valley” are examples of field trips that give you the opportunity to meet a variety of alumni, entrepreneurs and executives in different countries, creating a unique hands-on experience.

Campus Selection & Exchange

You will have the opportunity to spend at least one Period on another INSEAD campus from Period 3 onwards. Depending on your intake (January or September), you may also choose to spend Period 4 or 5 at one of our partner schools (Wharton, Kellogg or CEIBS).

Wharton and Kellogg will be of particular interest to those seeking to build networks in North America – or simply to experience studying at a top U.S. business school.

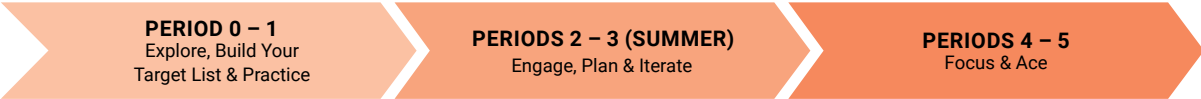
CEIBS – available only to January starters – offers an inside view of the world’s most dynamic economy and a head start for anyone looking to do business in China. For September starters, you can choose to do an exchange on our Abu Dhabi campus during Period 3.

Please note that campus exchange is managed through a bidding process and is subject to specific requirements.

Career Success and Fulfilment

The global team at the INSEAD Career Development Centre (CDC) is committed to helping MBA students find their true career passions or maximise their pre-determined goals. The CDC contributes to the broad community of educators and connectors, and is comprised of personal career

coaches, employer engagement specialists, and events and data management experts. CDC partners with students to become confident and diligent about skills-building and career-planning, and be best equipped with the right career management skills to succeed in finding life-long career fulfilment.



Prior to your arrival, you will engage with CDC through the online Careers Core Programme that provides you with the essential skills to conduct a successful job search. After completing the career coaching and career workshops, you will be best positioned to take ownership of the world of opportunities that INSEAD provides.

CDC continues to offer career workshops together with job market overviews, meaningful engagement with alumni and business experts, Practice & Perfect sessions through Peer Power groups or on one-on-one basis. Your discussions with CDC will help crystallise all your learnings into a unique value proposition so that you stand out amongst the crowd.

Over the remaining two periods, CDC offers a variety of career electives covering a range of subjects from interview preparation to salary negotiation. Students have the freedom and flexibility to pick and choose what is most relevant to their career paths and job search focuses.

Top 3 Recruiters in Each Sector

Corporate Sector

Danaher Corporation
EF Education First
Restaurant Brands International

Management Consulting

Bain & Company
Boston Consulting Group
McKinsey & Company

Financial Services

Credit Suisse
Goldman Sachs
Partners Group

Technology, Media & Telecommunications

Amazon
Microsoft
Uber

“Although I knew which industries I was interested in recruiting for, I was extremely geography-agnostic and the CDC team helped streamline my choice of post-MBA locations, and helped me solidify my pitch and fit for these locations.”

