

ESMT European School of Management and Technology  
together with  
The Kofi Annan Business Schools Foundation  
present



The Kofi Annan  
Fellowship  
2015

for outstanding  
leadership potential  
from developing countries

# Executive summary

## What is the Kofi Annan Fellowship

A fellowship grant for an emerging leader from a developing country for a 22 month Master's in Management (MIM) or one-year full-time MBA degree in Berlin, Germany.

## Purpose

To make significant contributions to least developed countries (LDCs) and landlocked developing countries (LLDCs); to strengthen the awareness for responsibility in leadership in developed countries.

## Partner

ESMT European School of Management and Technology in cooperation with the Kofi Annan Business Schools Foundation in The Hague, Netherlands.

## When

The MIM program starts in September of each year with a final application deadline of June 30. The MBA program begins in January of each year with a final application deadline of September 30.

## Sponsorship

ESMT invites donors and sponsors to help with funds.

## Requirements

MIM applicants should have a bachelor's degree focusing in STEM (science, technology, engineering or math) or a degree showing advanced abilities in quantitative subjects. Also required are GMAT, less than two years of work experience and proficient English skills.

MBA applicants should have a bachelor's degree of any kind, a minimum of three years of professional experience, GMAT, and proficient English skills.

All applicants should have a willingness to contribute to building the economy and society of the home country with entrepreneurial impetus.

## Support

Travel, visa, housing, insurance, placement, networking.

## Financials

The value of the fellowship is € 50,000 for MIM students and € 58,000 for MBA students. Fellows will have a full scholarship from ESMT plus fair compensation for travel and accommodation costs, and program related fees.

# What is the Kofi Annan Fellowship all about?

The Kofi Annan Fellowship provides the opportunity for talented and motivated students from developing countries, who do not belong to a privileged class and lack sufficient financial means, to study management at ESMT in Berlin and graduate with a prestigious MBA or MSc from the most international business school in Germany.

Upon return to their home countries, the Fellows are expected to contribute to the strengthening of entrepreneurial capacity and the fostering of a stable market economy as an effective catalyst for their country's development, job creation, and poverty alleviation.

ESMT will scout for these talents, select them, provide preparation if needed; give fair compensation for expenses like travel, accommodation, and program fees; and guide the Fellows through their stay at the School. After graduation, ESMT will offer support to the Fellows in starting their new careers and building a network among the Kofi Annan alumni.

Under the umbrella of the Kofi Annan Business Schools Foundation, ESMT is joining forces with associated European business schools to create a scalable number of successful Kofi Annan Fellowships.

Your involvement would be highly appreciated.



**Wulff Plinke,**  
Founding Dean, ESMT



**Nick Barniville,**  
Director, Degree Programs, ESMT

# The Kofi Annan Fellowship for obtaining an ESMT Master's in Management (MIM)

## Overview

The MIM is a 22-month, pre-experience program, designed to teach students how to enhance analytical and technological skills, developed in undergraduate work, and use them in an applied business management setting. The program is designed for students from a STEM (science, technology, engineering, or mathematics) background who have little or no work experience.

ESMT awards Fellowships on the basis of an applicant's previous academic education and a motivation letter that demonstrates both social responsibility and a clear business orientation.

A Kofi Annan Fellowship for a MIM student at ESMT has a value of € 50,000 and covers full tuition fees and course materials in addition to a living stipend of € 1,000 per month, during the on-campus portion of the MIM program. The Fellowship also covers one round-trip plane ticket to Berlin from the Fellow's home. Fellowships can be awarded only after a candidate has been admitted to the ESMT MIM program (i.e., applicants must also complete the ESMT MIM application online before being considered for a Fellowship).

## Are there conditions after completing the Fellowship?

After graduation, Fellows are expected to commit to returning to their home countries or regions to participate for at least three years in the development of the local or regional economy. Assistance with placement will be given by ESMT.

