

FULL-TIME MBA

Take control and
accelerate your career



KEY FACTS



MBA DEGREE

Triple accredited
globally-recognized



FULL-TIME

15-month
program



3 TRACKS

Innovation and Entrepreneurship
Managerial Analytics
Strategic Leadership



SUMMER OPTIONS

Internship
Social Impact Challenge
Intensive German



CHOICE

Multiple study and
elective options to tailor
the program to your needs



CAREER DEVELOPMENT

Individual coaching and a
comprehensive curriculum



INTERNATIONAL

1-week and full semester
exchange options



EXTEND YOUR MBA

Responsible Leaders Fellowship
Summer Entrepreneurship Program



PRACTICAL

Real-world
consulting project



18-MONTH WORK VISA

Germany wants you to stay,
employer support not needed



BERLIN

Germany's political and cultural
capital; thriving startup scene



ENGLISH LANGUAGE

International cohort

WELCOME TO THE ESMT BERLIN FULL-TIME MBA PROGRAM

Dear future ESMT MBA student,

As the Faculty Lead for the ESMT full-time MBA program, I am responsible for assuring that the program adheres to the highest academic standards. Resulting from constant evaluation and improvement, the ESMT MBA is an excellent learning environment to discover new knowledge, master your management skills and give you a safe space to nurture your leadership potential.

There is more to it. You will be part of a program that builds on academic excellence by adding a variety of customizable, practical components including elective courses, internships, entrepreneurship and consulting projects, and international exchange options.

I'm confident that the ESMT MBA program will equip you with the right set of skills to help you secure your dream job.

I will be very glad to welcome you as a member of the 2023–24 full-time MBA class and the broader ESMT community!



Warm regards,

Prof. Michał Grajek
Associate Professor of
Economics

YOU ARE IN THE DRIVING SEAT

The ESMT Berlin MBA program offers numerous ways to combine program content and deliver the personalized path and value you are looking for.

Over 15 months, the program will give you the skills and experience necessary to change your future and accelerate your career in Europe or beyond. Your choices are at the heart of the MBA with multiple opportunities to tailor the program to meet your needs.

The springboard to flexibility happens once you have established your management foundation in the integrated core. From May, you are in the driving seat. Choose your track, select your summer option, and then tailor the program even more with electives.

The ESMT Berlin MBA is a great way to accelerate or change your international career path.

ACHIEVE YOUR GOALS

Depending on your desired outcome, the ESMT Berlin MBA offers you a bespoke pathway to reach your personal and professional objectives.

If you are interested in intra- or entrepreneurship:

- The Innovation and Entrepreneurship track will be the start of your journey.
- During the summer term, apply entrepreneurship principles to solve a social or industrial challenge.
- In the electives, choose courses such as Entrepreneurial strategy, Design thinking, From ideas to business, and Startup Challenge.
- Use the capstone project to build out your business or expansion plans.
- And post-program, join the incubator program offered by our partner [Vali Berlin](#).

If you want to make your mark on the business world:

- Choose the Managerial Analytics track.
- In the summer term, complete an internship anywhere in the world.
- Choose courses like Matchmakers in the digital economy, Quantitative methods in marketing, Integrative leadership, and Conflict management.
- Take advantage of the career services support throughout the year to visit companies at their headquarters and meet with them on campus.
- For your capstone project, work as a consultant for an established company and get first-hand experience of the challenges and opportunities involved in solving the issues of another company.

The German Mittelstand (SMEs) are the companies that have helped forge Germany's economic success.

If you want to make your mark:

- Choose the Strategic Leadership track.
- Improve your German language skills with evening classes and take them further in the intensive 6-week Sommer-Sprachschule.
- Choose from electives such as Business German, Global industrial, strategies, geopolitics, and Sustainable supply chains.
- And use the capstone project to be a consultant to a leading German company.



YOUR JOURNEY DOES NOT STOP AT GRADUATION

The ESMT Berlin MBA will be an intense 15 months but one that will leave you ready to seize and thrive in your post-MBA life. As a graduate, you will join our international alumni network of international business professionals representing numerous industries and sectors around the world.

But your journey doesn't need to stop there. MBA graduates can take part in one these exciting post-study options:

- ✓ Take up a Responsible Leaders Fellowship. Spend up to six months completing a social impact project in a developing country. We help you find the fellowship, we pay you a stipend, we cover your travel, and you make the difference
- ✓ Join the incubator program at our entrepreneurship hub, Vali Berlin



“I wanted a challenging MBA program to accelerate my soft skills and focus on business strategy. I can say that the ESMT program exceeded my expectations. My experience during the full-time MBA in Berlin changed my life by presenting multiple opportunities in Europe and giving me a strong and diverse network. Spectacular city, stunning campus, amazing friends, excellent program, and a bounty of opportunities for the future: that’s ESMT Berlin for me!”