Shalom Akinboby

INSEAD MBA’20J



Employment Statistics

Class of 2019

US\$ 104,500

Median annual salary post-graduation

US\$ 25,000

Median sign-on bonus

61

Countries of employment post-graduation

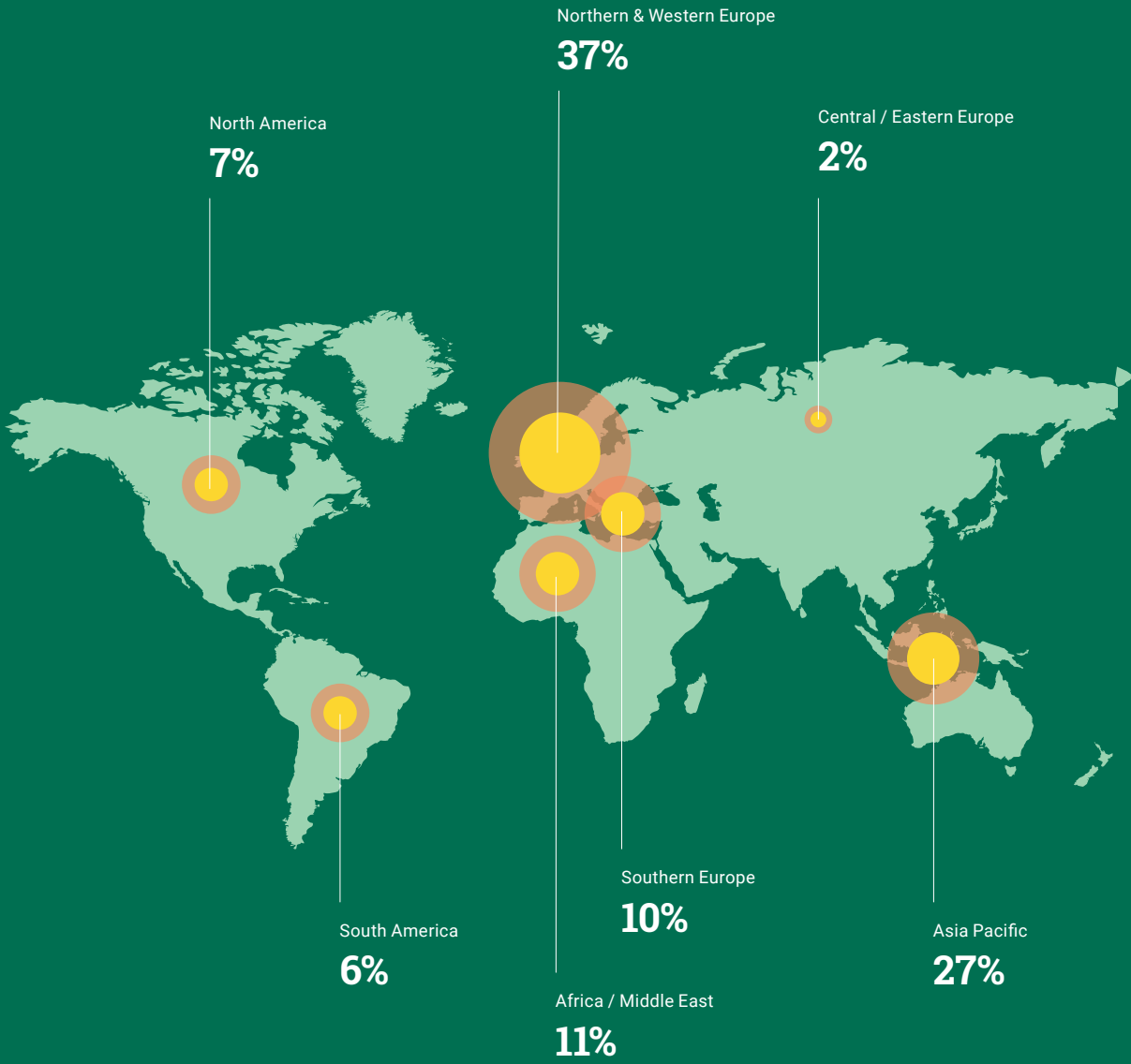
79%

Changed one dimension after graduation: country of work, sector or job function

Visit our website to explore the Employment Statistics report
intheknow.insead.edu/employment-statistics

Job Locations

61 Countries of Employment Post-graduation



Career Changes

An Appetite for Change



79%

changed sector,
countries or function



26%

changed all three dimensions



50%

changed country



51%

changed sector

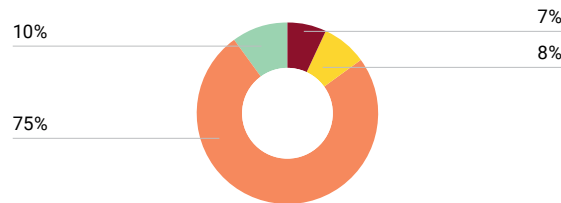


62%

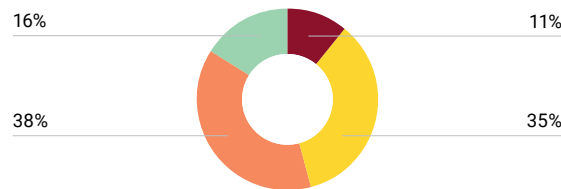
changed function

Changes of Business Sector

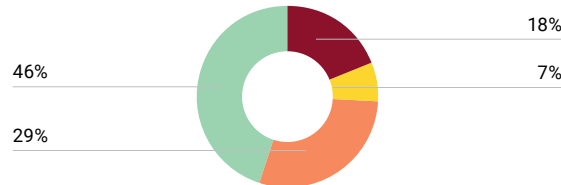
Before INSEAD
Former Consultants



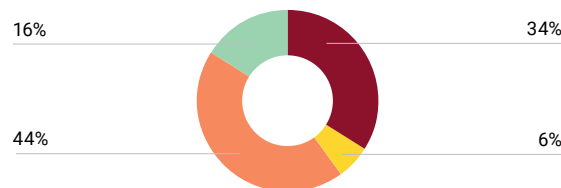
Former Financial Services Professionals



Former TMT* Professionals



Former Corporate Sectors Professionals



After INSEAD



* TMT stands for Technology, Media & Telecommunications.

The INSEAD Ecosystem

INSEAD Launchpad

An alumni startup accelerator located inside STATION F in Paris. Alumni start-ups are able to:

- Receive advice and funding
- Receive support to scale and extend their reach
- Join STATION F events to hear successful entrepreneurs share insights

18 Centres & Initiatives

INSEAD conducts research and provides insights that shape management practice.