## Who should apply?

Applicants are residents of one of the UN-listed LDCs, LLDCs, or of Palestine. Up-to-date country lists can be found at [www.unohrrls.org/en/lldc/related/62](http://www.unohrrls.org/en/lldc/related/62) and [www.unohrrls.org/en/lldc/39](http://www.unohrrls.org/en/lldc/39).

Other countries will be considered by the Kofi Annan Business Schools Foundation upon request. Applications are encouraged from candidates who hold a bachelor's degree with a background in STEM or students with any first university degree displaying strong interest and advanced abilities in quantitative subjects. All applicants are required to take the GMAT (Graduate Management Admission Test) before gaining admission to the ESMT MIM program.<sup>1</sup>

## How to apply?

Applications are only accepted online via ESMT's website. Potential applicants may also submit a CV for a preliminary check to determine whether they are eligible to apply. The application deadline for the MIM is June 30.

## How many Fellowships?

Up to five at ESMT.

## Further information

Please visit ESMT's website for further information about the ESMT MIM program. Any specific questions can be addressed to [admissions.degrees@esmt.org](mailto:admissions.degrees@esmt.org), or made by telephone to the ESMT admissions team at +49 30 21231 1400.

## Learn more at

[www.esmt.org/mim](http://www.esmt.org/mim)

<sup>1</sup> A limited number of GMAT fee waivers is available to candidates who can demonstrate financial need. Please contact [admissions.degrees@esmt.org](mailto:admissions.degrees@esmt.org).

# The Kofi Annan Fellowship for obtaining an ESMT Full-time MBA

## Overview

ESMT's one-year Full-time MBA program is a management acceleration program aimed at early to mid-career professionals with at least three years of professional experience.

ESMT awards Fellowships on the basis of an applicant's previous academic education and a motivation letter that demonstrates both social responsibility and a clear business orientation.

A Kofi Annan Fellowship for an MBA student has a value of € 58,000 and covers full tuition fees and course materials in addition to a living stipend of € 1,000 per month for the duration of the MBA program. The fellowship also covers one round-trip plane ticket to Berlin from the Fellow's home. Fellowships can be awarded only after a candidate has been admitted to the ESMT MBA program (i.e., applicants must also complete the online application before being considered for a Fellowship).

## Are there conditions after completing the Fellowship?

After graduation, Fellows are expected to commit to returning to their home countries or regions to participate for at least three years in the development of the local or regional economy. Assistance with placement will be given by ESMT.

## Who should apply?

Applicants are residents of one of the UN-listed LDCs, LLDCs, or of Palestine. Up-to-date country lists can be found at [www.unohrlls.org/en/ldc/related/62](http://www.unohrlls.org/en/ldc/related/62) and [www.unohrlls.org/en/lldc/39](http://www.unohrlls.org/en/lldc/39).

Other countries will be considered by the Kofi Annan Business Schools Foundation upon request.

Applications are encouraged from candidates who hold at least a bachelor's degree from any academic discipline and demonstrate three years of post-graduate professional experience. All applicants are required to take the GMAT (Graduate Management Admission Test) before gaining admission to the ESMT Full-time MBA program.<sup>1</sup>

## How to apply?

Applications are only accepted online via ESMT's website. Potential applicants may also submit a CV for a preliminary check to determine whether they are eligible to apply. The application deadline for the MBA is September 30.

## How many Fellowships?

Up to five at ESMT.

## Further information

Please visit ESMT's website for further information about the ESMT Full-time MBA program. Any specific questions can be addressed to [admissions.degrees@esmt.org](mailto:admissions.degrees@esmt.org), or made by telephone to the ESMT admissions team at +49 30 21231 1400.

## Learn more at

[www.esmt.org/mba](http://www.esmt.org/mba)

<sup>1</sup> A limited number of GMAT fee waivers is available to candidates who can demonstrate financial need. Please contact [admissions.degrees@esmt.org](mailto:admissions.degrees@esmt.org).



