AN MBA
OUT OF THE ORDINARY
INTERNATIONAL MBA
<table>
<thead>
<tr>
<th>TABLE OF CONTENTS</th>
<th>PAG</th>
</tr>
</thead>
<tbody>
<tr>
<td>QUICK FACTS</td>
<td>4</td>
</tr>
<tr>
<td>THE IE STORY</td>
<td>6</td>
</tr>
<tr>
<td>INTERNATIONAL RECOGNITION</td>
<td>8</td>
</tr>
<tr>
<td>TOP 10</td>
<td>10</td>
</tr>
<tr>
<td>THE IE INTERNATIONAL MBA</td>
<td>12</td>
</tr>
<tr>
<td>THE IMBA PROGRAM</td>
<td>16</td>
</tr>
<tr>
<td>DIVERSITY 3.0</td>
<td>32</td>
</tr>
<tr>
<td>THE IE IMBA FACULTY</td>
<td>40</td>
</tr>
<tr>
<td>ENTREPRENEURIAL THINKING</td>
<td>46</td>
</tr>
<tr>
<td>CAREERS</td>
<td>52</td>
</tr>
<tr>
<td>ADMISSION</td>
<td>64</td>
</tr>
<tr>
<td>FINANCIAL AID</td>
<td>66</td>
</tr>
</tbody>
</table>
QUICK FACTS

Format: Full-time
Length: 1 year
Intakes: September, January
Languages of Instruction: English and Spanish
Campus: Madrid

Student Profile:
Unconventional thinkers with an average of 5 years of work experience:

- 90% International students with more than 70 nationalities
- 60% Have non-business or economics degrees
- 29 Average age
Program Features:

- 40% customizable
- Comprehensive Professional Fitness program
- Business Impact & Start-up Labs
- Beyond-Business Courses
- Dual Degree options, Consulting Projects, 150 Electives, International Exchanges, Venture Lab, language classes and other options

Careers:

- 90% of students employed within 3 months after graduation
- 50+ Company presentations on campus per year

Application Deadline:

Rolling Admission

Financial Aid:

40% of Master Degree candidates receive financial assistance

URL: www.ie.edu/international-mba
Blog: news.imba.ie.edu
In 1973, three visionary entrepreneurs found Instituto de Empresa in Madrid. The MBA and Executive MBA are born.

Ten years later, IE inaugurates its International MBA with 5% international students, and the Entrepreneurship Department is founded to build entrepreneurial thinking among all students.

The school creates the IE Foundation and Alumni Association with the aim of fostering relationships among alumni and promoting research on management topics.
By the end of the 1990s, IE has entered the top 25 business schools in the world and has partnerships, such as the Sumaq Alliance, with nearly 100 prestigious business schools on five continents.

In the early 2000s the International MBA increases its international student population to 35%, and IE builds one of the world’s first MBA programs with online and offline learning.

In 2006 IE University opens to serve undergraduates from around the world, and the IE Law School opens a year later.

IE is now a top-ranked hub for international business students and features 31 different Master programs. More than 500 international faculty members teach 6,500 students from 90 different countries in IE’s undergraduate, Master, Doctoral, and Executive Education courses. IE’s urban campus comprises 20 buildings in central Madrid, and there are 28 IE country offices around the world. More than 50,000 alumni hold management positions in more than 100 countries.
INTERNATIONAL RECOGNITION

IE has undergone four decades of rapid growth and is now recognized by the international press as one of the world’s leading business schools.
### IE Business School Rankings

<table>
<thead>
<tr>
<th>#</th>
<th>Category</th>
<th>Ranking</th>
<th>Publisher</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>5th</td>
<td>European Business Schools</td>
<td>in Europe</td>
<td>Financial Times</td>
<td>December 2015</td>
</tr>
<tr>
<td>1st</td>
<td>Online MBA Programs</td>
<td>Worldwide</td>
<td>Financial Times</td>
<td>March 2015</td>
</tr>
<tr>
<td>4th</td>
<td>MBAs</td>
<td>in Europe</td>
<td>Financial Times</td>
<td>January 2016</td>
</tr>
<tr>
<td>4th</td>
<td>Master in Finance</td>
<td>Worldwide</td>
<td>Financial Times</td>
<td>June 2015</td>
</tr>
<tr>
<td>6th</td>
<td>MBAs</td>
<td>Worldwide</td>
<td>América Economía</td>
<td>May 2015</td>
</tr>
<tr>
<td>3rd</td>
<td>Business Schools</td>
<td>Worldwide</td>
<td>The Aspen Institute</td>
<td>September 2011</td>
</tr>
</tbody>
</table>

