master in management

@MIMExperience
QUICK FACTS

Type: Full-Time
Profile: Young graduates with 0-2 years of work experience
Length: 10 months*
Intakes: February and September
Languages of Instruction: English, Spanish or Bilingual
Admissions Period: Rolling admissions process, no deadlines
Campus: Madrid
Url: www.ie.edu/master-management
Blog: master-international.blogs.ie.edu

*Optional Beyond Borders Experience extends program duration by a minimum of 3 months
A FEW WORDS FROM OUR DEAN

MIM
master in management
Have you wondered why some businesses thrive while others flounder? Successful companies are those that respond quickly to change. Tomorrow’s leaders need to be agile and willing to face this uncertainty. The Master in Management program at IE Business School is designed to prepare ambitious young managers to not only navigate but make the most of challenges and maximize new opportunities.

Successful leaders have learned to grapple with the forces of globalization. IE prepares you to become a truly global leader, comfortable in a variety of cultures. You will interact closely and continuously with peers from more than fifty countries in class and in your workgroups. You’ll have access to an international faculty body from different academic and professional backgrounds. Upon graduation, you will belong to an alumni network that spans the entire world. And this is just scratching the surface of your all-around education.

In addition to class discussions, you will have access to multimedia simulations, case studies, hands-on workshops, industry visits, and the opportunity to listen to eminent business leaders. What can be achieved with these world-class resources then depends on your ambition, energy, and entrepreneurial spirit.

The ideal candidate for our Master in Management program is someone who seeks out new ideas, resources, and opportunities. We anticipate that your career interests may change with the exposure to new experiences. The program is therefore designed with a number of specializations from which to choose. Based on close interaction between faculty, industry and alumni, we have identified a set of courses for each specialization that best prepare you for your chosen path. Furthermore, depending on your language abilities, you have the option to do a specialization in either Spanish or English.

Achieving all this in ten months requires a great deal of energy, and I assure you that your time with us will be marked by rigorous hard work. However, our alumni can vouch for the various opportunities that the IE experience offers in balancing this work with play. The various student-led clubs provide the opportunity to engage in a variety of extracurricular activities, from sports to music to photography. These activities offer yet another opportunity to hone your spirit of initiative and entrepreneurship - common themes that run throughout the course. It’s no surprise that many of our alumni have gone on to pursue entrepreneurial careers, whether in family businesses or in starting their own company.

Finally, no account of studying at IE is complete without mentioning life in the political and cultural capital of Spain. Madrid offers something for every interest, be it sports, culture, or travel, all while living among warm and friendly people. From the first moment, the IE experience will completely envelop you in a tight-knit, multicultural environment and impactful, hands-on learning experiences that will prepare you for your bright future.

We thank you for your interest in IE Business School.
IE Business School is certified by the three most important academic accrediting bodies in the world, guaranteeing high quality and academic rigor in all of its programs.
When it comes to finding the perfect school to pursue a post graduate program, most students will consult reviews and rankings to inform their decision. Year after year, IE Business School consistently holds a top position in a range of league tables:

**INTERNATIONAL RECOGNITION**

**Financial Times**
- **Masters in Management**
  - 10th worldwide
  - September, 2015
- **European Business Schools**
  - 5th in Europe
  - December, 2015
- **Online MBA**
  - 1st worldwide
  - March, 2016
- **Masters in Finance**
  - 4th worldwide
  - June, 2015
- **MBAs**
  - 4th in Europe, 12th worldwide
  - January, 2016
- **Executive MBAs**
  - 8th worldwide
  - October, 2015

**The Economist**
- **Executive MBAs**
  - 1st worldwide
  - October, 2015
- **MBAs**
  - 17th worldwide
  - July, 2015

**Bloomberg Businessweek**
- **Non-US MBAs Schools**
  - 4th worldwide
  - November, 2015

**Forbes**
- **Non-US MBAs Schools**
  - 5th worldwide
  - October, 2015

**América Economía**
- **MBAs**
  - 6th worldwide
  - May, 2015
- **Executive Education**
  - 4th worldwide
  - November, 2015

**QS**
- **Distance Online MBA**
  - 2nd worldwide
  - March, 2016
After discovering IE Business School from an advertisement in the Financial Times and exploring the Master in Management further, I knew that it would be the ideal program to facilitate my foray into the business world. The ability to truly personalize one’s education through the varied specializations, unique i2i Consulting Challenges, Beyond Borders Experience, and of course the success of past alumni, were all factors that fired my enthusiasm.