# ESMT Kofi Annan Fellows 2011–2014



Sherzod Abudjabborov, Tajikistan



Tauseef Afzal, Pakistan



Dilnesahu Atiye, Ethiopia



Ernest Kwame Gyimah, Ghana



Suan Jui Baecli, Guatemala



Malati Khadka, Nepal



Berlinda Mkanganwi, Zimbabwe



Khanyisa Mtombeni, South Africa



Bevin Ngara, Zimbabwe



Doreen Nkansah, Ghana



Nodir Nurimbetov, Uzbekistan



Sona Rostomyan, Armenia

Berlinda Mkanganwi



“December 16, 2011 had been a red-letter day on all our calendars since our arrival, marking the end of a journey officially launched in January 2011. I would like to share with you some insight on how this journey unfolded for us this year. Being an entrepreneurial leader requires three things: courage to try something new and push boundaries; resourcefulness in finding solutions; and stamina to do what needs doing.

Often leaders must go the extra mile for the defenseless and voiceless who cannot thank or repay. Henry Ford once said a business that makes nothing but money is a poor business. We learnt how seriously ESMT takes this during a business simulation. Working in teams, our goal was to run fishing businesses in a specific catchment area. We invested, traded, planned, and outsmarted each other. At the end, we made much money, but there were no fish left in the sea.

When I was young, my mother told me something that I believe explains why many of us came on this journey. She told me that I was born with my fists clenched because I was holding all the gifts that God had given me, and that my life’s job is to open my hands. There are two lessons in this: first, that each of us has unique gifts that come as seed to be nurtured. Second, that just as an apple tree bears apples not for itself but for others, these gifts are given to us but do not belong to us; they are meant for others.”

From the graduation speech of Berlinda Mkanganwi, Kofi Annan Fellow and ESMT MBA graduate 2011

# ESMT European School of Management and Technology

## Profile

ESMT European School of Management and Technology was founded in 2002 by 25 leading global companies and business associations.<sup>1</sup> It is a truly international business school, based in Berlin and has a distinct European focus. ESMT offers excellence and innovation through rigorous academic research, high quality teaching, and a practice-oriented approach to business education.

ESMT focuses on three main topics: leadership and social responsibility, European competitiveness, and the management of technology. It offers a Master's in Management (MIM), full-time MBA, executive MBA, as well as open enrollment and customized executive education programs. ESMT's campus is located in the historical center of Berlin with an additional location in Schloss Gracht near Cologne. ESMT and its programs are accredited by AACSB, AMBA, and FIBAA.

Learn more at

[www.esmt.org](http://www.esmt.org)

## Mission

ESMT develops entrepreneurial leaders who think globally, act responsibly, and respect the individual. With a heritage rooted in European values and the potential of technology, ESMT develops and imparts new knowledge to foster sustainable economic growth.

## Dedication to responsible leadership

ESMT considers sustainability and responsible leadership essential components of a 21st century business education. In 2009, ESMT inaugurated the E.ON Chair in Corporate Responsibility and in 2010 the EY Chair in Governance and Compliance. ESMT has signed the United Nations Principles for Responsible Management Education (PRME) and is a member of the Global Network for Advanced Management (GNAM) as well as the European Academy of Business in Society (EABIS). ESMT awards an annual prize for Responsible Leadership that is given to an outstanding person with a demonstrated track record of responsible leadership who can serve as a role model for future leaders in society.

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<sup>1</sup> The companies are: Allianz, Axel Springer, Bayer, BCG The Boston Consulting Group, BDA, BDI, BMW, Bosch, Daimler, Deutsche Bank, Deutsche Post, EADS, E.ON, GAZPROM Germania, HypoVereinsbank UniCredit Group, KPMG, Lufthansa, MAN, McKinsey & Company, MunichRE, RWE, SAP, Siemens, Deutsche Telekom, ThyssenKrupp.