IE Business School is fully accredited by the world’s leading accreditation bodies:

- AMBA
- AACSB
- EQUIS
TOP 10: WHY CHOOSE THE INTERNATIONAL MBA AT IE BUSINESS SCHOOL
**1 INTERNATIONAL RECOGNITION**
A top-ranked MBA program at one of the best European Business Schools

**2 BOOST YOUR CAREER**
Become your own strategic career manager through our Professional Fitness Program

**3 CUSTOMIZE YOUR MBA**
Personalize your education by selecting the optimal courses for you

**4 GO BEYOND YOUR BOUNDARIES**
Be part of a classroom made up of unconventional thinkers like yourself and explore in a truly diverse environment

**5 IMPLEMENT YOUR IDEAS**
Develop your entrepreneurial thinking in order to transform and create

**6 SEE PAST YOUR OWN PERSPECTIVE**
Empower your lateral thinking and challenge the status quo

**7 LEAD THE RIGHT WAY**
Enhance your Behavioral Fitness by strengthening your leadership, interpersonal and critical thinking skills

**8 LEARN SOLID BUSINESS**
Reinforce your business acumen and build a unique set of competencies in both traditional and more visionary courses

**9 TAP INTO A GLOBAL NETWORK**
300 on-campus events per year, 86 student clubs, more than 50,000 alumni, 80 alumni chapters and more than 200 annual events around the world

**10 LIVE MADRID**
Enjoy a cultural experience in the capital of Spain and learn Spanish, the third most common business language in the world
The last decade has seen countless new opportunities and challenges in the business world. Expanded connectivity, smart technologies, and increasing lifespans are changing how we think about work. What’s more, companies are becoming more global than ever before, and demographic changes are shifting economic power. More than ever, business leaders must be adaptable problem solvers with a high degree of cultural intelligence.

To effectively prepare students for this world, the IE International MBA works like a hothouse: an environment tailored to the needs of individuals to accelerate their personal growth.

IMBAs discover their shared values and collective strengths as a global community by embracing unconventional thinking. They know that cultural differences are something to be celebrated.

In addition, professors who are experts in their fields, plus a streamlined core curriculum in business fundamentals, give students a foundation in entrepreneurial thinking that will be indispensable in their future careers.
Barnaby Ferrero
Italian/British
STEP OUTSIDE YOUR COMFORT ZONE
1. THE PROGRAM
The IE International MBA is designed for those who can think outside the box and challenge conventional thinking. To increase your competitiveness, in just one year the program helps you act upon your ideas and offers ongoing feedback that focuses on you and your individual career aspirations. IE’s innovative pedagogy pushes traditional classroom boundaries in order to be most effective and relevant to you and your career in an evolving world of business.

To help you develop faster, 40% of the program can be tailored to your individual personal and professional goals. Furthermore, the program emphasizes important universal skills, such as critical thinking, communication, and collaboration.

The IE International MBA encourages all students to develop their entrepreneurial thinking so that they can be competitive in any industry or new venture.
IE’s streamlined Core Period is founded on business fundamentals, but to give IE students an edge over other MBA graduates, the curriculum also includes courses in Innovation and Design, Critical Management Thinking, and Entrepreneurship.

1. DEVELOPING AN ENTREPRENEURIAL MINDSET
   - Entrepreneurial Mindset
   - Entrepreneurial Venturing

2. MASTERING BUSINESS FUNDAMENTALS
   - Financial Accounting
   - Managerial Economics
   - Managerial Decision Making
   - Managerial Accounting
   - Corporate Finance

3. INTEGRATING GENERAL MANAGEMENT PERSPECTIVES
   - Marketing Management
   - Leading People & Teams
   - Strategy
   - Operations Management

4. THINKING BEYOND BUSINESS
   - Innovation in a Digital World
   - Critical Management Thinking
   - Business, Government & Society
After the Core Period, you will choose one of two accelerated Labs directly matching your own professional goal: do you want to create maximum impact within an existing company or do you want to start your own business? The highly innovative Lab Period marks a disruptive approach to business education by fostering integrative thinking and experiential, project-based learning. The idea is to enrich the core curriculum with uniquely packaged, relevant and hands-on material not commonly found in an MBA curriculum.