Roberto Andrade
Full-Time MBA Student –
Class of 2022



“I needed business school to be an intimate experience to network and learn from my colleagues. This felt particularly important coming from a non-traditional background without the hardcore financial or business background others had. I have been blown away by this one-year experience. The MBA class is small enough, just like I had hoped, allowing for more personal attention from the professors and even more so, from classmates. Plus, who doesn’t love Berlin?”

Nabututu Wasike
Full-Time MBA Student –
Class of 2022

YOUR STUDY JOURNEY

The full-time MBA from ESMT Berlin is thoughtfully designed to help you develop the skills and experiences you need to move ahead. The 15-month program is about choice: giving you options to tailor the program to meet your needs.

Personal mastery and leadership is woven throughout the program. The small class size ensures that you constantly reflect on your experience while receiving personalized, constructive feedback, and honing your leadership skills.

Running alongside the program are multiple opportunities for career development. A structured career curriculum helps you build your corporate and startup capital through networking and opportunities to immerse yourself in the local economy.

FOUNDATION

The program begins with core business knowledge that establishes a foundation for everyone in the class and introduces a holistic overview of all the key areas of business knowledge. The core is also where you identify your personal leadership style and continue to develop it throughout the program.

DIFFERENTIATION

The program tracks are where you begin to shape your program. Choose between Innovation and Entrepreneurship, Managerial Analytics, and Strategic Leadership.

In each track, you will build on your understanding of management fundamentals and grow beyond basic management theory. The objective at this stage is for you to develop an ability to make a difference.

Innovation and Entrepreneurship

Experience Berlin's thriving entrepreneurial ecosystem. Courses lead you from value generation through to how to value and financially structure your fledgling enterprise for best long-term benefit. Play an active role in the ESMT Entrepreneurship Club to build your network and increase your exposure to Berlin's diverse innovation environment, including our own entrepreneurship hub, Vali Berlin.

Managerial Analytics

Gain the skills, competencies and knowledge of the data landscape so that you can manage analysts and enable data-driven decision-making. Courses will give you a broad understanding of statistical methods, computational tools, and predictive models. Benefit from ESMT's faculty expertise in how to apply state of the art techniques, and their industry connections.

Strategic Leadership

Become a structured problem solver in multidimensional economic and political conditions. With an emphasis on transforming traditional companies into digital champions, the Strategic Leadership track hones your ability to understand,

design, assess, and execute complex strategies for profitable growth in an international context. Benefit from professors' significant research and connections to some of Berlin and Germany's most renowned industries and the *Mittelstand* (SME) sector.

SUMMER TERM

Choose one of the three summer options to support your personal and professional development.

1. Budding intra- and entre-preneurs can rise to the **Social Impact** and team up to solve a corporate or social challenge.
2. If you have always wondered what it's like to work in a particular industry or function, try it out in a **summer internship**. This could be the springboard to changing your career and you get valuable experience and the opportunity to put what you have learned so far into practice.
3. If you are committed to Germany beyond Berlin, German language skills are advised. Take your German skills to the next level with a six-week intensive **Sommer-Sprachschule**.

PERSONALIZATION

The winter term at ESMT is again focused on giving you what you need for your career. Stay here in Berlin and choose from a broad range of electives focused on topics that include digital transformation, sustainability, entrepreneurship, leadership, personal mastery, and more. You will also have the opportunity to join a one-week exchange at one of our many global partners through the Global Network for Advanced Management.

If you would like a longer international study experience, complete a semester exchange at one of our partner schools.

PRACTICE

The capstone project is where you get to see how far you have come by applying what you have learned to a real life business situation. Working in teams, the consulting project is not only a great learning experience but you can use it to diversify your skills portfolio should you choose to work in a different industry or function.

However, if you've always wanted to be your own boss, you can use the capstone to work on your business or expansion plans with the aid of ESMT's expert faculty.

GRADUATION

Graduates of ESMT Berlin automatically qualify for an 18-month work visa in Germany, for which no employer support is needed. Graduate from the program and jump straight into your career. With over 80% of graduates staying in Germany, the ESMT Berlin MBA is great way to bring your international talents to Germany.

FULL-TIME MBA CURRICULUM

JANUARY
– MAY

Build your foundation: Irrespective of the direction you want to take your MBA, a balanced foundation is essential. The foundations of management will give you an integrated understanding of key business functions.

