

# MBA

The journey of a lifetime

Young Professionals

 **IESE**  
Business School  
University of Navarra

**1** Executive  
Education  
since 2015  
**FT**  
FINANCIAL  
TIMES

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# Why **IESE** Business School?



You aim high. You aspire to lead.  
You want to make a difference.  
You want to achieve a leadership  
based on professional excellence,  
integrity and spirit of service.  
Welcome to IESE Business School.

At IESE, the business school of the University of Navarra, we're committed to developing business leaders who strive to make a deep, positive and lasting impact on the people, companies and society they serve.

Since 1958, more than 50,000 executives from all over the world have experienced our integrative, people-centered, and socially-responsible approach to decision making in business and organizations.

Our programs are transformative journeys towards personal and professional growth. Our professors, advisors and partners, are active at the highest levels of business and academia. You will feel challenged by their rigorous research and state-of-the-art teaching methodologies.

We are truly global. Our unique reach goes beyond our 5 international campuses and over 50 academic alliances with top universities. In our classrooms, you'll find the brightest talent from over 130 nations. And you will become part of our highly global community of partner companies, alumni and friends.

We believe in the individual as a force for change. We believe in good will, in giving your best and in helping society through your work. We work to develop effective managers, responsible leaders and better people.

We are IESE Business School.  
A way to learn. A mark to make. A world to change.

**“IESE encouraged me to step into uncharted waters and to trust the process. The program is designed to challenge you, help you break out of your comfort zone and guide your journey of self-discovery. Your responsibility is to be proactive and to leverage the excellent resources available. It was during the program that I figured out where my strengths can have the greatest impact and what kind of leader I want to be in the future.”**

Johanna Johlinius  
IESE MBA 2021

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# A lifetime of **impact**

It takes time, space and depth to build the foundations of a lifelong career.

At IESE, you'll be stretched, pushed and challenged to master the essentials.

You'll hone your entrepreneurial skills, and you'll be exposed to business concepts in different sectors, markets and regions – across five continents.

**Whether you complete the program in 15 or 19 months we will give you a lifetime of impact.**

## Concentrations

During the elective courses, students can choose specific courses in the following categories to earn a concentration along with their MBA diploma:



### International Business

(Key) Account Manager  
Business Development  
Logistics  
Market Research

Marketing  
Operations  
Project Management  
Sales



### Finance

Asset Management  
Capital Markets  
Commercial Banking  
Corporate Finance  
Equity Research  
Finance Restructuring  
Fintech

Investment Banking  
Private Equity  
Transactional Advisory  
Services  
Venture Capital  
Wealth Management



### Data Analytics & Digital Business

Customer Success  
Manager  
Digital Marketing  
e-Commerce  
Fintech  
Marketing Intelligence

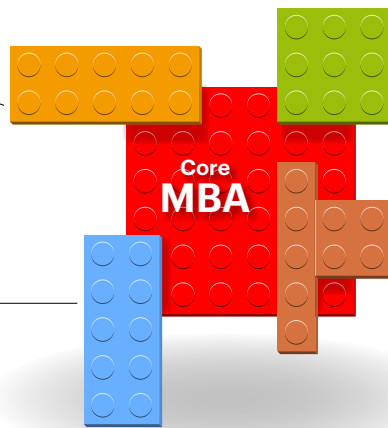
Operations  
Product Manager  
Product Marketing  
Management  
Strategy Consulting



