

# MBA

The journey of a lifetime

Young Professionals



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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 55,000 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.**

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Cover image:  
View of Barcelona from IESE's campus.

This page:  
The IESE campus in Barcelona.





**“IESE enables you to venture out of your comfort zone by creating a fail-safe environment, empowering you to experiment, take risks, and learn not only at an intellectual level but also at an emotional level. I am confident that I will finish my MBA a better person and a better leader for the world!”**

**Leticia Soares da Costa de Mello**  
IESE MBA 2022

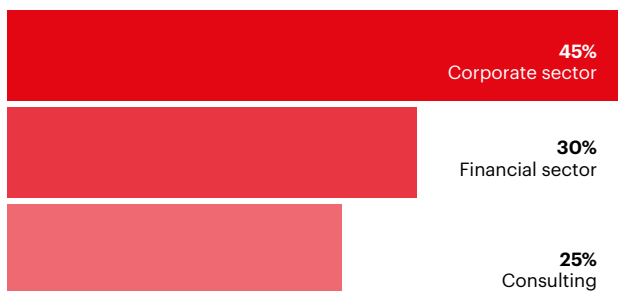


# There's no typical **MBA** student at IESE

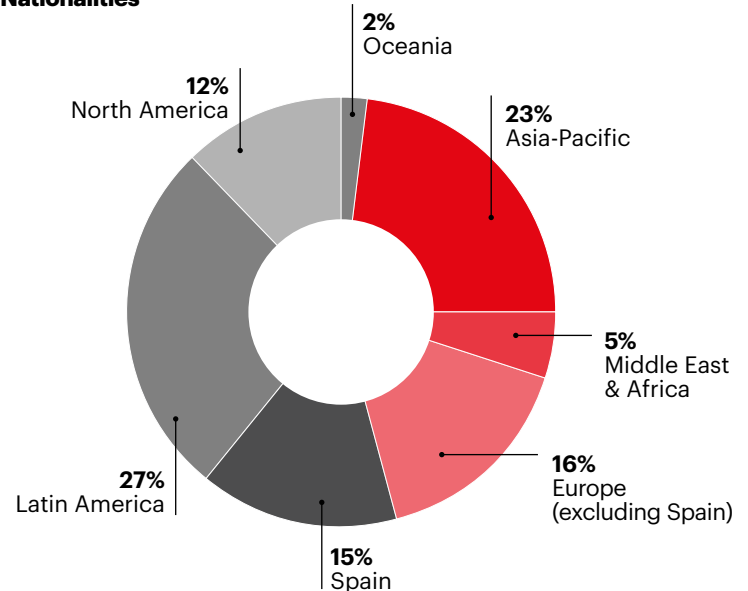
Your class will be as diverse as it is rich. Students come to us from all walks of life. Each individual is unique, yet you will all have one thing in common: reaching your fullest potential, and making your mark on our world. The best journeys are not measured in miles. They are measured in lasting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

## Typical class profile

### Pre-MBA sector



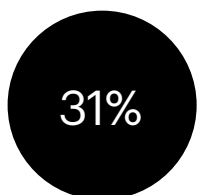
### Nationalities



## Typical student profile



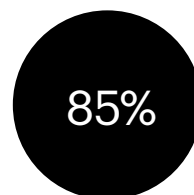
Average age



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** Entrepreneurial mindset

**5** Bilingual experience

# Customize your MBA **journey**

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.