Establish the foundation

- Intro to general management
- Global virtual teams
- Presentation skills
- Structure thinking
- Inclusive leadership
- Building high performance teams
- German evening class (optional)

Develop a holistic perspective

- Competitive strategy
- Data analytics for managers
- Evidence based management
- Financial accounting
- Finance
- Intro to economic thinking
- Management accounting
- Managerial analysis and decision making
- Marketing management
- Organizational behaviour
- Operations and supply chain

JUNE
– MID-JULY

Specialize: Develop specialized skills by choosing one of three focused tracks.

Managerial Analytics

- Customer analytics
- Advanced decision modelling
- Machine learning

Strategic Leadership

- Digital transformation
- Corporate strategy
- Agile leadership

Innovation & Entrepreneurship

- Human factor of innovation
- Creating and capturing value
- Entrepreneurial finance & valuation

MID-JULY
– SEPTEMBER

Boost employability: Choose one of three summer options that will help you build marketable skills.

Summer internship

- Put the skills you've learned into practice and/or try a new industry with a summer internship (6–12 weeks)

Sommer-Sprachschule

- Take your German to the next level by choosing the intensive summer language program (6 weeks)

Social Impact Challenge

- Team up to solve a corporate or social challenge (6–8 weeks)

SEPTEMBER
– DECEMBER

Personalize: Customize your MBA by choosing electives that support your professional – and personal – goals

Electives at ESMT

Choose from a suite of electives focused on various themes:

- Sustainability
- Digital transformation
- Industry 4.0
- Entrepreneurship
- Leadership and personal mastery
- Business German
- ... and more!

Exchange

- Study for a full semester exchange at one of our global partner schools

JANUARY
– MARCH

Practice: The capstone project for your MBA will apply what you have learned to a real-world consulting project. Budding entrepreneurs can use this time to work on their enterprise.

MARCH

Graduation

Continue your journey with these post-program options:

- Become a Responsible Leadership Fellow and complete a social impact project (up to 6 months)
- Access the Berlin ecosystem with the Vali Summer Entrepreneurship Program (April to June)

Will run throughout the program

Leadership skills development: Leading through networks · Leadership under pressure · Negotiating leadership challenges · Responsible and ethical leadership

Careers services: Career plan development · Personal branding · One-on-one meetings with career coaches · Storytelling · Company visits throughout Germany · Interview skills workshop with corporate HR representatives · Case interview preparation · On-campus recruitment activities · Consulting in international teams · Interviews and career development

FIND OUT MORE →

YOUR CAREER CURRICULUM



DEFINE
your next career step by learning about yourself – your values, interests, aspirations, passions, and (transferrable) skills. Because once you know yourself, you will make better decisions.

MATCH
your aspirations with the market and land your dream job! Prepare your application strategy, fine tune your interview skills and make the career change you want.

EXPLORE
the official and hidden job market through networking, company visits, job fairs, expert talks, and more.

Running in parallel to your formal learning experience is a structured career curriculum designed to help you identify, explore, and connect with your post-MBA future. ESMT Career Services is here to help you take the next step in your career.

DEFINE

Knowing yourself is key to an effective job search and to making the best decisions. Understand what drives you – your interests, aspirations, and motivations – and learn how to articulate the skills and experiences you will bring to your next position. Throughout the MBA program, you will work individually with your coach and the Career Services team. They will give you professional feedback and advice on how to achieve your goals and transition into your next career opportunity. Soft skills development and career readiness round out this first phase.

EXPLORE

Career Services will help you navigate the official and hidden job markets and multiple networking workshops ensure you

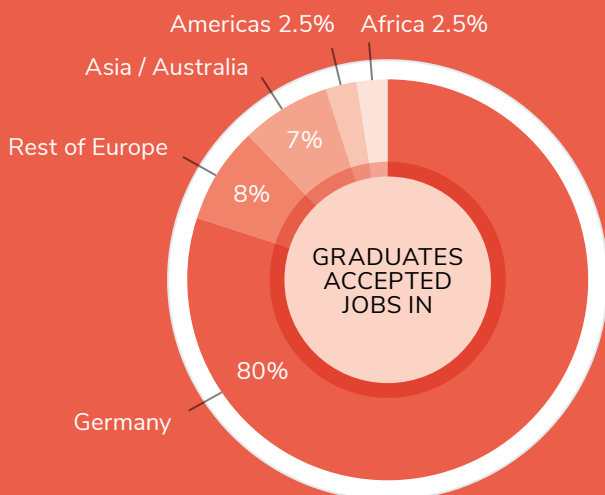
network with impact. The team arranges company visits in Berlin and Munich – the two favourite cities for ESMT graduates – and also brings employers to campus. On-campus events include networking events, expert and alumni talks, and the annual career fair.

