MASTER’S IN MANAGEMENT (MSc)

SPECIALIZE IN:

· Business Analytics
· Finance and Investments
· Entrepreneurship and Innovation
· Global and Digital Strategy
KEY FACTS

- Full-time
- 24 months
- English
- 2 tracks
- 4 specializations
- 6 to 10 months integrated project and work experience

PROGRAM STRENGTHS

Two tracks – tailored to your skills
An innovative, pre-experience program with two tracks. One designed for creative and strategic thinkers, and one designed for quantitative decision analysts. You select your track during the online application process. Depending on the track, you choose one of four specializations: Business Analytics, Finance & Investments, Entrepreneurship & Innovation or Global & Digital Strategy in the second year.

Portfolio Management Program (PMP)
Selected students have the opportunity to work in groups and actively manage a real-money portfolio of 3 million Euros during the two-year program, while being coached by experienced asset managers and faculty. Students are trained as financial analysts in the first year and as portfolio managers in the second year. You take over the responsibility of further developing a strategy to allocate and manage the funds.

Career Development
In the first year, you gain up to six months of practical experience in a German or international company. In your second year, you will work on a team based Social Impact Project with a selected NGO or social venture.

Soft skills
Seminars focusing on building high-performance teams, presentation skills, consulting skills, verbal and written business communication skills and stakeholder management help you develop the personal skills necessary to succeed throughout your career.

Languages
You will complete language classes either in German or another strategic language to navigate global business relationships. Students receive a free account on “Babbel”: an e-learning language platform.

THE 2018 CLASS PROFILE

- 92 students
- 79% international
- 23 average age
- 38% women
- 4 months average work experience

32 nationalities:
- Australia
- Austria
- Bangladesh
- Belgium
- Brazil
- Canada
- Chile
- China
- Colombia
- Denmark
- Ecuador
- Egypt
- France
- Germany
- India
- Indonesia
- Italy
- Kenya
- Mexico
- Netherlands
- Nigeria
- Norway
- Pakistan
- Poland
- Romania
- Russia
- Spain
- Switzerland
- Taiwan
- United Kingdom
- United States
- Venezuela
- Zimbabwe

Previous studies:
- Business/Management: 47%
- Accounting/Finance: 11%
- Engineering: 14%
- Economics: 7%
- Humanities/Arts: 5%
- Social Sciences: 3%
- Computer Science: 3%
- Law: 7%
MIM CURRICULUM TIMELINE

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

Marketing management
MARGA business simulation

Work on a group assignment in an NGO, nonprofit, or a social impact project in a for-profit company.

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.

SOCIAL IMPACT PROJECT

Work on a group assignment in an NGO, nonprofit, or a social impact project in a for-profit company.

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.

GLOBAL NETWORK WEEK
advancedmanagement.net

- Matchmakers in digital economy
- The human factor of innovation
- Startup challenge
- Design thinking
- Entrepreneurial finance

- Matchmakers in digital economy
- Strategic international management
- Global challenges
- Digital marketing
- Digital innovation and entrepreneurship

- Data science for analytics
- Predictive analytics/machine learning
- Risk modeling with spreadsheets
- Advanced decision making tools
- Value chain analytics

- Investments (Portfolio theory and asset pricing)
- International finance and risk management
- Entrepreneurial finance and fintech
- Portfolio management seminar
- Advanced finance

- Matchmakers in digital economy
- Strategic international management
- Global challenges
- Digital marketing
- Digital innovation and entrepreneurship

- Data science for analytics
- Predictive analytics/machine learning
- Risk modeling with spreadsheets
- Advanced decision making tools
- Value chain analytics

- Investments (Portfolio theory and asset pricing)
- International finance and risk management
- Entrepreneurial finance and fintech
- Portfolio management seminar
- Advanced finance

INTERNSHIP

The MIM includes significant in-company experience through an internship in Germany or abroad. ESMT collaborates with global corporations, mid-size companies and startups to help source internships for MIM students. The Career Services team works with you to find the right opportunity and guide you through the application process.

RECENT MIM STUDENT INTERNSHIPS

- ALLIANZ SE – working in business development and strategy
- BOSCH – working in product management and sales
- DAIMLER FINANCIAL SERVICES – working in risk management
- HELIX COGNITIVE COMPUTING GMBH – working in blockchain research
- MERCK KGAA – working in the Innovation Center
- RIMOWA – working in CRM for e-Commerce & Retail
- ROCKET INTERNET SE – working in international finance
- ZALANDO – working in B2B marketing

SOCIAL IMPACT PROJECT

The five-week Social Impact Project is a highlight of the MIM program. It offers you the opportunity to apply the business tools you acquire during the program to working for an organization with specific social objectives, such as a non-profit organization, a CSR department, a social entrepreneurship venture, or a for-profit organization. The Social Impact Project is applied fieldwork with the goal of developing well-rounded, socially conscious graduates.