In the Business Impact Lab, you focus on developing your integrated skills and cross-disciplinary management perspective to be ready to create real impact from day one in any organization you will join post-MBA. You acquire the tools to question the status quo and to implement transformational ideas in a corporate setting. There are real challenges by real companies, but your solutions may be anything but ordinary. Critical knowledge areas include...

- Corporate Entrepreneurship
- Corporate Business Model Innovation
- Mastering the Big Data Challenge
- Strategy Implementation
- Change Management
- Corporate Governance and Board Dynamics
In the **Start-up Lab**, you will be immersed in an incubator-like atmosphere together with other peers who want to start their own venture. Real entrepreneurs know that a start-up consists of a series of experiments with painful trial-and-error iterations. In this Lab, we prepare you for this challenge in a hands-on, inspiring and safe learning environment. It is the catalyst that will help you excel later in the Venture Lab during the Elective Period. Critical knowledge areas include...

- Navigating the Start-up Ecosystem
- Mastering the Entrepreneur’s Toolkit
- Start-up Mechanics & Entrepreneurial Readiness
- From Zero to Product: Towards an MVP
- Growth Hacking & Generating Market Traction
- From Bootstrapping to Series A Funding

For students interested in social responsibility and social enterprise, there is also a Social Impact Lab option available.
THE ELECTIVE PERIOD*

Do you want to keep studying or do you want to act? Do you want to keep working on an inner transformation or do you want to keep exploring? During the elective period, you’ll find:

- **Initial choice of 150 Electives Courses:** Cluster your electives based on your individual interests and career focus.

- **Consulting Projects:** Take advantage of IE’s partnership with the Wharton School of Business and consult with a company, or take part in our own competitive IE Consulting Project.

- **Long Exchanges (World Unplugged):** Maximize your learning at one of our partner schools around the world for 3 months or 1 week.

- **Global Network Week or Short Exchanges:** Learn side-by-side with students from other elite business schools as part of a short exchange option or the the Global Network for Advanced Management convened by Yale University.

- **IMBA in Practice:** Put your learning to work in a 7 to 10 week-long internship. Depending on the intake, internships can also take place during the lab period.
· **Social Impact Project**: Undergo a transformative leadership development program while gaining consulting experience in South Africa, Peru or Brazil

· **Venture Lab**: Incubate your start-up idea and get face-time with our global network of investors

Your learning culminates in a final Integrative Exercise in front of a faculty jury. You may choose a final case study, a business management simulation, or your Venture Lab or Social or Business Impact Project.

After the Integrative Exercise, a select group of students will go on to participate in IMBA Unplugged, which includes, among other things, long exchange options, a post-academic internship or dual-degree and 1+1 options at Yale, MIT, Brown, Tufts and other IE master programs.

* Availability and timing of customization options during the program are subject to change and can depend on specific intakes
To focus on your individual career aspirations, you will be enrolled in a Professional Fitness program once a week, in parallel to the required core components of the International MBA at IE. Professional Fitness contains two unique elements: Career Fitness and Behavioral Fitness.

These two elements are vital to work on your post IMBA plans from all angles, as besides an effective career strategy, adequate behaviors and soft skills will need to be developed to further increase your competitiveness in the business world.

CAREER FITNESS

To equip you with the necessary toolkit and career strategy to succeed in an increasingly complex and competitive job market, IE has developed a unique Career Fitness stream. It focuses on 5 milestones. Some of the corresponding activities include:
1. CAREER CHAMPIONS:
   • Get inspired by leading career speakers’ insights
   • Success stories and tips from IMBA Alumni

2. PERSONAL BRANDING:
   • Define your professional objectives
   • Develop a framework for successful career strategy implementation
   • Leverage your strengths to make a radical career change.

3. NETWORKING FOR SUCCESS:
   • Using social media to advertise your personal brand
   • LinkedIn as a job search tool
   • Connect for success and target the hidden market

4. THE COMPLETE HR PROCESS:
   • How to crack competency based interviews: what recruiters want
   • Climb the ladder of the most competitive recruitment processes
   • MBA Leadership Development programs

5. CAREER TARGETING:
   • Interviewing Boot Camps
   • Industry dedicated days: panels and company presentations
   • Geographical updates and hot regions to work at
BEHAVIORAL FITNESS

Leading yourself and others is fundamentally about behavior; and behaviors happen moment by moment across every workday. Well-trained behaviors are what will drive your own performance, the performance of your teams, and ultimately your career.

Ask any senior manager, entrepreneur, or recruiter about professional success and they’ll say that beyond being good at your specific area of work, success is driven by the quality of the behaviors and attitudes that you bring to your work.