One of the key parts of the Master in Management that I found most exciting was the Executive Insight Series (EIS). It provided me with a more in-depth knowledge into different industries and helped me to find the one I would like to work in after the program.

IE has provided me with a holistic overview of today’s business and how to better understand, not only the market, but also the non-market environment, and how to deploy learning in different aspects such as corporate strategy, human resources and marketing into building a sustainable successful business.
Aman Goel  
India,  
International Consultant  
International Trade Centre

I was amazed to see the amount of knowledge carried by every part of IE, such as by professors and classmates, and in events and communities. In addition to the exchange program, visits to private equity firms and participation in entrepreneurship contests have all been made possible due to the numerous opportunities provided by IE. Beyond school, Spain with its art, music, food and exotic locations has made this MIM program the most stimulating experience of my life.

Charles Oben  
United Kingdom,  
Strategist/Head of Content at DigitalXcelence

Working in groups day by day out can be hard, very hard. Especially when you come from all corners of the world like you do at IE. But it is like real life – global; it is not supposed to be easy. It is the hard that makes it great.

François Xavier Bacourt  
France,  
Business Developer at Mr.Jeff

I heard once that talent was an equation: (Values + Knowledge) x Attitude. And I saw in the education that IE was offering a real way to develop my attitude through teamwork and communication. I had always been attracted to entrepreneurship and multicultural environments, which is why IE Business School resulted to be the best fit for me. If I had to pick one experience in particular, I would pick the career fair: after one year of learning and developing my “attitude” it was the opportunity to sell myself in a few minutes and to meet real professionals in order to find a possible company where I could grow professionally.
If I could sum up my experience at IE Business School in one word, I would say “practical.” I have taken short courses throughout the years targeted at specific industries, but I have never studied anywhere where the lessons taught were so relatable to real world experiences. IE not only taught me what I needed to know today, it also taught me how to prepare for the needs of the future and has stimulated a habit of learning that still exists.
ENHANCE YOUR CAREER OPPORTUNITIES

- IE brand recognized for excellence
- Career Strategy Module
- Individual career counselors
- International Career Fair
- Career Immersion Week
- Access to the IE Job Bank
- Executive Insight Series
- i2i Consulting Lab
- Real-life projects
- Business competitions
- MBACSWP membership
HOW WILL THIS PROGRAM BENEFIT YOU?

Let’s face it – at least one of the reasons you attend business school is to enhance your career prospects. At IE Business School we will provide you with the competitive edge to succeed in the job market. Read on to learn about some of the resources IE and the Master in Management program provide to kick-start your career.

- The Career Management Center has designed a comprehensive program exclusively for the Master in Management - the Career Portfolio Kit - to help students discern and achieve their career goals by participating in workshops and activities to develop their skills in areas such as networking, interviewing, résumé and cover letter writing, and negotiations.

- Students of the Master in Management have access to trained career counselors. These career counselors are available to work with students one-on-one along every step of their career trajectory, from initial self-assessment through the job search and beyond.

- During the first week of October, IE is the venue for the Talent Forum, an event which serves as an interface for leading companies from different sectors and IE students. With over 100 companies attending, the International Career Fair is the leading fair of its kind for master students in Spain. www.careers.ie.edu

- The Talent Forum enables students to continue their career development in an intensive format, by attending practical workshops designed by the Career Management Center. The objective is to improve the competences students will need to succeed in interviews and recruitment processes. Workshops available: Crack the Human Resources Interview, The Complete Recruitment Process, Networking & Elevator Pitch, and LinkedIn as a Job Search Tool.
Business School is considered one of the world’s leading business schools by international journals such as Bloomberg Businessweek, Financial Times, The Economist, and The Wall Street Journal, and by international companies and organizations actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters and will also have access to IE’s internal Job Bank.

The Executive Insight Series provides students with frequent opportunities to hear from national and international business leaders about their careers and the challenges of their industries. This adds a new dimension to the educational experience at IE Business School by allowing students to learn firsthand from business leaders and innovators.

The i2i Consulting Lab is aimed at bringing MIM students closer to companies through practical and hands on projects. Students use the Design Thinking Methodology to convert insights from customer experience to innovation that can increase the company’s profitability.
Our Master in Management students get hands-on experiences by working on real-life projects. At the same time, these are excellent networking opportunities to secure a job even before graduation. Recent projects included work for L’Oréal, Coca-Cola, and Procter & Gamble.