MATCH

Multiple career development workshops help you fine tune your skills so that you make an impeccable impression in writing, in person, or online. With the assistance of internal and external teachers, coaches, speakers, and online tools; polish your interview, and case interview skills; enhance your storytelling; and negotiate for what you want.

The career curriculum will help you make the transition you want. Gain essential skills to navigate a changing labor market and use them to hone in on your future career. The Career Services team is here to support, advise, and guide you as you explore your future after the MBA.

JOB LOCATIONS AFTER GRADUATION

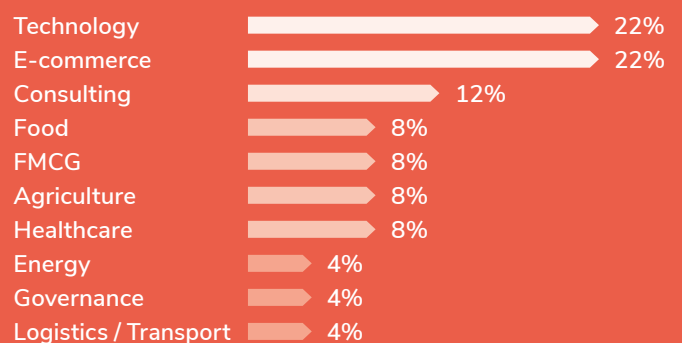


CAREER TRANSITIONS: THE 2020 GRADUATING CLASS

Average salary (including bonus) €87,475



GRADUATES WORK IN THE FOLLOWING INDUSTRIES



APPLICATION AND ADMISSION

The application process is designed to help us learn about each other. You want a program that will accelerate your career and open up new opportunities. We want a diverse group of professionals who share our values, want to be part of our mission to develop responsible leaders, and who will thrive academically, personally, and professionally in the MBA program. Apply to ESMT if you are:

- ✓ Ready to seize your future and accelerate your career in Europe or beyond
- ✓ Aligned with our values of community, curiosity, courage, and rigor
- ✓ Excited to join an MBA program where you can tailor your academic journey to meet your needs
- ✓ Committed to your learning and development, and are ready to support others in theirs

APPLICATION ROUNDS AND DEADLINES 2022

There are seven application rounds for the program starting in January 2023. Early application is strongly encouraged.

Round	Application deadline	Interview	Decision by
1	February 16	Feb. 24 – March 3	March 16
2	March 30	April 7 – 14	May 2
3	May 18	May 30 – June 3	June 20
4	June 29	July 7 – 14	July 27
5	August 17	Aug. 25 – Sept. 1	September 14
6	September 21	Sept. 29 – Oct. 7	October 24
7	November 16	Nov. 22 – 28	December 9

FEES AND FINANCING

ESMT Berlin's MBA is an excellent investment in your future. Rated highly by the Financial Times for value for money, graduates typically recoup the tuition fee after 14 months.

Tuition and fees for the full-time MBA are €48,500.

Most students fund their studies with a mix of personal funds, loans, and scholarships.

SCHOLARSHIPS

Unlimited scholarships are available based on early application, GMAT or GRE scores, and German language skills (non-native speakers only). These can be combined with one other merit-based scholarship – check out the list of scholarships and qualification criteria on [our website](#).

TO APPLY YOU WILL NEED

- ✓ An up to date CV showing at least three years of postgraduate professional experience
- ✓ At least one professional recommendation
- ✓ Answers to the following questions (max 250 words per essay)

- Describe your specific career aspirations and your reason for pursuing an MBA at ESMT Berlin.
- The values of ESMT Berlin are community, curiosity, courage, and rigor: which of these values resonates most with you and why?
- You can invite one guest for dinner, be they living, dead, fictional, or other. Who would you invite and why?
- Optional: Is there any other information, not covered in the application, that you would like us to know about you?

- ✓ Transcripts of your undergraduate degree detailing courses and grades
- ✓ A valid GMAT or GRE score
- ✓ €50 application fee