Behavioral Fitness is an integrated leadership training program designed to help you develop a foundation of the critical behaviors necessary to support your long-term professional success. No one becomes physically fit by going to the gym for a few days, and no professional should expect to be behaviorally fit by spending a few hours learning about skills like listening, teamwork, or decision making. It takes focus and practice day after day, moment by moment.

BEHAVIORAL FITNESS ROAD MAP

The Behavioral Fitness training is designed to turn your time in the International MBA into a “gym” where you practice new and more productive workplace behaviors. It is about transforming yourself, and it is also about learning how to lead others to do the same.
**CORE PERIOD**

**Business Acumen**
20 weeks

**DEVELOPING AN ENTREPRENEURIAL MINDSET**

**MASTERING BUSINESS FUNDAMENTALS**

**INTEGRATING GENERAL MANAGEMENT PERSPECTIVES**

**THINKING BEYOND BUSINESS**

**SEPTEMBER 2015 INTAKE:** Sep - Feb

**JANUARY 2016 INTAKE:** Jan - Jun

**PROFESSIONAL FITNESS**

**LANGUAGES CLASSES**

1 YEAR

*Availability and timing of customization options during the program are subject to change and can depend on specific intakes.*
ELECTIVE PERIOD
13 Weeks
You will be able to cluster your electives according to your career goals
EXPAND YOUR CULTURAL INTELLIGENCE
DIVERSITY 3.0

The Most Potent Fertilizer for Unconventional Thinkers

IE recruits students that embrace unconventional thinking and have unique talents. At IE Business School, we believe that unconventional thinking should be embraced as sticking to the same old patterns will only lead to the same old results.
However, as new ideas and new ways of thinking don’t just leap fully-formed out of the ground, they, and the minds that produce them, need nurturing. During the IE International MBA these nutrients come in form of the diversity found on campus.

At IE Business School we believe that real diversity means more than a collection of flags from around the world. To form an ecosystem where IMBAs can benefit from the expertise of their peers, your classes will not only be filled with talents from more than 70 countries, but the diversity that you will encounter goes beyond simple geographic and cultural differences to generate a rich atmosphere of critical thinking, mutual growth, and strong, shared values.

To get an idea of this type of diversity, a possible workgroup at IE could consist of:

**Celine Salman**
28, American/Lebanese
She is an architect with design and project management experience in the hospitality and food & beverage industries. She has lived in DC, NYC, Dubai and Beirut and is a trained dancer and fitness instructor. She is looking to grow in corporate hospitality or to shift into real estate development.

**Nir Hindi**
34, Israeli
“Entrepreneurs are the artists of the business world” is his favorite quote. He started his first company during his bachelor degree and continued doing so during the years. Entrepreneurship, Technology, Art and Business are the subjects he likes to mix. After the MBA, equipped with more tools, he plans to be involved in the global start-up ecosystem.
Sherif Seif El Nasr
30, Egyptian/Canadian
He is a Math and Statistics Major with a career in the financial markets in Dubai. In line with his passion and lifestyle of health, fitness and nutrition, through IE’s famous Venture Lab he is starting his own business in the health & nutrition industry that will launch in Dubai.

Pier Spinazze Andrea
28, South African
He is a doctor having spent a year in plastic and trauma surgery. He has studied in Italy, UK and the US. He has climbed Mount Kilimanjaro and cycled from Sudan to Kenya and is thinking of changing careers.

Amalia Carvajal Sardi
27, Italian/Colombian
An Art History and Marketing double major, Amalia worked at a museum and an auction house before focusing on marketing, first as a communications specialist and afterwards as an external consultant.

Sarah North
25, American
She has professional experience in production and an educational background in economics and accounting. She was a professional dancer for several years and travelled through South America while teaching dance. She is looking for a career change.