## 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

- Doing Business in Africa
- Cross-Cultural Negotiation
- Emerging Economies
- Managing Global Operations
- Reframing the Future of Business
- Business in Brazil
- Strategy & Geopolitics
- Middle East: from Foundations to AI
- International Management



### Finance

- Corporate Finance in Emerging Markets
- ESG & Impact Investment
- International Financial Management
- Mergers & Acquisitions
- Personal Finance
- Real Estate Investments
- Corporate Restructuring
- Fintech
- Sustainable Finance
- Value Investing
- Pricing & Revenue Analytics



### Tech, Data Analytics & Digital Business

- Data Science for Business
- Digital-Driven Organizations
- Digital Commerce
- Information Visualization
- Managerial Decision Models
- MarTech: Data, Technology & Business
- Machine Learning
- Python Boot Camp for Data Analysis
- Digital Business Models
- New Technologies & Scenario Planning
- Web Scraping



### Entrepreneurship & Innovation

- Business Model Innovation
- Corporate Entrepreneurship
- Creativity & Laboratory of Ideas
- Design Thinking & Innovation
- Entrepreneurial Finance
- Innovation Strategy
- New Ventures
- Sustainable Entrepreneurship
- Acquisitions & Search Funds
- Managing Social Ventures
- Venture Capital & Private Equity



### Sustainability & Responsible Business

- What is Business for?
- Cities in Motion
- Corporate Governance
- Leading the Energy Transition

- ESG Risk Management
- ESG & Impact Investment
- Strategies for Impact
- Managing Social Ventures

- Strategic Board Governance
- Strategy & Sustainability
- Social Impact & Sustainability Consulting

\* Subject to changes. Courses offered as of September 2022.

# Program **structure**

Complete the program in 15 or 19 months, we will give you a lifetime of impact.

1ST YEAR	AUG.	SEPT.	MARCH	JUNE
	Business Spanish program	Core courses	Decide the length of your MBA program.	<b>15-month program</b> <b>Electives*</b> Summer classes will focus on Marketing, Information Systems and Entrepreneurship.
	Optional intensive classes throughout the MBA.	<b>24 Core courses</b> Learn the essentials in Finance, Marketing, Operations, Leadership and Self-Management, Decision-Making for Executives and Strategy.		<b>19-month program</b> <b>Summer internship</b> <ul style="list-style-type: none"> <li>• Corporate internship anywhere in the world.</li> <li>• Entrepreneurial experience on campus.</li> </ul>

2ND YEAR	SEPT.	DEC.	APRIL	Graduation
	<b>15-month program</b> <b>Electives* &amp; international modules or international exchange program</b> Start of Business Spanish program			
			<b>19-month program</b> <b>Electives* &amp; international modules or international exchange program</b>	

## Electives\* & international modules or international exchange program

### International modules

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

### 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)

\*More than 130 electives are available at IESE.



**15-month program**



**19-month program**





Lais Bernardes | IESE MBA '23.

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# 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.