# The Kofi Annan Business Schools Foundation

## Initiative

The Kofi Annan Business Schools Foundation is a joint initiative of the Public Advice International Foundation (PA International), Vlerick Leuven Gent Management School (Vlerick), Hogeschool Utrecht University of Applied Sciences (HU), ESMT European School of Management and Technology, Berlin, BSL Business School Lausanne, Nova School of Business, Lisbon, and Koç University Graduate School of Business, Istanbul.<sup>1</sup>

Learn more at

[www.kofiannanbusinessschool.org](http://www.kofiannanbusinessschool.org)

## Mission

The Kofi Annan Business Schools Foundation aims to stimulate local entrepreneurship by creating a new generation of innovative and socially responsible entrepreneurs in developing countries through tailor-made and practice-oriented study programs.

The initiative is an implementation of the UN Millennium Development Goals project and directly

contributes to the targets of achieving full and productive employment and decent work for all, integrating the principles of sustainable development, and creating global partnerships for development in cooperation with the private sector.

The objective of the Foundation for the coming years is to expand the number of business schools associated with the Foundation and to find more companies and industries willing to become business partners and sponsors of the Foundation from a corporate social responsibility (CSR) perspective in order to provide more opportunities for more talented students.

The associated business schools, in close cooperation with the business sector, aim to create a platform that will actively stimulate the exchange of knowledge and best practices with small and medium-sized enterprises in Europe, Africa, Asia, and Latin America in order to generate innovative business solutions that can contribute to economic growth and poverty alleviation in developing countries.



“The Kofi Annan Business Schools Foundation aims to strengthen the relationship between (entrepreneurial) individuals, institutions, and companies in Europe and in the South for the benefit of societies across the world.”

Hans van Ginkel, Chairman of the Board, Kofi Annan Business Schools Foundation

<sup>1</sup> The board members of the Kofi Annan Business Schools Foundation are Prof. Dr. Hans van Ginkel (chairman), Catia Batista, Dr. Geri Bonhof van der Waals, Burçak Çullu, Prof. Dr. Philippe Haspeslagh, Dr. Katrin Muff, Prof. Dr. Wulff Plinke. Executive secretary to the board is Dr. M.J. van Breene.

## Request for financial support

ESMT supports the Kofi Annan Fellowship initiative because of the social impact which the Fellows can have. Fellows can make a significant contribution to those countries that need effective support most. This initiative fits perfectly to ESMT's values and services.

ESMT educates up to ten Fellows per year. The Fellows connect with the other students in the class. Each class benefits greatly from the Kofi Annan Fellows – by learning from their perspectives and values when solving managerial issues, thus strengthening the awareness for responsibility in leadership. The catalytic effects are strong. In addition, the Fellows connect with Kofi Annan Fellows of other schools

in the Foundation. This network of alumni Fellows will create mutual support by exchanging experiences and knowledge and gain mutual benefits from each other and from the schools in the Foundation.

ESMT needs the support of donors and sponsors for this charity initiative. Our proposition is that ESMT gives a full scholarship, i.e., does not charge any tuition to the Fellow. The School should not incur additional expenses for an individual Fellow. The marginal (direct) costs for this program are requested to be sponsored by social responsibility initiatives.

Marginal (direct) cost	MIM	MBA
Fees*	€ 5,000	€ 9,000
Living cost	€ 12,000**	€ 12,000
Travel, insurance, logistics, etc.	€ 8,000	€ 8,000
<b>Total amount of fundraising request for a Fellowship grant</b>	<b>€ 25,000</b>	<b>€ 29,000</b>
Tuition, sponsored by ESMT or third parties	€ 25,000	€ 29,000
Total value of Fellowship per Fellow	€ 50,000	€ 58,000

### Value for donors and sponsors

Sponsors are cordially invited to use the Kofi Annan Fellowship for their CSR portfolio of activities. ESMT will support sponsors through close collaboration and communication activities. The Fellows can be invited by the sponsor to cooperate with the sponsor in various dimensions, in particular in building a sustainable relationship with the respective country.

ESMT appreciates donations of any size.