Federica Ilaria Fornaciari
25, Italian
She has a degree in Business Administration and a MSc in Marketing. She spent a big part of her academic and professional career abroad, specializing in Retail and Go-to-Market strategies for the Luxury Industry, and working as a Consultant and a PMM in e-commerce. She loves to sing and play piano in her free time.
YOUR CLASS PROFILE

GENDER RATIO

30% Female 70% Male

AGE

29 Average

80% Age range 26-33

WORK EXPERIENCE

5 YEARS AVERAGE

NATIONALITIES

70-75%

INTERNATIONAL STUDENTS

90-92%

UNDERGRADUATE DEGREES

40% Business + Economics

60% Engineering, Sciences, Information Technology, Social Sciences, Law, Others
GEOGRAPHIC DISTRIBUTION

INDUSTRY SECTORS

20% Financial Services
20% Industry, Energy And Construction
15% Consulting
15% Consumer Goods
15% Technology, Telecom
10%
3%
4%
5%
6%
7%
8%
9%
10%
11%
12%
13%
14%
15%
16%
17%
18%
19%
20%
21%
22%
23%
24%
25%
26%
27%
28%
29%
30%
31%
32%
33%
34%
35%
36%
37%
38%
39%
40%
41%
42%
43%
44%
45%
46%
47%
48%
49%
50%
51%
52%
53%
54%
55%
56%
57%
58%
59%
60%
61%
62%
63%
64%
65%
66%
67%
68%
69%
70%
71%
72%
73%
74%
75%
76%
77%
78%
79%
80%
81%
82%
83%
84%
85%
86%
87%
88%
89%
90%
91%
92%
93%
94%
95%
96%
97%
98%
99%
100%

North America
Latin America
Europe
Asia
Africa & Middle East

15%
25%
35%
15%
10%

Business + Economics
Engineering, Sciences, Information Technology, Social Sciences, Law, Others
Media, Entertainment
Industry, Energy And Construction
Consulting
Government, NGOs
Pharma, Biotech, Health
Technology, Telecom
Law, Auditing and Tax
SHARE EXPERIENCES, GAIN KNOWLEDGE
THE IE IMBA
FACULTY

A VITAL
INGREDIENT

IE’s international faculty are experts in their fields. They come from
diverse professional and academic backgrounds and will help you
grow and maximize your potential.

To learn more about your future faculty, please visit

www.ie.edu/business-school/faculty-research
www.theotherside.blogs.ie.edu

- 93% Ph.D.
- 47% International
- 33% Women
JOSEPH PISTRUI

• Marketing management career in the consumer products industry, mostly with Bristol-Myers Squibb
• Ph.D. in Strategic Management and Entrepreneurship from Universidad Autonoma de Barcelona
• Member of the Duke Corporate Education Global Learning Resource Network

GAYLE ALLARD

• Economist, JP Morgan
• Ph.D. in Economics, University of California at Davis, USA
• Appearances on TV networks such as Aljazeera, Bloomberg, CNTV (China), Russia Today, reviewing topics on Spain’s economy

PARIS DE L’ETRAZ

• President, Amazing Lab AG, Madrid, Zurich
• Ph.D. Management Sciences, Esade Business School
• Recently did a TEDx talk in Madrid on his trajectory as an investment banker turned business school professor and entrepreneurs mentor

ROLF STROM-OLSEN

• Fulbright scholar and SSRC fellow in Spain
• Ph.D. in History from Northwestern University
• Obtained a master’s degree in advanced composition in classical music at the Royal College of Music

GAILE ALLARD

• Economist, JP Morgan
• Ph.D. in Economics, University of California at Davis, USA
• Appearances on TV networks such as Aljazeera, Bloomberg, CNTV (China), Russia Today, reviewing topics on Spain’s economy

PARIS DE L’ETRAZ

• President, Amazing Lab AG, Madrid, Zurich
• Ph.D. Management Sciences, Esade Business School
• Recently did a TEDx talk in Madrid on his trajectory as an investment banker turned business school professor and entrepreneurs mentor

ROLF STROM-OLSEN

• Fulbright scholar and SSRC fellow in Spain
• Ph.D. in History from Northwestern University
• Obtained a master’s degree in advanced composition in classical music at the Royal College of Music

JOSEPH PISTRUI

• Marketing management career in the consumer products industry, mostly with Bristol-Myers Squibb
• Ph.D. in Strategic Management and Entrepreneurship from Universidad Autonoma de Barcelona
• Member of the Duke Corporate Education Global Learning Resource Network
3. FACULTY

ERIK SCHLIE
- Senior Manager, PwC
- Ph.D. in Management Studies, University of Cambridge, UK
- Associate Dean of the International MBA
- Savors the finest of food and wine from all countries represented in the IMBA

CRISTINA CRUZ
- Ph.D. in Business Economics and Quantitative Methods, Carlos III University (Madrid)
- Head of the Entrepreneurship Department, IE Business School
- Member of the research team of the Global Entrepreneurship Monitor, the largest single study of entrepreneurial activity in the world