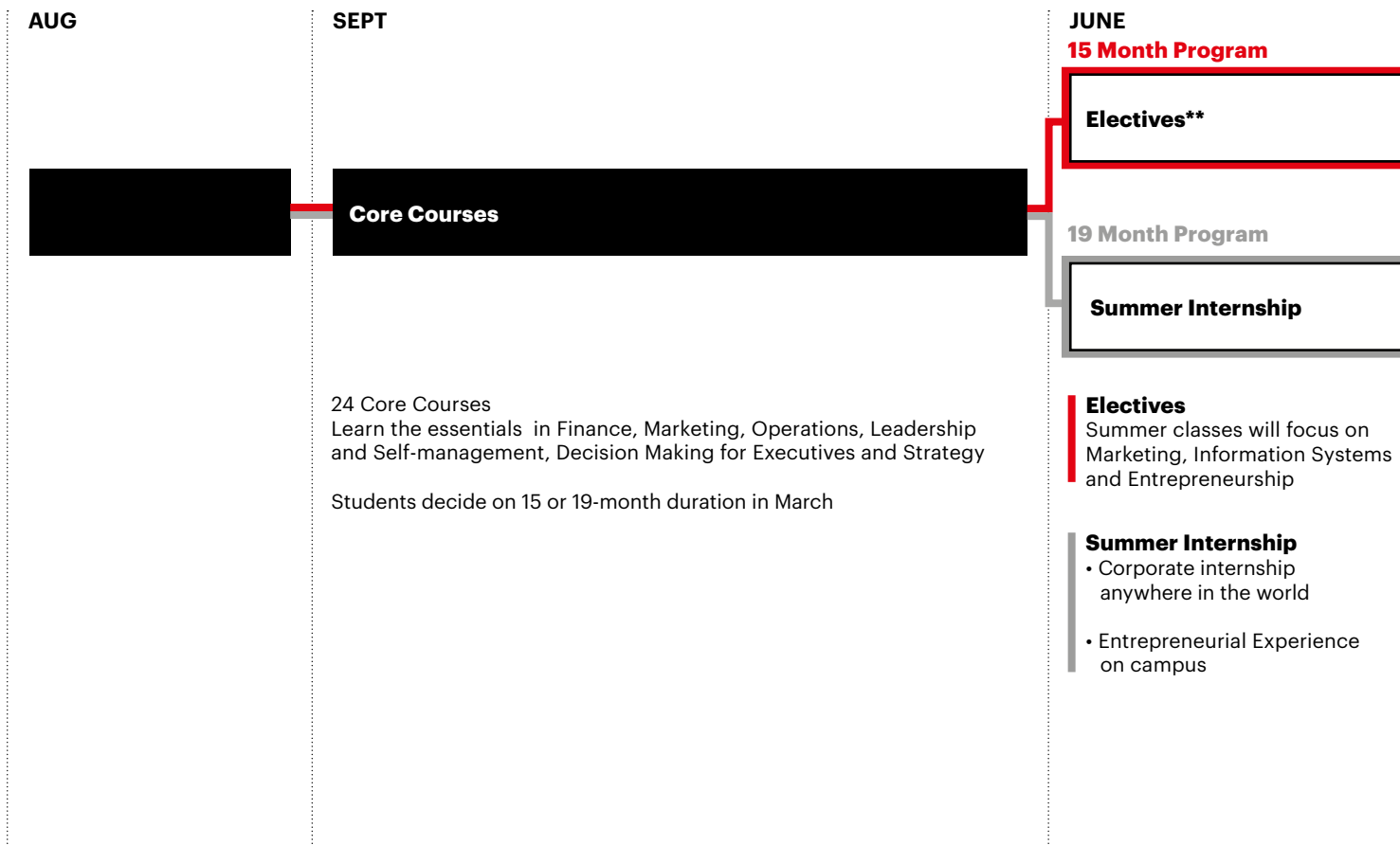
### Entrepreneurship & Innovation

Business Model  
Challenge  
Corporate  
Entrepreneurship  
Customer Innovation  
Experience  
Design Consulting

Design Thinking and  
Innovation  
Management  
Innovation Strategies  
New Venture Scaling  
Venture Capital  
Working for Startups