Exposure to real-life business problems from all sectors



Gain the CEO's transversal vision of the company



Group discussions led by expert professors in the field



Practical learning vs theoretical learning



Representation of real discussions from the management sphere



Number of cases discussed during the MBA

## Examples of business cases discussed

**Amazon  
case**

**Google  
case**

**Adidas  
case**

**Marvel  
case**

**Netflix  
case**

**Spotify  
case**

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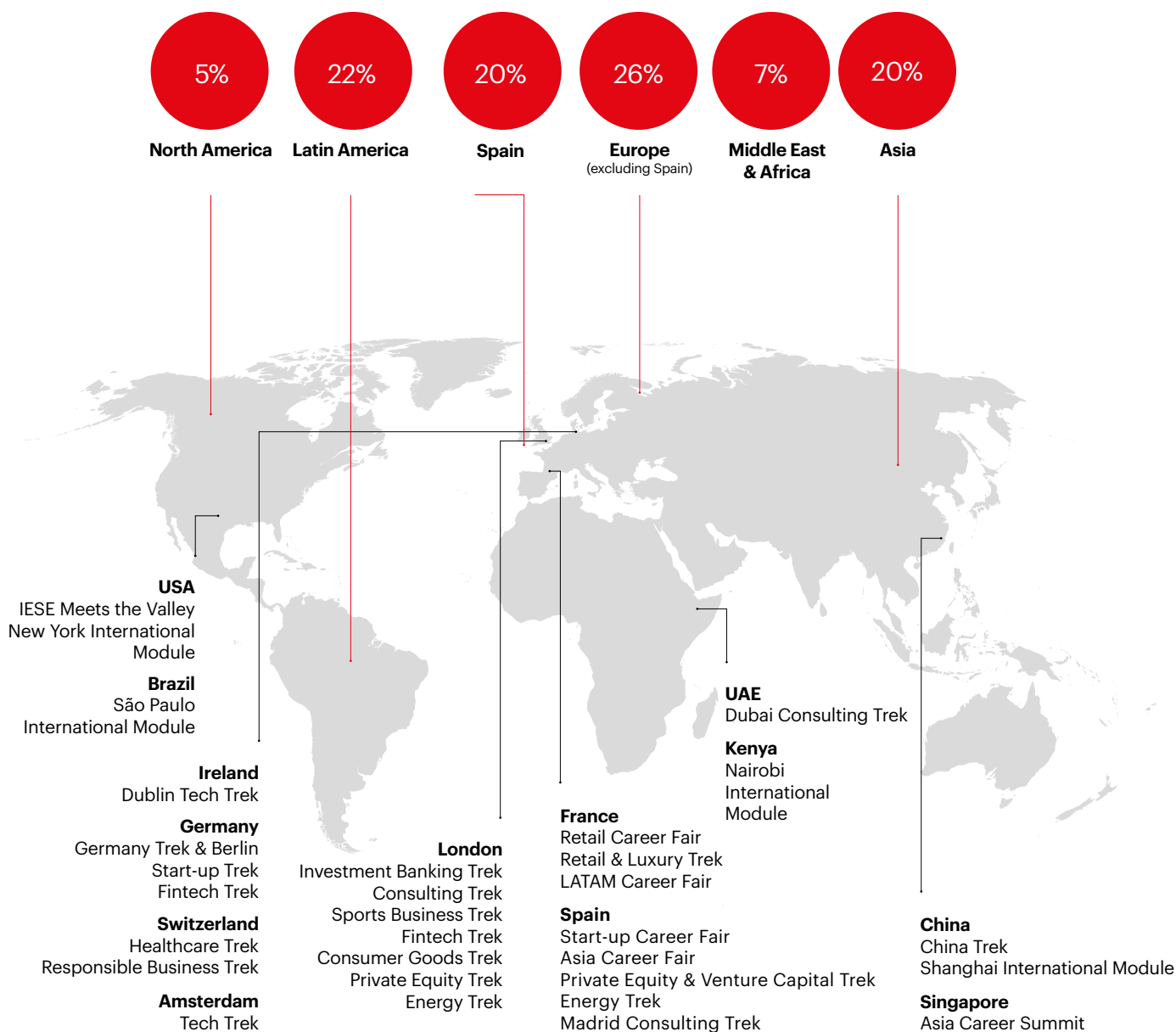


MBA students of the Class of 2022 during a Case Method discussion.

# A thriving career

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

## Full-time employment by region & recruitment events





Lorraine Morisson-Couderc | IESE MBA '23.

### Employment sectors & selected recruiters



### Career opportunities



\*Financial Times Global MBA Ranking 2022.

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# Are you ready to **begin**?

**Take your first step towards the journey of a lifetime.**

## 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.



Our associate directors, who are all IESE alumni, would be happy to have an informal chat with you to discuss your fit with the IESE MBA ([mbainfo@iese.edu](mailto:mbainfo@iese.edu)).

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## Application deadlines

For September 2023 enrollment.

### Early decision round

September 6, 2022

### Round 1

October 11, 2022

### Round 2

January 10, 2023

### Round 3

March 14, 2023

### Last round

May 2, 2023

## 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.

### Scholarships for Sept. 2021 intake

€ 23,000 average scholarship amount offered in 2021.  
40% of admitted students were offered a scholarship.  
68% of women admitted received a scholarship.

### Loans

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

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MBA Class of 2023 celebrating the end of their 1<sup>st</sup> year.

# www.iese.edu

Barcelona  
Madrid  
Munich  
New York  
São Paulo



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