CATERINA MOSCHIERI
- Holds the UK International Capital Market Association Certificate for Fixed Income and Derivatives
- Ph.D. in Strategic Management, IESE Business School
- Her research has been featured or cited in the Financial Times, Forbes, and the IMF World Economic and Financial Surveys

MAX OLIVA
- Development Director of the Emerging Leaders Program International at Tenaris
- Design Thinking degree, Stanford Graduate School of Business
- Co-founder of The Hub Madrid, a network of places for social innovators to interact
Catherine Moschieri
• Holds the UK International Capital Market Association Certificate for Fixed Income and Derivatives
• Ph.D. in Strategic Management, IESE Business School
• Her research has been featured or cited in the Financial Times, Forbes, and the IMF World Economic and Financial Surveys

Daniel Blake
• Fellow, Niehaus Center for Globalization and Governance, Princeton University, 2010-2011
• Ph.D. Political Science, Ohio State University, 2010
• Senior Fellow, Program in Statistics and Methodology, Dept. of Political Science, Ohio State University

Lee Newman
• Engagement Manager, McKinsey & Company
• Ph.D. in Psychology and Computer Science, University of Michigan, USA
• Completed two Master degrees in Management and in Technology Policy at MIT simultaneously
YOUR MINDSET DETERMINES WHAT IS POSSIBLE
ENTREPRENEURIAL THINKING
THRIVE IN ANY CONDITIONS

Entrepreneurial Thinking is the combination of action, passion, and vision—values that are necessary for dynamic leaders whether they are creating a company or creating change in an existing one.

IMBAs know how to connect these principles and how to find the right balance in any scenario.
WHAT ARE ENTREPRENEURIAL MINDS LIKE?
They...

VISION:
... imagine possibilities
... see business as a fluid and adaptable process
... want to expand their world

ACTION:
... seize opportunities
... sacrifice in order to solve problems
... manage risks with discipline

PASSION:
... love what they do
... strive for self-actualization
... desire to make a difference
In addition to entrepreneurial thinking, IMBAs possess the skills and business acumen that allow them to...

- Speak languages of multiple disciplines, connected with deep understanding of at least one field
- Connect to others with empathy
- Build effective cross-functional and cultural teams
- Lead conversations by asking the right questions

Marta Herrero
Spanish
COMMUNICATE INFORMATION AND CONVICTIONS WITH SKILL

THINK CRITICALLY IN ALL CIRCUMSTANCES

APPRECIATE AND ACCOMMODATE DIVERSE CULTURAL NORMS

KNOW HOW TO FILTER AND PRIORITIZE INFORMATION

HAVE THE STOMACH FOR CONFLICT AND UNCERTAINTY

Punardeep Chopra
Indian/Spanish
CHALLENGE YOURSELF
CAREERS

YOU BRING THE TALENT, WE HELP YOU PUT IT TO WORK

When you leave the IE International MBA, you will be proficient in the fundamentals of business. You will also have the interpersonal skills and cultural intelligence to navigate the increasingly complex world of international business. What’s more, you will have a foundation in entrepreneurial thinking that you can use to bring meaningful change to existing companies or to create new ventures.
THE CORPORATE WORLD

IE’s Career Management Center provides the resources to pursue your individual career goals towards the corporate world.

The Career Management Center has achieved the following results for all IE schools:

- 90% of students secure a job 3 months after graduation
- 3,500+ companies worldwide recruited IE students
- 6,000+ job positions managed during a year
- 60+ company presentations on campus per year
- 1,500+ company interviews per year
Judy Wairimu
Kenyan
Some of the Services offered by the **Career Management Center** include:

- Personalized Career Advising
- Industry Specific Advisors
- Company Presentations and Networking Opportunities:
  - Annual International Talent Forum and 60+ company presentations per year
  - CV BOOK for direct recruitment from top companies
  - Job bank with full-time job listings and internships
  - Access to leading online career tools*
- Membership in prestigious career service associations and alliances
  - MBA Career Services & Employer Alliance (MBA CSEA)
  - MBA Career Services for Working Professionals Alliance (MBA CSWP)
  - EFMD (European Foundation for Management Development) Career Services Steering Committee
*Online Career Tools:

**Vault:** The world’s leading source of Career Intelligence

**Workmaze:** Key information about top MBA recruiters

**MBA Exchange:** Professional development programs for MBAs

**InterviewBay:** Online mock interviews and job application reviews

**Going Global:** Resources for international career transitions

**Career Leader:** An integrated career self-assessment based on interests, motivators and skills

**Vmock:** State of the art online, instant resume feedback application. It helps you to improve your resume and put your best foot forward.

