MBA
FULL-TIME MASTER OF BUSINESS ADMINISTRATION

#13 GLOBALLY AND #1 IN GERMANY
BLOOMBERG BUSINESS WEEK INTERNATIONAL RANKING 2016
ESMT Berlin’s Career Services are fully integrated into the MBA experience. Beginning with career mapping, and ending with recruitment, the Career Services team helps students determine their next career move, achieve their goals, and implement their career plan.

**Examples of recruiting companies over the last three years:**

- Accenture
- Allianz
- Amazon
- B.Braun
- Boeing
- Deloitte Digital
- Deutsche Bahn
- DHL
- E.ON
- Enphase Consulting
- EY
- HelloFresh
- HERE
- Hitit
- Homburg & Partner
- Johnson & Johnson
- Knorr-Bremse
- KPMG
- Larsen & Toubro
- Lazada Ventures
- McKinsey
- Microsoft
- Mitsubishi Fuso
- OC&C Strategy Consultants
- PwC
- Raisin
- Software AG
- Telenor
- Trianel
- TÜV Rheinland
- Volvo
- Wayfair
- Westwing Home and Living

**Regions represented**

- Europe 35%
- Asia 29%
- Latin America 22%
- North America 9%
- Africa/Middle East 5%

**Examples of job titles after graduation**

- Business Director
- Senior Consultant
- Transportation Operations Manager
- CEO / Founder
- Manager Digital Strategy and Digital Transformation
- Senior Manager
- Business Development Manager
- Associate Director Medical Affairs
- Head of IT
- Product Owner

**Job locations after graduation**

- Germany 76%
- Rest of Europe 3%
- Africa 3%
- Americas 12%
- Asia 12%

**Average salary (including bonus)**

- €91,797

**Job offers 3 mo. after graduation**

- Europe 83%
- Rest of Europe 74%
- Asia 63%
- Latin America 60%
- North America 37%

**Changed job function**

- Europe 37%
- Rest of Europe 36%
- Asia 34%
- Latin America 33%
- North America 33%

**Start their own company**

- Europe 7%
- Rest of Europe 3%
- Asia 3%
- Latin America 3%
- North America 5%

**Examples of job titles after graduation**

- Business/Management
- Engineering
- Natural Sciences
- Economics
- Law

**Industry sectors**

- Business/Management
- Engineering
- Natural Sciences
- Economics
- Law

**The 2017 Class Profile**

- 65 students
- 6.5 years average work experience
- 95% international
- 30 average age
- 35% women
Leadership and personal development

The ESMT Berlin MBA is not only about business. You focus on personal soft-skills development and learn to build successful and rewarding international teams. Our small class size ensures that you constantly reflect on your experiences while receiving personalized, constructive feedback and sharpening leadership skills along the way.

Networking in Berlin and beyond

Our Career Services Center organizes recruitment events, company presentations, and company visits in Germany. Master Classes along with individual mentoring and coaching sessions provide leadership skills enhancing your personal career development.

Technology and innovation management track

Business principles are applied directly to new, innovative case studies from a variety of technology sectors. Electives cover the entire innovation value chain from idea generation to commercializing innovation. Through the school’s Entrepreneurship Club, you will be connected to Europe’s most vibrant startups in Berlin’s hub of entrepreneurial thinking.

Global sustainable business focus

Intercultural immersion and development is part of every module. You study business and culture firsthand during the optional two-week field seminar. Past destinations include: China, Mexico, Japan, Korea, and South Africa. Electives include: Business Experiments and Sustainable Supply Chains. The school’s Social Impact Club connects you with NGOs and social entrepreneurial ventures implementing innovative approaches to global problems.