## Program Structure: 15 or 19 Months



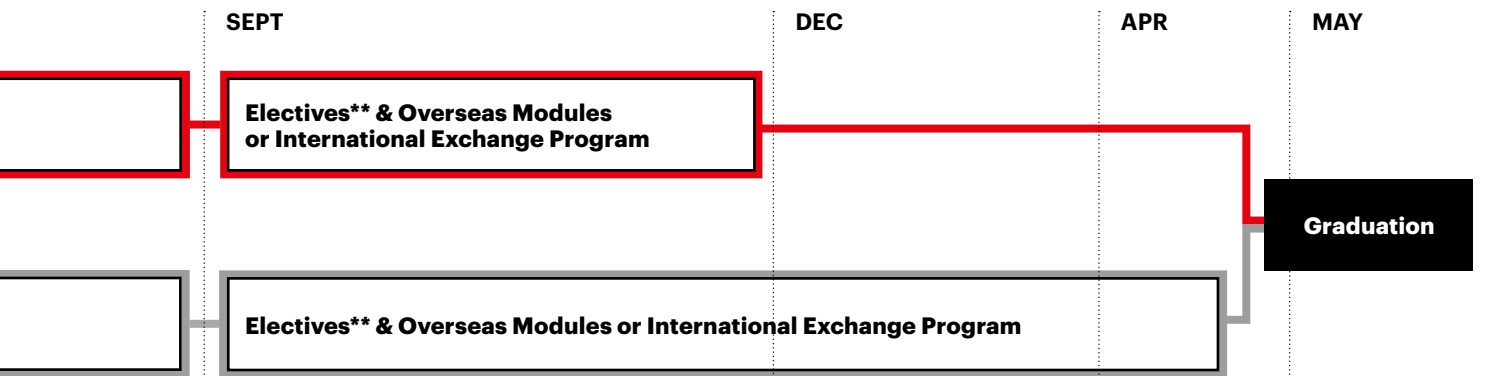
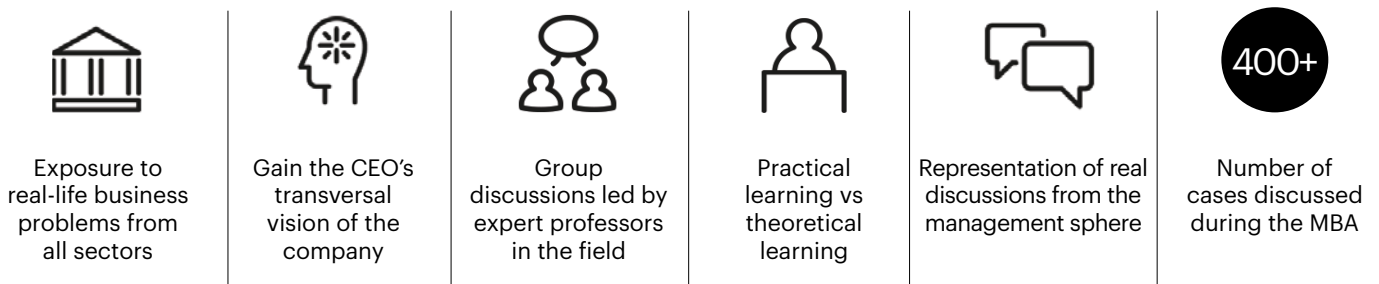
\*You have the option to take the Business Spanish Courses throughout the MBA

\*\*More than 130 electives are available at IESE

# The Case Method

At IESE we use the Case Method whenever it can be used because we find it to be the most effective way to leverage each classroom's immense diversity.

All our cases are taught in alignment with Harvard Business School's teaching method, which enables discussion of real business situations from a general management perspective under the guidance of world-class faculty.



## Electives\*\* & Overseas Modules or International Exchange Program

### Overseas Modules

Study electives abroad for 2 weeks in New York, São Paulo, Shanghai or Nairobi.

### International Exchange Program

Spend a term in one of our **30 partner schools** around the world.

#### Americas

Booth (US)  
Columbia (US)  
Darden (US)  
Fuqua (US)  
Haas (US)  
IAE (Argentina)  
IPADE (Mexico)  
Johnson (US)  
Kellogg (US)  
Kenan-Flagler (US)  
Ross (US)

#### Sloan (US)

Stern (US)  
Tuck (US)  
Wharton (US)  
Yale (US)

#### Europe

HEC (France)  
LBS (UK)  
RSM (Netherlands)

