EMBA
INTERNATIONAL EXECUTIVE MASTER OF BUSINESS ADMINISTRATION

#1 EMBA GLOBALLY FOR CAREER PROGRESS – 6 CONSECUTIVE YEARS

THE FINANCIAL TIMES EMBA RANKING
**Founders and benefactors of ESMT Berlin**

The ESMT Berlin EMBA is a rigorous general management program that helps you to transition from management into senior leadership roles. The program 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 ESMT’s top international faculty and industry experts through a series of in-class modules supported with online tools. The EMBA classroom is a highly interactive and experiential environment. 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.

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**EMBA 2017–2019 CLASS PROFILE**

- **Participants:** 54
- **Years Average Work Experience:** 11
- **Average Age:** 36
- **Nationalities:** 24
- **International Participants:** 65%

**Selection of Job Titles**

- CEO
- Deputy Manager
- Finance Director
- General Manager
- Global Brand and Marketing Director
- Global Key Account Manager
- Head of Business System
- Head of Corporate Strategy and Business Development
- Head of Operations and Processes
- Head of Procurement
- Head of Research Group
- IT Service Manager
- Sales and Distribution Director
- Senior Policy Advisor
- Senior Project Manager
- VP of Corporate Development

**Key Facts**

- **Part-Time Modular**
- **18 Months**
- 7 Modules in Berlin + 2 International
- **Applied Learning – A Final Project in Your Own Company**
- **International Modules**
  - Global Network Week
  - International Field Seminar
- **1800+ Alumni in 40+ Countries**
- **Focus Areas**
  - Technology & Innovation Management
  - Leadership Development
  - Business Integrity
- **English**
- **18 International Modules**
  - Global Network Week
  - International Field Seminar
- **Applied Learning – A Final Project in Your Own Company**
- **Focus Areas**
  - Technology & Innovation Management
  - Leadership Development
  - Business Integrity
- **English**
- **18000+ Alumni**
  - 40+ Countries

**Regions Represented**

- Rest of Europe 41%
- Germany 35%
- Asia/Oceania 13%
- Americas 9%
- Middle East/Africa 2%
# EMBA Curriculum Timeline

<table>
<thead>
<tr>
<th>Module</th>
<th>Start Date</th>
<th>End Date</th>
<th>Duration</th>
<th>Dates to be confirmed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Module 1</td>
<td>Oct 15 – 20</td>
<td>6 days</td>
<td></td>
<td></td>
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<tr>
<td>Module 2</td>
<td>Dec 3 – 8</td>
<td>6 days</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Module 3</td>
<td>Jan 28 – Feb 2</td>
<td>6 days</td>
<td></td>
<td></td>
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<tr>
<td>Module 4</td>
<td>April 29 – May 4</td>
<td>6 days</td>
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<tr>
<td>Module 5</td>
<td>June 17 – 22*</td>
<td>6 days (abroad)</td>
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<td></td>
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<tr>
<td>Module 6</td>
<td>Sept 9 – 21</td>
<td>13 days</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Module 7</td>
<td>Nov 18 – 23</td>
<td>6 days</td>
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</tbody>
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## 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

## Mastering Management Functions
- Operations
- Financial management and corporate finance
- Marketing management
- Business and corporate strategy
- Managing and developing people

## Global Network for Advanced Management Network Week

## Strategic International Management
- International field seminar (IFS)

### Electives:
- Bringing technology to market
- Blockchain
- Corporate governance

## Applied Learning Project (modules 5, 6, 7): Final report with faculty guidance including applied field work with your company.

**Leadership development**

Individual Leadership Development Itinerary (ILDI) 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.

## PROGRAM STRENGTHS

**APPLIED LEARNING FORMAT**

Balance your executive training with professional responsibilities. One-week modules every two months let you directly apply your new skills. Business-focused course assignments and ESMT’s unique final report structure allow you to conduct an academic project in your organization and enhance your visibility and network across departments.

**TECHNOLOGY AND INNOVATION FOCUS AREA**

Business principles are applied directly to new, innovative case studies from a variety of technology sectors ranging from solar power to aviation to the iPad. Our leading 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**

Two international modules allow you to experience business practices and societal cultures first-hand. During the Global Network Week students attend lectures at member universities around the world. In the past, EMBA participants have attended electives at AIM (Philippines), EGADE (Mexico), Fudan (China), Haas School of Business (USA), Koç (Turkey), IE (Spain), UCSD Smurfit (Ireland), World Business Council for Sustainable Development (Switzerland), and Yale SOM (USA) (advancedmanagement.net).

Additionally, the two-week ESMT International Field Seminar (IFS) adds real-world experience to conducting business abroad. The trip challenges participants to experience leading international projects inside the offices of global companies on other continents. Recent seminars took EMBA classes to Argentina, Brazil, China, Hong Kong, Malaysia, Vietnam, and more recently, South Africa. Traveling with the EMBA group allows students to become immersed in a cross-cultural dialogue and appreciate different perspectives in a variety of industries. The EMBA class experiences first-hand what it takes to lead in international business situations, while benefiting from insights gained through interpretation from ESMT faculty.

**LEADERSHIP DEVELOPMENT**

Throughout the program, you will develop and fine-tune competencies related to 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 explore various ways of making a positive impact on people, teams, and organizations.

Curriculum is subject to change. For up to date information, visit our website: www.esmt.org/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 life-long network and connections across industries
- Seek individualized career 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

EMBA ALUMNI CAREER PROGRESSION

RITA ZAHIR
EMBA ALUMNNA, MOROCCAN
Position before ESMT:
Country Division Controller – Siemens Energy Divisions, Morocco
Position after ESMT:
CFO - Siemens, Morocco

““The ESMT EMBA was an exceptional experience for both technical and soft skills. A significant portion of learning comes from class participation and group assignments. The diversity of the classmates in terms of backgrounds and fields only enhances the interaction and learning. I recommend the EMBA to anyone who wants to move up in their career and build a great network.”

HARDY MEHL
EMBA ALUMNUS, GERMAN
Position before ESMT:
Business Management Director – Basler AG, Germany
Position after ESMT:
CFO & COO – Basler AG, Germany

““This program is perfect for experienced managers who are on their way to a general manager role. The taught methods and content were immediately applicable to my organization. As an executive in an SME, this hands-on learning was extremely valuable – for me as a leader and for my company.”

APPLICATION CRITERIA AND TIMELINE

STEP 1
Initial assessment for self-funded candidates or company nomination for sponsored candidates

STEP 2
Prepare for either GMAT, GRE, GMAC Executive Assessment or choose the ESMT Admission Test

STEP 3
Complete admissions interview & ESMT Admission Test, if applicable

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
✓ Proven teamwork skills
✓ Leadership achievements and potential for high-performance career growth
✓ Excellent analytical skills

FEES AND FINANCING
The program fee is € 57,500 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.

DEADLINES
Round 1: April 5 | Round 2: July 2 | Round 3: September 3

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.

KEY QUALITIES WE LOOK FOR IN APPLICANTS
- International outlook, intercultural competence, responsible approach to business
- Proven teamwork skills
- Leadership achievements and potential for high-performance career growth
- Excellent analytical skills

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

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European School of Management and Technology GmbH

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Germany

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www.esmt.org/emba

Join us:

ESMT Berlin is accredited by:

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