MASTER’S IN MANAGEMENT (MSc)

SPECIALIZE IN:

- Business Analytics
- Finance and Investments
- Entrepreneurship and Innovation
- Global and Digital Strategy
Career management is an integral part of the MIM program with regular seminars built into the program. From day one you will start working to improve your CV and interview skills. By the end of the MIM program, you will better understand how to plan your job search strategy, navigate your own career path, build and activate your own networks and negotiate your desired salary.

**EMPLOYMENT STATISTICS AND CAREER SERVICES**

- Average salary (including bonus): €46,494
- Job offers 3 mo. after graduation: 83%
- Graduates working in Germany: 17%
- Graduates working in Europe: 68%
- Graduates working in Asia: 5%
- Graduates working in South America: 13%
- Started their own company: 33%

**EXAMPLES OF GRADUATE POSITIONS**

- **ALLIANZ** – Graduate Program (Munich)
- **DAIMLER** – Risk Analyst (Stuttgart)
- **EOS** – Technology Consultant (Munich)
- **EY** – Consultant (Munich)
- **HELLOFRESH** – BI Analyst (Berlin, startup)
- **HERE** – Product Owner (Berlin)
- **PWC** – Energy Consultant (Munich)
- **ZALANDO** – Product Supply and Merchandise Planning Assistant (Berlin)

**THE 2016 CLASS PROFILE**

- 45 STUDENTS
- 87% INTERNATIONAL
- 23 MONTHS AVERAGE WORK EXPERIENCE
- 6 WOMEN

**GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES**

- **Financial Services**: 24%
  - **ALLIANZ** – Graduate Program (Munich)
- **Automobile**: 11%
- **Consulting**: 11%
- **E-commerce**: 11%
- **Technology**: 11%
- **Consumer goods**: 5%
- **Law**: 5%
- **Media/Entertainment**: 5%

**PREVIOUS STUDIES**

- Business Studies: 33%
- Economics: 13%
- Mathematics/Natural Sciences: 13%
- Other Engineering: 13%
- Other: 13%

- Europe 40% (excluding Germany)
- Asia 22%
- Americas 15%
- Germany 13%
- Africa 7%
- Middle East 3%

"The learning experience at ESMT Berlin was very practical. It has expanded my horizons and motivated me to strive beyond my self-imposed limitations. I discovered my strengths and potential in areas that I had not been aware of. Theory studied in class is linked to real life business problems through simulations and internships."

Nelly Ogonda (Kenyan) – MIM Alumna, Working at RBC I&TS Luxembourg

28 COUNTRIES

Europe 40% (excluding Germany)

Asia 22%

Americas 15%

Germany 13%

Africa 7%

Middle East 3%

Founders and benefactors of ESMT

AIRBUS GROUP

DAIMLER

Lufthansa

McKinsey & Company

Manchester RE

SAP

Siemens

Founders and benefactors of ESMT

Austrian Post

Bosch

BCG

BBH

BDI

BBVA

Bayer AG

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA

BPMR

BHP Billiton

BBVA
Choose

MIM CURRICULUM TIMELINE

INNOVATIVE MANAGEMENT
- Global economy
- Entrepreneurship
- People management and leadership
- Negotiation dynamics
- Sustainable business

PORTFOLIO MANAGEMENT PROGRAM (OPTIONAL)

FINANCE AND INVESTMENTS
- Valuation companies
- International finance and risk management
- Entrepreneurial Finance and FinTech
- One course of another specialization

BUSINESS ANALYTICS
- Data science and data mining
- Predictive analytics
- Advanced decision analysis / Spreadsheet modeling
- One course of another specialization

CORE COURSES I
- Judgment and decision-making
- Business economics
- Financial accounting
- Financial management and corporate finance
- Marketing management
- Competitive and corporate strategy

INTERNSHIP
- You will complete an internship of up to six months with a company.
- Internships may be based in Germany or abroad.

CORE COURSES II
- Organizational behavior
- MARGA business simulation
- Global economy
- Entrepreneurship
- People management and leadership
- Negotiation dynamics

SOCIAL IMPACT PROJECT
- Work on a group assignment in an NGO, nonprofit, or a social impact project in a for-profit company.
- One course of another specialization

MASTER’S THESIS
- Thesis may be an academic project with independent study and research or applied work in a company in conjunction with academic research related to the work you are doing.