EXAMPLES OF RECENT SOCIAL IMPACT PROJECTS

- UNITED NATIONS DEVELOPMENT PROGRAM, LESOTHO
  Developing inclusive business ecosystem initiatives in Africa
- DHL CORPORATE CITIZENSHIP, INDIA
  Identifying potential opportunities as well as obstacles for a collaboration with SDS Children Villages in India
- BEAN VOYAGE, COSTA RICA
  Optimizing operations and marketing processes for a coffee bean processing and distribution startup

Curriculum is subject to change. For up-to-date information, visit our website www.esmt.org/mim

* Certain track electives may be prerequisites for some specializations

Choose

Track electives *

- Economics of innovation and new technology
  + two track electives
- Entrepreneurship
- Global economy
- Operations and supply chain
- Valuation
- People management and leadership

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EMPLOYMENT STATISTICS AND CAREER SERVICES

Career management is an integral part of the MIM program with regular seminars built into the program schedule. From day one you will start working to improve your CV and interview skills. You will take part in company presentations and visits, as well as the annual ESMT Career Fair.

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. In addition, every student receives a premium account on LinkedIn.

Examples of Companies Recruiting on Campus:
- Accenture Interactive
- Adidas Allianz
- Amazon Bayer
- BMW Daimler AG
- Deutsche Post DHL Group
- E.ON
- Foodora
- HelloFresh
- HERE
- KPMG
- Munich RE
- Raisin

The MIM 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 | Final Round: July 31

Program fees and application deadlines

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The application rounds are:
Round 1: March 31 | Final Round: July 31

Applications received in earlier rounds are given priority consideration for admission and scholarships. ESMT Admissions operates a rolling process and decisions are generally announced every second week. Visit our website to begin the online application.

Check our website for the most recent updates on international options.

THE 2015–17 GRADUATING CLASS

- Average salary (including bonus): €47,758
- Job offers 3 months after graduation: 
  - Graduates working in Germany: 5% 
  - Graduates working in Middle East: 8%
- Started their own company: 18%

GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES

<table>
<thead>
<tr>
<th>Industry</th>
<th>Positions Accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>11%</td>
</tr>
<tr>
<td>E-Commerce</td>
<td>18%</td>
</tr>
<tr>
<td>Technology</td>
<td>18%</td>
</tr>
<tr>
<td>Chemical Industry/Pharma</td>
<td>11%</td>
</tr>
<tr>
<td>Energy</td>
<td>6%</td>
</tr>
<tr>
<td>Consumer Goods</td>
<td>6%</td>
</tr>
<tr>
<td>Financial Industry</td>
<td>6%</td>
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<tr>
<td>Automotive</td>
<td>6%</td>
</tr>
<tr>
<td>Travel industry</td>
<td>3%</td>
</tr>
</tbody>
</table>

EXAMPLES OF GRADUATE POSITIONS

- AUDI – Procurement Officer (Ingolstadt)
- BASF – Reporting Specialist (Berlin)
- MCKINSEY & COMPANY – Consultant (Munich)
- MERCEDES-BENZ BANK – Risk Manager (Stuttgart)
- MOBAIR – Junior Sales Manager (Berlin, startup)
- PROCTER & GAMBLE – Product Supply Manager (Frankfurt)
- WAYFAIR – Category Associate (Berlin)
- ZALANDO – Pricing Analyst (Berlin)

INTERNATIONAL OPTIONS

DOUBLEDegree

Spend your first year at ESMT Berlin and your second at Yale School of Management, before submitting your dissertation at ESMT Berlin. Applications for the Yale program will only be accepted after enrollment at ESMT and admission is not guaranteed. Successful candidates will earn a MIM from ESMT and a Master of Management Studies in Global Business and Society from Yale.

EXCHANGE

ESMT is currently in discussions with potential exchange partners in Canada, China and the UK. The exchanges will allow you to add an international academic component to your MIM degree.

Please check esmt.org/mim for the latest updates on international options.

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 & Investments 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 funds, loans, and scholarships.

Scholarships

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

Lending opportunities

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

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.

Title IV and GI Bill loans are available to US citizens who study at ESMT.

Banco de Mexico and FIDERH partner with ESMT offering loans for Mexican students.

Special funding options are also available for nationals of other countries. For more information, visit our website.

Internships

During your internship you may earn a monthly stipend.

Check our website for a complete list of funding options.

PROGRAM FEES AND APPLICATION DEADLINES

The MIM tuition: €25,000 (paid in three installments over two academic years)

The application for the MIM program begins in late September. Graduates earn a Master of Science in Management degree (120 ECTS credits).

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