MASTER’S IN MANAGEMENT (MSc)

SPECIALIZE IN:

- Business Analytics
- Finance and Investments
- Entrepreneurship and Innovation
- Global and Digital Strategy
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.

Founders and benefactors of ESMT
MIM CURRICULUM TIMELINE

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

· Judgment and decision-making
· Business economics
· Financial accounting
· Financial management and corporate finance
· Organizational behavior
· Competitive and corporate strategy

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

· Economics of innovation and new technology
· The human factor of innovation
· Startup challenge
· Design thinking
· Entrepreneurial finance

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.

Master’s Thesis

· Consultancy skills
· Project management

RECENT MIM STUDENT INTERNSHIPS

Amazon – working in project management

BMW – working in sales and marketing

DHL – working in logistics strategy

EY – working in performance improvement

SAP – working in analytics product management

SPECIALIZATION

PORTFOLIO MANAGEMENT PROGRAM (optional)

· Advanced statistics
· Operations and supply chain
· Econometrics
· Investments (Portfolio theory and asset pricing)

· Global economics
· Entrepreneurship
· People management and leadership
· Negotiation
· Sustainability

· Strategic international management
· Global challenges
· Digital disruption and business models
· 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

· Valuation
· International finance and risk management
· Entrepreneurial finance and fintech
· Portfolio management seminar
· Advanced finance

· Global and digital strategy

· Marketing management
· MARGA business simulation

· Entrepreneurship and innovation

· Soft skills workshops: Building high performance teams
· Personal effectiveness in business presentations
· Intercultural business communication
· Consulting skills
· Project management

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

Combined core (required)

Innovative management track

Quantitative business track

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

SOCIAL IMPACT PROJECT

The six-week Social Impact Project offers you the opportunity to apply the business tools acquired during the MIM program and 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 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

Audi AG, Germany – Analyzing the strategy of future sustainability projects at Audi

Lotus Fund, Vietnam – Impact assessment project for social startup investments

Microenergy, Peru – Improving the value chain of mini power grids in rural areas

PWC, Athens – Using success factors of Berlin startups to grow the Greek entrepreneurship scene

United Nations, Kenya – Evaluating a current UN Habitat in South Sudan

INTERNSHIP

The MIM includes significant in-company experience through an internship in Germany or abroad. ESMT has agreements with many business partners to provide opportunities for MIM students. The Career Services team will work with you to find the right internship partner either in a global corporation, a mid-size company or a startup.
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 the 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.

**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)

"ESMT Berlin taught me to work with an interdisciplinary approach through practical case studies and internships, which allows me to apply my learnings to real-world business problems. I discovered my personal area of specialization while developing my capabilities and soft skills. The international and high-quality learning environment introduced me to new viewpoints and motivated me to strive beyond my limitations. ESMT’s network provides great opportunities to get in touch with global companies and helped me start my career as a consultant.”

Eşra Kırukçu (Turkish) – MIM Alumna, working at Accenture, Munich
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