#### Middle East

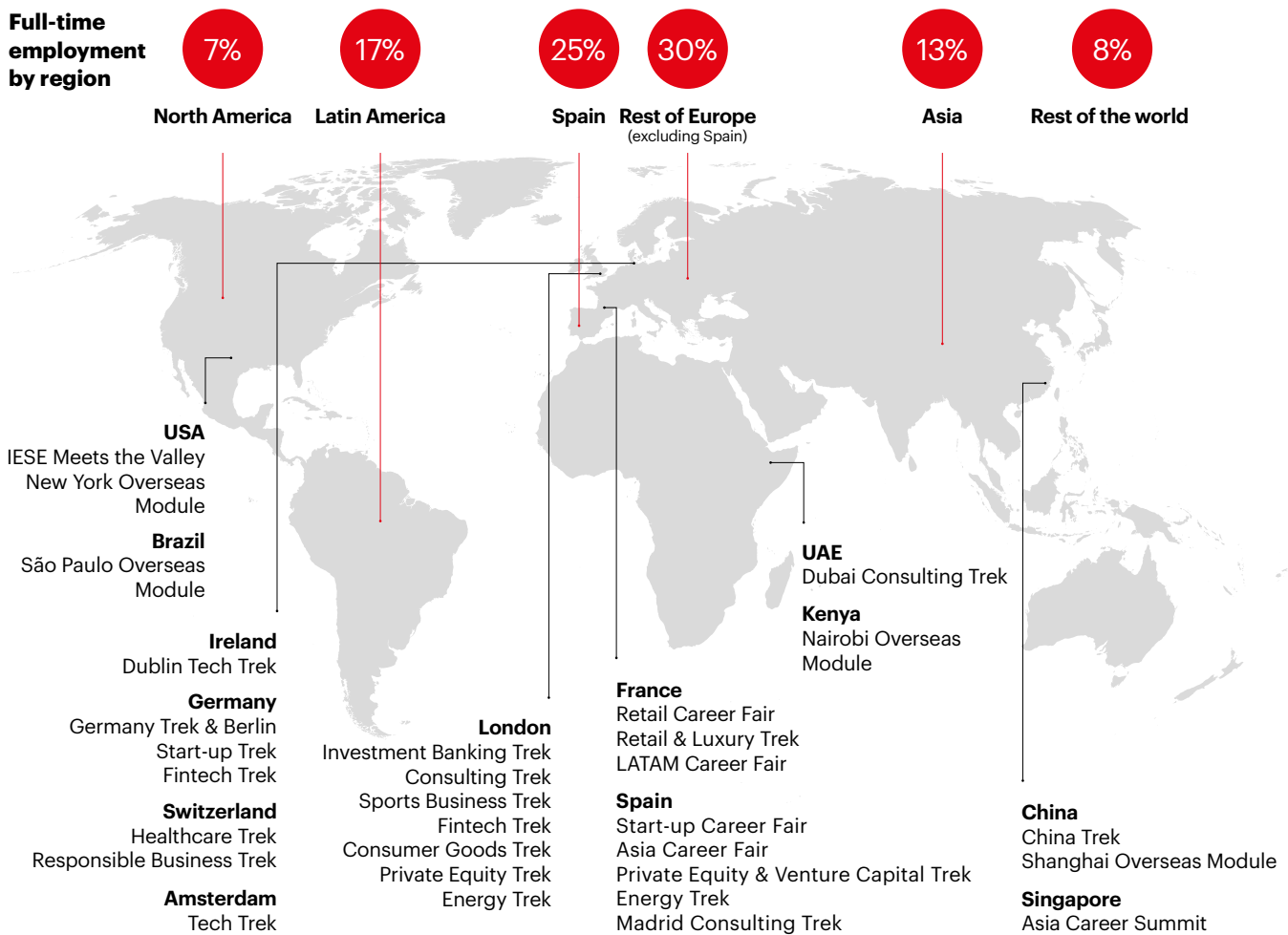
TAU (Israel)

#### Asia & Oceania

CEIBS (China)  
HKU (Hong Kong)  
HKUST (Hong Kong)  
ISB (India)  
IUJ (Japan)  
Keio (Japan)  
MBS (Australia)  
Nanyang (Singapore)  
NUS (Singapore)  
Yonsei (South Korea)

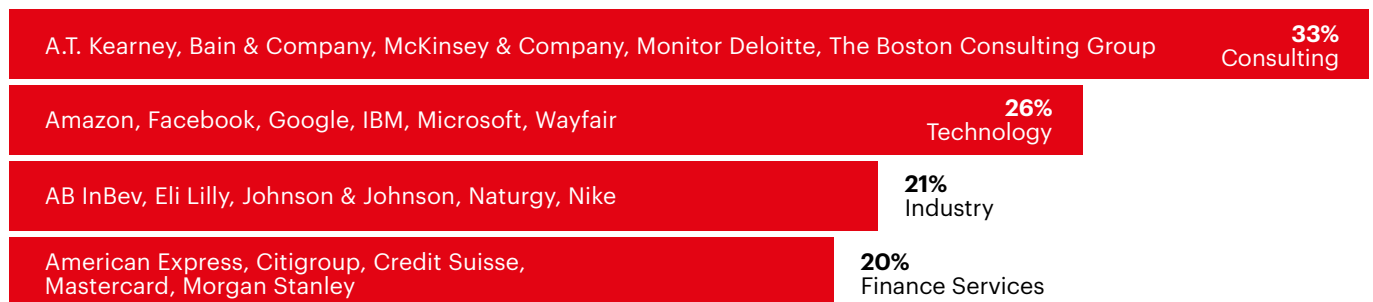
# A thriving career

Every year, our recruitment events worldwide bring students and potential employers across different sectors and continents.