Program Strengths

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Global Network for Advanced Management

ESMT is a member of GNAM, which promotes project work between students as part of a global team. During the Global Network Weeks students can attend lectures and courses at other member universities around the world. Network members include: AIM (Philippines); EGADE (Mexico); FGV-EAESP (Brazil); Fudan (China); IE (Spain); INCAE (Costa Rica); IIMB (India); Koç (Turkey); LBS (Nigeria); Pontifica (Chile); UCD (Ireland); Yale SOM (USA).

www.advancedmanagement.net

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Program Curriculum Timeline

January
- General management in context
  - Economic thinking
  - Macroeconomics
  - Business ethics
  - Introduction to general management
  - Managerial analysis and decision making
  - Quantitative methods
  - Sustainable business: the triple bottom line

May
- Integrated business thinking
  - Managing and developing people
  - Corporate finance
  - Business and corporate strategy
  - Entrepreneurship

JANUARY – DECEMBER
- Leadership and personal development
- Technology and innovation management track
- Global sustainable business focus

Optional Pre-MBA Courses:
- September to December
  - Intensive German language courses
  - Online quantitative classes
  - On-campus networking opportunities
  - Career Services session

Technology, sustainability and general management electives*
- Transformation of the energy system
- Innovation and new product development
- Sustainable supply chain management
- Strategic leadership: innovation and execution
- Bringing technology to market
- Business experiments
- Organizing for innovation
- Design thinking
- Cybersecurity
- Behavioral marketing

Integrated business thinking
- Managing and developing people
- Corporate finance
- Business and corporate strategy
- Entrepreneurship

International field seminar (elective)

Career Services: Transitions in Practice Seminars
- One-on-one meetings with career coaches
- Leadership Competence Development
- Building high-performance teams
- Intercultural competency
- Giving corporate presentations
- Career plan development
- Personal branding
- Storytelling
- Company visits throughout Germany
- Interview skills workshop with corporate HR representatives
- Case interview preparation
- On-campus recruitment activities
- Consulting in international teams
- Interviews and career development
- Consulting project
- Final report
- Startup challenge
- Client management coaching
- 360° feedback
- Leadership storytelling
- Coping with post-MBA challenges

*Partial listing of electives. Some are offered jointly with the EMBA program.

Key Facts

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ESMT has one of the world’s most diverse faculty educated at some of the most prestigious business schools and universities – Harvard, Cornell, Columbia, INSEAD, LBS, Humboldt Universität, and Freie Universität Berlin, to name a few. They produce cutting-edge research including over 90 cases in our collection. The cases continue to win awards across Europe and ESMT is the only German business school distributing cases through Harvard Business Publishing. These activities promote excellence in the classroom where students benefit from an impressive student to faculty ratio.

ESMT is home to four research centers: The Center for Financial Reporting and Auditing (CFRA); The Center for Leadership Development Research (CLDR); The Center for Sustainable Business (CSB); German Technology Entrepreneurship Center (GTEC), as well as the Digital Society Institute (DSI). ESMT currently has seven chaired professorships.

Visit the faculty and research section of our website for links to recent publications and more information about our faculty and research centers.

APPLICATION CRITERIA

✓ Three years of professional, postgraduate experience
✓ An undergraduate degree or equivalent professional qualification
✓ Strong GMAT or GRE and TOEFL scores or equivalent for non-native speakers
✓ Completed online application including two references
✓ interview either in person or via Skype

KEY QUALITIES WE LOOK FOR IN APPLICANTS

✓ International outlook, intercultural competence, responsible approach to business
✓ Proven teamwork skills in stressful situations
✓ Leadership potential for high-performance career growth in a global environment
✓ Willingness to learn from others in a collegiate environment
✓ Excellent analytical skills

ESMT Berlin’s MBA is an excellent investment in your future. The Financial Times ranks the MBA #2 globally for value for money. On average, our graduates earn more than double the tuition fees during the first year of employment following the program. Most students fund their studies with a mix of personal funds, loans, and scholarships.

Scholarships: Supported by our 25 corporate founders, ESMT offers partial scholarships to support top MBA applicants. ESMT also offers a very limited number of full tuition scholarships based on academic merit and financial need, primarily through the Kofi Annan Business Schools’ Foundation and the Allianz Scholarship Fund.

Loans: ESMT offers access to alumni-funded loans through Prodigy Finance or the unique scheme from Brain Capital.

ESMT is approved by the US Department of Education for Title IV student loans and GI Bill benefits.

MBA tuition: €43,500*

* These fees include the cost of books and cases. They do not include travel to and from the optional international field seminar and Global Network exchanges.

FINANCING YOUR MBA

ESMT Berlin is a member of: ESMT Berlin is accredited by:
ESMT European School of Management and Technology GmbH

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