SPECIALIZATION STREAM
- Portfolio management program (optional)

PROGRAM STRENGTHS
- TWO STREAMS
- FOUR SPECIALIZATIONS

KEY FACTS
- MASTER OF SCIENCE (MSc)
- 24 MONTHS
- 6 TO 11 MONTHS PROJECT AND WORK EXPERIENCE

ENGLISH

TWO STREAMS – TAILORED TO YOUR SKILLS
An innovative, pre-experience program with two streams. One designed for creative and strategic thinkers, and one designed for quantitative decision analysts. You select your stream during the online application process. Depending on the stream, you choose one of four specializations: Business Analytics, Finance & Investment, Entrepreneurship & Innovation or Global & Digital Strategy.

Portfolio management program
Students in the quantitative business stream have the opportunity to compete in groups and actively manage a real-life portfolio over the two-year program, while being coached by experienced asset managers and faculty.

Soft skills
Seminars focusing on high-performance team building, presentation skills, leadership development and communicating in conflict situations help you develop the personal skills necessary to succeed throughout your career.

Languages
You can complete language classes at our partner institution, whether German or another strategic language, to navigate global business relationships.

Social engagement
In your second year you will work on a team based social impact project with selected NGO’s, social entrepreneurship ventures, or corporate responsibility offices.
The six-week Social Impact Project offers you the opportunity to serve as a non-profit organization, a CSR department, a social entrepreneurship venture, or a social impact project of a non-profit organization.

MIM Internship Partners:

- Allianz
- BNP Paribas
- Barclays
- Bosch
- Deutsche Bank
- Gazprom
- KPMG
- Mediteo
- OECD
- Siemens
- Solshare
- United Nations
- United Nations Foundation
- WaterAid

“Our experience with interns from the ESMT MIM program has been very positive! We often work with student interns, directly integrating them into projects so they learn the most, and have a good time. I have mentored masters and MBA students from various business schools and can say that the ESMT MIM interns are one step ahead.”

Marcio Kumagai – Market Research & Strategy Analyst at Boeing, MBA Alumnus 2013

SOCIAL IMPACT PROJECT

The six-week Social Impact Project offers you the opportunity to serve as an economic or management consultant for an organization with specific social objectives, such as a non-profit organization, a CSR department, a social entrepreneurship venture, or a social impact project of a nonprofit organization.

EXAMPLES OF RECENT SOCIAL IMPACT PROJECTS

- SOlShare – Micro-energy project in Bangladesh
- Deloitte – Assessing social innovation programs
- OECD – Measuring the cost of inaction in developing countries
- Mediteo – Developing a mobile app for health improvement

APPLICATION CRITERIA

APPLICATION REQUIREMENTS

✓ A first degree in any subject
✓ Ideally no more than 18 months of postgraduate work experience
✓ Strong quantitative skills for applicants to the Business Analytics and Finance & Investment specializations (GMAT or GRE is recommended and may be requested)
✓ TOEFL score (95 points minimum) or equivalent proof of English fluency
✓ Online application including two references and essays
✓ Individual interview in person or online

KEY QUALITIES WE LOOK FOR IN APPLICANTS

✓ Academic excellence
✓ International outlook, intercultural competency, and a responsible approach to business
✓ Potential for high-performance career growth in a global environment
✓ Willingness to learn from others
✓ Collegial behavior in high-stress situations

FINANCING OPTIONS

Most ESMT students fund their studies with a combination of personal funding, loans, and scholarships.

Loans

ESMT offers access to alumni-funded loans through Prodigy Finance. Candidates from over 150 countries can acquire loans for MIM tuition and living expenses.

Education funds

Brain Capital offers students from the EU, Canada and the USA the ability to cover tuition fees and living expenses through an innovative funding scheme.

Scholarships

ESMT offers partial merit-based scholarships based on academic merit and diversity to support highly qualified candidates.

ESMT is certified by the US department of Education to award Title IV and GI Bill loans to US citizens. Banco de Mexico partners with ESMT offering loans for Mexican students.

Internships

During your internship you may earn a monthly stipend.

Check our web site for a complete list of funding options.

PROGRAM FEES AND APPLICATION DEADLINES

The Master’s in Management program begins in late September. Graduates earn a Master of Science in Management degree (120 ECTS credits).

The application rounds are:

Round 1: March 31*
Round 2: May 31
Round 3: August 1

Applications received in earlier rounds are given priority consideration for admission and scholarships. Decisions are generally announced within four weeks of deadlines. Visit our web site to begin the online application.

MIM tuition: €25,000 (€6,250 per semester)

*Admitted applicants who submit their completed MIM application by the March 31 deadline will benefit from a €2,000 tuition reduction

The MIM tuition covers all seminars, selected teaching materials, orientation, and career support.