## Recruitment Events Worldwide

### Employment Sectors & Selected Recruiters



### Career Opportunities



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# Are you ready to **begin**?

Your journey is about to begin.  
Are you ready to take the first step?

## Meet us

The IESE team hosts events at any of our campuses in Barcelona, Madrid, New York, Munich or São Paulo as well as around the globe.

To organize a visit, please contact us at [mbainfo@iese.edu](mailto:mbainfo@iese.edu) or sign up at [www.iese.edu/mba-events](http://www.iese.edu/mba-events)

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## Worldwide Open Days



### Virtual

September 19, 2020  
October 24, 2020  
December 5, 2020  
February 6, 2021  
May 15, 2021



### Barcelona

February 26, 2021  
April 16, 2021  
June 4, 2021



### New York

February 20, 2021  
April 10, 2021



### São Paulo

March 6, 2021

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## Application Deadlines

For September 2021 enrollment

### Early Decision Round

September 1, 2020

### Round 1

October 6, 2020

### Round 2

January 5, 2021

### Round 3

March 10, 2021

### Last Round

May 4, 2021

## Application

### Checklist

- CV
- Essays
- Official transcripts
- GMAT/GRE
- English test
- One letter of recommendation
- Photo

### Financing

IESE offers students several financing and scholarship options for their MBA and provides ongoing support throughout the process.

### Scholarship

33% of the incoming class receive scholarships every year.

### Loans

Banco Sabadell Global Loan  
U.S. Federal and Private Loans  
Other private loans (e.g., Prodigy)

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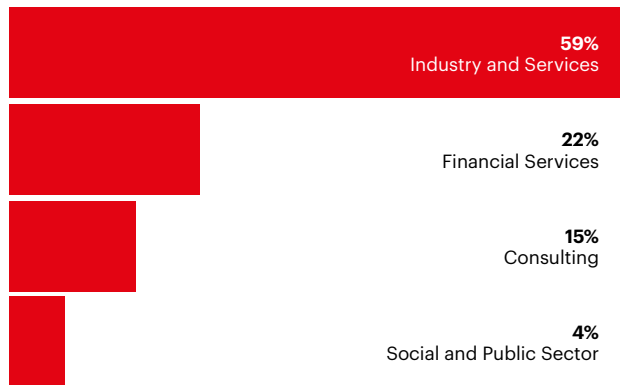
# Do you see yourself here?

There is no such thing as a typical MBA student.

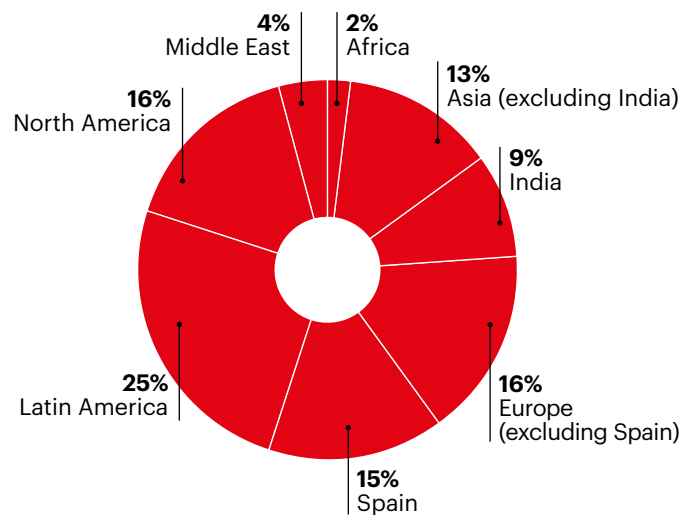
Your class will be as diverse as it is rich. Students come to us from all walks of life. Each individual is unique, yet you will all have one thing in common: reaching your fullest potential, and making your mark on our world. The best journeys are not measured in miles. They are measured in lasting bonds and friendships.

## Typical Class Profile

### Pre-MBA Sector



### Nationalities



## Typical Student Profile



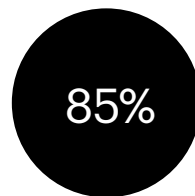
Average age



Women



Students



International students



Average years of work experience

## 5 reasons to choose the IESE MBA

**1** Global nature & scope

**2** General management & action-oriented

**3** Leadership development

**4** Bilingual experience

**5** Entrepreneurial mindset

# www.iese.edu

Barcelona  
Madrid  
Munich  
New York  
São Paulo



A Way to **Learn** . A Mark to **Make** . A World to **Change** .