Students constantly participate in, and win, business competitions like the Master Minds Challenge by Novartis, the Blackberry Challenge, and the Nokia Business Challenge.

During or after the academic program, students have the option to embark on an internship and gain work experience, putting classroom theory into practice.

As the only Spanish member, IE can offer Master in Management alumni the opportunity to take advantage of the services provided by the MBA Career Services for Working Professionals Alliance (MBACSWP). The MBACSWP and its member schools develop and share resources as well as best practices among each other to provide leading edge career services by employing coaching and professional development strategies to enhance overall effectiveness. Services include: networking events, workshops, panel discussions, fairs and executive speeches. For more information on the MBACSWP, please follow this link: www.mbacswp.org

For a complete Placement Report please visit our webpage: www.ie.edu/master-management
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<th>Location</th>
<th>Class of</th>
<th>Position</th>
<th>Company</th>
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<td>Chateau de Khaoyai</td>
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STUDENT PROFILE

By studying at IE Business School, students gain access to over 45,000 alumni spread across more than 100 countries. Becoming a part of this community, which includes world leaders in corporate, non-profit, and government organizations, will be a valuable asset for a lifetime. For more information, please check: www.alumni.ie.edu

Katrin Gruen
Austria, Relationship Manager - Latin America
Commerzbank AG

At IE I learned that there is no one best answer to any question; creativity increases when people with different ways of solving difficult problems work together towards a common solution. This is why diversity makes IE a great place to learn, live and grow.

*Master in Management
Class of 2015
(English & Spanish tracks).

**Geographic Distribution**

- 57% Europe
- 17% South America
- 10% North America
- 9% Asia Pacific
- 7% Africa and the Middle East

**Diversity**

- Nationalities 62
- International Students 70%

**Age**

- 80% range 21-25
- Average 23

**Professional Experience**

- Average 1 year
Gender ratio

Male 55%
Female 45%

Undergraduate Degrees

27% Business
14% Economics
13% Sciences
13% Engineering
17% Social Sciences & Humanities
8% Information Technology
8% Law
Our international faculty is comprised of entrepreneurs, executives, academic experts and authors published in top journals. Many IE Business School professors have held executive positions in start-up companies or multinationals. They bring intellectual diversity and different perspectives of the business environment to the classroom to create a rich and challenging business program.

This world-class faculty includes more than 90 full-time professors who maintain strong links with the corporate world through applied research and consultancy. In addition, more than 400 adjunct professors – business professionals who bring their practical insights straight into the classroom – help teach the most cutting-edge management techniques available.

47% International 33% Women 93% Ph.D.
WHAT STUDENTS SAY ABOUT MADRID...

Many university campuses are far removed from day-to-day realities, and you feel like a student but you don’t feel included in the business community and everyday life. IE’s campus is the exact opposite.

I now have further employment opportunities, as I am able to speak Spanish and have better connections; I also have more chances to access Latin America, a fast emerging market zone.

The fact that the IE campus is in the center of Madrid is fundamental. It is a great advantage and means it is easy for family and friends, as well as visiting professors, to come here.

The weather is fantastic: the pace of life is different. The popularity of Spain as a tourist destination means Madrid has flights to and from all parts of the world; from a geographic point of view it is a great location and is superbly well connected.

Watch videos and more at www.ie.edu/madrid
The IE campus is situated in the heart of the vibrant city of Madrid, which allows IE students to experience everything a city like this has to offer, including the official language: Spanish, native language to 500 million people worldwide and the world’s second business language.

Madrid is the capital of Spain and Europe’s fourth largest city. Its geographic location makes it a cultural crossroads, offering a wealth of history in its architecture and traditions, as well as breathtaking modernity. Its offerings include a world-class cultural heritage, with extraordinary artistic riches of the so-called ‘Golden Triangle of Art’, comprised of the Prado, Reina Sofia and Thyssen museums. Visitors also enjoy a vast range of tourist activities and sports facilities both in the city and surrounding areas.

The people of Madrid are known for their passion for life. The city’s restaurants, cafes and theaters, coupled with major shopping areas and malls that host everything from top international designers to exquisite local specialties, make the city a hub of activity both day and night.