**WANT TO LEARN MORE?**

Visit [www.careers.blogs.ie.edu](http://www.careers.blogs.ie.edu) or check out our Placement Report
THE START-UP WORLD:

With respect to your career as an entrepreneur, IE’s Entrepreneurship & Innovation Center will place you one step closer towards the right idea through mentoring, resources, and initiatives.

Since its founding in 1973, the passion for entrepreneurship has always been at the core of IE Business School. Today, more than 1,500 IE students receive training each year in Entrepreneurial Management. Moreover, we are an opinion leader in entrepreneurship research and have founded a number of ongoing innovative initiatives, such as Pasion>ie, Spain Start-up co-investment Fund, Comprometi2.0, and the Wayra Madrid Boot-Camp and the Spain Start-up & Investor Summit.

IE’s entrepreneurial spirit has materialized in Area 31, the school’s private in-house incubation space. Depending on the nature of the project itself, IE offers a number of options and services to its students and alumni:

- VENTURE LAB
- KNOWLEDGE INCUBATOR
- VENTURE NETWORK
- IE’S ALUMNI INCUBATOR
- VENTURE DAYS
Student entrepreneurs at IE have the privilege of working with 12 dedicated entrepreneurship professors and more than 100 alumni and other mentors from Madrid and beyond. Many of these mentors are successful entrepreneurs or have senior positions in large companies. What’s more, Area 31 is the full-time home to several companies and investors.

Family businesses are also common among IE students, and there are opportunities to exchange ideas and best practices in the IE Family Business Club and courses such as Family Venture or Entrepreneurship in Family Businesses.

Venture Days

Our entrepreneurs all have a chance to compete in our regular Venture Days in Madrid, Shanghai, Sao Paolo, Mexico, Providence, Berlin, Tokyo, Lisbon*, and many others around the world.

* Cities are subject to change.
IE IS THE FIRST BUSINESS SCHOOL IN THE WORLD TO INTEGRATE AN ENTREPRENEURSHIP MODULE AS A REQUIRED COURSE FOR MBA STUDENTS.

IE WORKS TOGETHER WITH THE €40 MILLION SPAIN START-UP CO-INVESTMENT FUND.

DID YOU KNOW?
15% of IE Business School students set up their own companies.

venture lab trips
To Silicon Valley, Israel, and NYC.

area 31
Accommodates up to 100 start-ups annually.

venture network
A series of events connecting start-ups and investors in Madrid, Barcelona, Bogota, Helsinki, and Tel Aviv.

ie venture day
Start-ups have raised over €12 million and hired over 120 full-time employees between 2010 and 2013.

Want to learn more?
Visit www.ie.edu/entrepreneurship/
SUCCESS STORIES

Some of our IMBA Heroes around the world include:

- **SARA BENEROSO**
  
  Spain
  
  International CRM Manager
  
  Chloé

- **RUCHITA VORA**
  
  India
  
  Business Development Manager
  
  TATA Consultancy

- **UGO OGWO**
  
  Nigeria
  
  Head of Demand Forecasting, West Africa
  
  GlaxoSmithKline

- **VIRGIL FERNANDEZ**
  
  Philippines
  
  Emerging Markets Strategist
  
  Rogge Global Partners

- **JOHANNES HINSCH**
  
  Germany
  
  Associate
  
  McKinsey & Company

- **TATIANA PEREIRA**
  
  Brazil
  
  HR Business Partner Manager
  
  Samsung

- **PAUL SHANLEY**
  
  United Kingdom
  
  Media and Business Development
  
  Associated Press

- **Chloé**
  
  Tata Consultancy Services
DAVID BLANCO & LEANDRO CALDORA
Argentina
www.tractis.com

GONZALO CASTELLANO & PHILIPP HASSKAMP
Spain, Germany
www.groupon.es

OLGA SLAVKINA
Latvia
www.schmoozyfox.com

ADRIAN HILTI & BERNHARD NIESNER
Liechtenstein, Austria
www.busuu.com

MARINO GIOCONDI, SUZANNE O’BRIEN, HENRY OKAFOR & FABIO PISI VITAGLIANO
Italy, USA, Nigeria, Italy
www.albfoundation.org

DRURY ELIZABETH MCKENZIE
USA
www.renewen.com

START-UP WORLD
ADMISSION TO THE INTERNATIONAL MBA

An MBA Out of the Ordinary requires that we recruit candidates who have demonstrated great success in their careers and who are comfortable with unconventional thinking, regardless of their professional backgrounds.