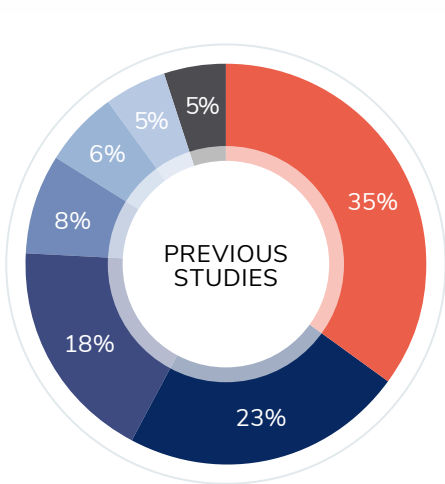
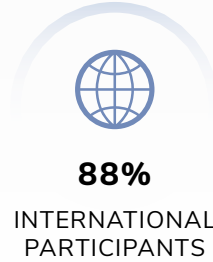
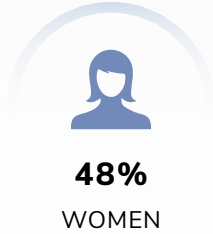
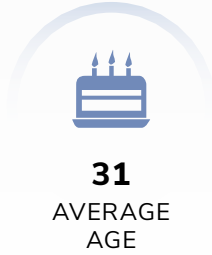
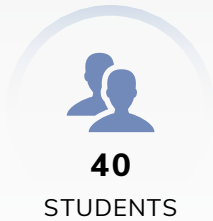
If you plan to apply for any scholarships, prepare your essays in advance. You will submit them as part of your MBA application.

A full list of scholarships and the essays required can be found on [our website](#).

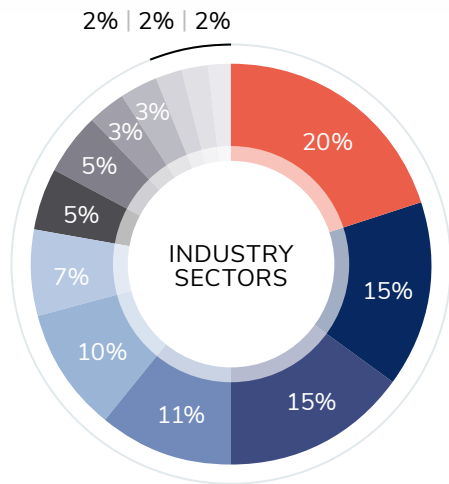
LOANS

ESMT works with multiple providers to make it easier for you to finance your degree. These include Prodigy Finance, Brain Capital, and Juno. Special funding options are available for nationals of other countries while US citizens may apply for Title IV student and GI Bill loans. More information is available on [our website](#).

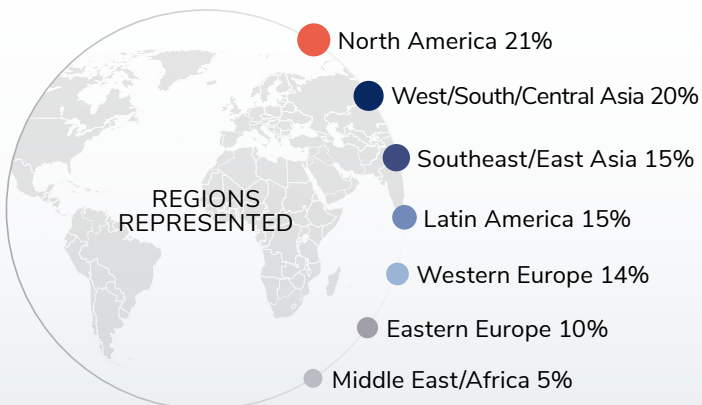
MBA 2022 CLASS PROFILE



- Engineering
- Humanities / Arts
- Business / Management / Economics
- Finance
- Other
- Computer Sciences
- Sciences



- Financial Services
- Energy
- Consulting
- Government
- Technology
- Media / Entertainment
- Other
- E-Commerce
- Manufacturing / FMCG
- Real Estate
- HealthCare
- Transportation / Logistics
- Law



21 NATIONALITIES

- | | | |
|------------|---------|----------------|
| AUSTRIA | GERMANY | PHILIPPINES |
| CANADA | GHANA | RUSSIA |
| CHILE | INDIA | SWEDEN |
| CHINA | IRELAND | UNITED KINGDOM |
| TAIWAN | JORDAN | UNITED STATES |
| COSTA RICA | LEBANON | URUGUAY |
| GEORGIA | MEXICO | UZBEKISTAN |

ABOUT US

ESMT Berlin is the highest ranked business school in Germany and top 10 in Europe.

Founded by 25 leading global companies, ESMT offers master, MBA, and PhD programs, as well as executive education on its campus in Berlin, in locations around the world, online, and in online blended format.

Focusing on leadership, innovation, and analytics, its diverse faculty publishes outstanding research in top academic journals. Additionally, the international business school provides an interdisciplinary platform for discourse between politics, business, and academia.

ESMT is a non-profit private institution of higher education, accredited by AACSB, AMBA, EQUIS, and FIBAA, and is committed to diversity, equity, and inclusion across all its activities and communities.

www.esmt.berlin

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