- The Hoffmann Global Institute for Business & Society
- The Rudolf and Valeria Maag INSEAD Centre for Entrepreneurship
- The Gender Initiative
- The Blue Ocean Strategy Institute

Alliances & Partnerships

- CEIBS
- INSEAD-Wharton Alliance
- Kellogg
- Sorbonne University
- Tsinghua University
- Yale's Global Network for Advanced Management



ENTREPRENEURIAL SPIRIT



CLOSENESS TO BUSINESS



INDEPENDENCE

Globally Connected Alumni Network

- Over 61,000 alumni of more than 160 nationalities across 175 countries

DIVERSITY



Enriching Student Life

- Launch/National Weeks
- Over 40 Student Clubs
- Student-led Conferences
- INSEAD Partners Community

World-class Faculty:

- Over 140 world-leading experts from more than 30 countries
- Scholars and practitioners who conduct research that push the frontiers of business knowledge
- Frequently named on the prestigious Thinkers50 list

RIGOUR AND RELEVANCE



Award-winning Research and Cases

- More than 100 business schools and universities worldwide use INSEAD cases
 - INSEAD professors have written six of the 10 best-selling cases distributed by The Case Centre in the last 40 years
- Find out more:
<https://publishing.insead.edu/>

“Without action, the world would still be an idea.”

Georges Doriot
INSEAD Founder

Student Life

“INSEAD has the tribe feeling: we share strong values, provide unconditional support and build lifelong friendships.”

Chantal Chalouhi
INSEAD MBA'17J, Lebanon



MBA students have a wide choice of community, cultural and sporting activities available on and off-campus.

More than 40 Student Clubs

Partner and Family Support

National Weeks: A Celebration of Cultural Diversity

Student Well-Being

Social Events and Activities

Settling in Support: Visas, Accommodation, Insurance etc.

Your Journey Starts Here

Admissions Criteria

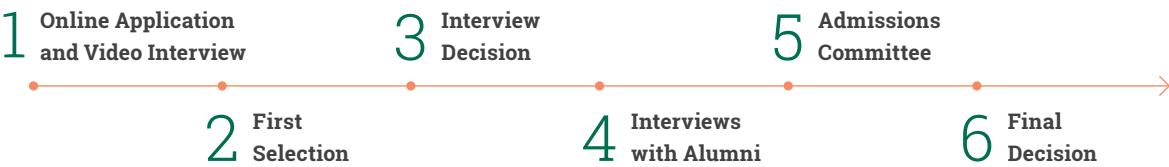
ACADEMIC CAPACITY
GMAT/GRE & University degree

ABILITY TO CONTRIBUTE
How you can contribute to the community during and after the programme

INTERNATIONAL MOTIVATION
Adaptability and flexibility in multicultural environments

LEADERSHIP POTENTIAL
Work experience and quality of your achievements

Admissions Process



Language Policy

Our MBA programme is taught exclusively in English. If English is neither your mother tongue nor the language in which your university degree was taught, you will need a certification of proficiency in English such as the TOEFL, IELTS or PTE Academics. If English is your mother tongue, you will instead need to provide proof of intermediate-level ability in one other official language. By graduation, all students will have to demonstrate basic-level ability in a third language.

Application Rounds

We operate a staged admissions process, with four rounds for each of the two intakes per year. Competition for each of the rounds is equal, but the earlier you gain admission, the more time you have to secure financing and arrange logistics. The application form typically opens two months before the first application round (Round 1) for each intake.

| Round | Sep 2021 intake | Jan 2022 intake |
|-------|-----------------|-----------------|
| 1 | 11 Sep 2020 | 05 Mar 2021 |
| 2 | 06 Nov 2020 | 23 Apr 2021 |
| 3 | 08 Jan 2021 | 18 Jun 2021 |
| Final | 26 Feb 2021 | 30 Jul 2021 |

Financing and Scholarships

Tuition fees for the **September 2021 and January 2022 intakes are €89,000**. The fees are payable by instalments.

INSEAD distributed over \$5.6 million in scholarship funding to the 2020 graduating classes and 30% of students received awards – averaging €18,500.

Of those graduating in 2020, 14% received company sponsorship. Admitted students are eligible to apply for tuition financing from:

- **Brain Capital:** www.braincapital.de
- **StepEx:** www.stepex.co/our-product
- **Lendwise:** www.lendwise.com

Keen to find out more?

Discover life at INSEAD
at one of our upcoming events.

Join us at our INSEAD events!
Find an event near you:

<https://www.insead.edu/master-programmes/mpevents>



Off-Campus
Events



On-Campus
Events



Online
Events

Our Mission

We bring together people,
cultures and ideas to develop
responsible leaders who
transform business and society.



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