Different careers require different skills, and we choose candidates we think will complement one another. We take a holistic approach when evaluating each candidate in order to bring in the most talented, most interesting candidates with a range of competencies.
REQUIREMENTS

- MINIMUM 3 YEARS OF FULL-TIME EXPERIENCE
- APPLICATION FORM
- A BACHELOR DEGREE OR EQUIVALENT
- GMAT, GRE, OR IE GLOBAL ADMISSIONS TEST
- ENGLISH LANGUAGE CERTIFICATE
  - TOEFL (100 minimum), IELTS (7.0 minimum), Cambridge Advanced or Proficiency (C1 minimum), or Pearson Academic (73 minimum)
- SUPPORTING DOCUMENTS
  - DNI/NIE/Passport
  - Photograph
  - CV
  - Bachelor Degree Transcripts
  - Bachelor Degree Diploma
  - 2 Letters of recommendation
  - 3 Essays
- APPLICATION FEE

THE PROCESS
FINANCIAL AID

The IE Foundation awards tuition assistance to talented students based on merit, distinctive competencies and academic excellence.

We also have agreements with leading Spanish banks to offer students attractive loan packages to finance tuition and living expenses.

REMEMBER...

You can start applying for loans or scholarships as soon as you submit your online application form

EVERY YEAR ABOUT 40% OF MASTER DEGREE CANDIDATES RECEIVE SOME FORM OF FINANCIAL ASSISTANCE.
IE SCHOLARSHIPS
The IE Foundation grants around €4 million in IE scholarship and fellowship awards.

IE LOANS
- Free application
- Low interest rates
- Full time students can benefit from grace periods

To learn more about the opportunities mentioned above, visit IE’s Financial Aid website:
www.ie.edu/financialaid
and blog:
financialaid.blogs.ie.edu
Kohei Hattori
Japanese
IE BUSINESS SCHOOL
Admissions department
Maria de Molina, 11
Madrid, Spain
T: + 34 915 689 610
imba.admissions@ie.edu
Blog: news.imba.ie.edu

IE’S GLOBAL PRESENCE

EUROPE
FRANCE, MONACO - PARIS
france@ie.edu

GERMANY, SWITZERLAND & AUSTRIA - MUNICH
dach@ie.edu

ITALY, CROATIA & SLOVENIA - MILAN
italia@ie.edu

PORTUGAL - LISBON
portugal@ie.edu

RUSSIA & UKRAINE
MOSCOW
eeca@ie.edu

SPAIN - MADRID & SEGOVIA
iespain@ie.edu

TURKEY - ISTANBUL
turkey@ie.edu

UK & IRELAND - LONDON
uk@ie.edu

LATIN AMERICA

ARGENTINA & URUGUAY - BUENOS AIRES
argentina@ie.edu
uruguay@ie.edu

BRAZIL - SAO PAULO
brasil@ie.edu

CHILE - SANTIAGO DE CHILE
chile@ie.edu

COLOMBIA - BOGOTA
colombia@ie.edu
centroamerica@ie.edu

ECUADOR - QUITO
ecuador@ie.edu

MEXICO - MEXICO CITY
mexico@ie.edu

PERU, BOLIVIA & PARAGUAY - LIMA
peru@ie.edu
bolivia@ie.edu
paraguay@ie.edu

VENezUELA - CARACAS
venezuela@ie.edu

ASIA - PACIFIC

AUSTRALIA & NEW ZEALAND - SYDNEY
australia@ie.edu

CHINA - SHANGHAI
china@ie.edu

INDIA & SOUTH ASIA - MUMBAI
india@ie.edu

JAPAN - TOKYO
japan@ie.edu

SINGAPORE & SOUTHEAST ASIA - SINGAPORE
singapore@ie.edu
southeastasia@ie.edu

SOUTH KOREA - SEOUL
korea@ie.edu

MIDDLE EAST / AFRICA

SAUDI ARABIA - JEDDAH
saudi@ie.edu

UAE, QATAR, BAHRAIN, KUWAIT & IRAN - DUBAI
uae@ie.edu

NIGERIA - LAGOS
nigeria@ie.edu

#ieIMBA
Please Note: The information contained in this brochure is subject to change. IE reserves the right to modify program content, regulations and policies when deemed appropriate and in the best interest of the IE community.

Please contact the program management team should you have any queries.