Account information:

Deutsche Bank AG

Account no.: 077304403

Bank code: 100 700 00

IBAN: DE10 1007 0000 0077 3044 03

BIC: DEUTDEBBXXX

All donations will be tax deductible.

\* Items include international field studies, learning materials, office supplies, food and drink.

\*\*Based on € 1,000 per month during the campus-based portion of the MIM program.

# Annex

## Least developed countries

### Africa (34)

- 1 Angola
- 2 Benin
- 3 Burkina Faso <sup>1</sup>
- 4 Burundi <sup>1</sup>
- 5 Central African Republic <sup>1</sup>
- 6 Chad <sup>1</sup>
- 7 Comoros <sup>2</sup>
- 8 Democratic Rep. of the Congo
- 9 Djibouti
- 10 Equatorial Guinea
- 11 Eritrea
- 12 Ethiopia <sup>1</sup>
- 13 Gambia
- 14 Guinea
- 15 Guinea-Bissau <sup>2</sup>
- 16 Lesotho <sup>1</sup>
- 17 Liberia
- 18 Madagascar
- 19 Malawi <sup>1</sup>
- 20 Mali <sup>1</sup>
- 21 Mauritania
- 22 Mozambique
- 23 Niger <sup>1</sup>
- 24 Rwanda <sup>1</sup>
- 25 São Tomé and Príncipe <sup>2</sup>
- 26 Senegal
- 27 Sierra Leone
- 28 Somalia
- 29 South Sudan
- 30 Sudan
- 31 Togo
- 32 Uganda <sup>1</sup>
- 33 United Republic of Tanzania
- 34 Zambia <sup>1</sup>

### Asia (14)

- 1 Afghanistan <sup>1</sup>
- 2 Bangladesh
- 3 Bhutan <sup>1</sup>
- 4 Cambodia
- 5 Kiribati <sup>2</sup>
- 6 Lao People's Democratic Rep. <sup>1</sup>
- 7 Myanmar
- 8 Nepal <sup>1</sup>
- 9 Samoa <sup>2</sup>
- 10 Solomon Islands <sup>2</sup>
- 11 Timor-Leste <sup>2</sup>
- 12 Tuvalu <sup>2</sup>
- 13 Vanuatu <sup>2</sup>
- 14 Yemen

### Latin America and the Caribbean (1)

- 1 Haiti <sup>2</sup>

## Landlocked developing countries

### Africa (15)

- 1 Botswana
- 2 Burkina Faso <sup>3</sup>
- 3 Burundi <sup>3</sup>
- 4 Central African Republic <sup>3</sup>
- 5 Chad <sup>3</sup>
- 6 Ethiopia <sup>3</sup>
- 7 Lesotho <sup>3</sup>
- 8 Malawi <sup>3</sup>
- 9 Mali <sup>3</sup>
- 10 Niger <sup>3</sup>
- 11 Rwanda <sup>3</sup>
- 12 Swaziland
- 13 Uganda <sup>3</sup>
- 14 Zambia <sup>3</sup>
- 15 Zimbabwe

### Asia (10)

- 1 Afghanistan <sup>3</sup>
- 2 Bhutan <sup>3</sup>
- 3 Kazakhstan
- 4 Kyrgyzstan
- 5 Lao People's Democratic Rep. <sup>3</sup>
- 6 Mongolia
- 7 Nepal <sup>3</sup>
- 8 Tajikistan
- 9 Turkmenistan
- 10 Uzbekistan

### Europe (4)

- 1 Armenia
- 2 Azerbaijan
- 3 Republic of Moldova
- 4 The Former Yugoslav Republic of Macedonia

### Latin America (2)

- 1 Bolivia
- 2 Paraguay

[www.unohrlls.org/en/ldc/related/62/](http://www.unohrlls.org/en/ldc/related/62/)

<sup>1</sup> Also LLDC

<sup>2</sup> Also Small Island Developing State (SIDS)

<sup>3</sup> Also LDC

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