Madrid is home to most of the financial activities that take place in Spain and more than 27,000 companies across different sectors. Undertaking academic training in Madrid offers you the opportunity to learn and develop across many facets of the business world. The Spanish and cosmopolitan environment, together with a lively cultural and social scene, puts Madrid in a league of its own and provides the perfect backdrop for rounding off a unique educational experience.

The IE Student Office is the first point of contact for incoming students. To make your experience of studying at IE or living in a foreign country unique and enriching, the IE Student Office team offers a wide range of assistance for students and their families.

For more information visit the Student Office web page: www.ie.edu/student-services
MIM
master in management
Program
**PROGRAM STRUCTURE**

**CORE PERIODS**

The first two terms in the MIM Program are Core Periods. The courses are common to all MIM students, regardless of their specialization and provide the fundamental building blocks for a successful management career.

The first term ensures that all MIM students, regardless of their academic background, have the tools and the necessary skills that will be used throughout the remainder of the Master in Management. Courses focus on the cornerstones of business management and build a solid foundation for the in-depth exploration of the business organization as a whole, not just as a sum of its parts. During the second term, students explore more advanced management techniques employed in today’s rapidly changing business environment. Most courses will focus on the implementation of strategies in global organizations.

<table>
<thead>
<tr>
<th>September Intake</th>
<th>Term I: Fundamentals</th>
<th>Winter Break</th>
<th>Term II: Core Management</th>
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<td>February Intake</td>
<td>Term I: Fundamentals</td>
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<td>Term II: Core Management</td>
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<td>Term II: Core Management</td>
<td>May-Jul</td>
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*Start and end dates may vary depending on intakes*
SUBJECTS

Term 1
- Marketing
- Financial Accounting
- Organizational Behavior
- Quantitative Methods
- Technology & Innovation Management
- Economic Environment I
- Financial Markets
- Career Strategy I
  (Communication + Analytical Thinking + Career Management)

Term 2
- Management Accounting
- Entrepreneurship
- Competitive Strategy
- Operations & Supply Chain Management
- Corporate Finance
- Critical Management Thinking
- Economic Environment II
- Career Strategy II
  (Negotiation + Career Management)

Term III: Specialization Period

Apr-Jul
- International Business
  September intake: English or Spanish
  February Intake: English or Spanish

- Integrated Marketing Communications
  September intake: English

- Sales & Marketing
  September intake: English or Spanish
  February Intake: English or Spanish

- Digital Business
  September intake: English

- Financial Management & Control
  September intake: Spanish

- IE Dual Degrees
  February Intake: English or Spanish

Optional Period

I. International Exchange
II. Dual Specialization*

* For the February Intake, the Dual Specialization takes place from April to July

** Internships can also be completed after the second core period. Students that choose this option, will complete their specialization in the following intake.

Beyond Borders Experience

I. International Exchange
II. Dual Specialization*

Internship**

Venture Lab

Venture Lab

Integrated Marketing Communications

Sales & Marketing

Digital Business

Financial Management & Control

IE Dual Degrees

International Business

Talent Forum

Easter Break

Summer Break

Integrated Marketing Communications

Sales & Marketing

Digital Business

Financial Management & Control

IE Dual Degrees

International Business
CASE METHOD

Each area of business is studied using practical cases, most of which deal with real problems that may arise in any type of company. Cases are first prepared individually, then in groups before being discussed in class under the guidance of the professor. Students have the opportunity to debate and prepare cases using one of the numerous group work rooms at IE Business School.

TEAMWORK

Master in Management students are divided into small work groups which are carefully formed with attention to the different training, backgrounds and experiences of their members to ensure diversity. This kind of group work is an essential preparation for future professionals in management positions. These groups change every term, ensuring maximum networking opportunities.

INTERACTIVE LEARNING

We put a wide range of multimedia tools at our students' disposal: simulators, interactive graphics, videos and podcasts, as well as completely interactive case studies and technical notes. This innovative use of media supports different learning styles and makes content easier to absorb for all types of learners.
I enjoyed every step of the IE Experience. For me it was an unforgettable and transformational experience rich in diversity and culture.

Tiantian Huang  
China,  
Global Trade Compliance & Finance  
Abercrombie & Fitch
Inés Azpúrua
Panama, Account Executive
Multi Platform Content

The Sales and Marketing specialization gave me the edge I needed when the time came to apply for jobs. Having that background was what ultimately led me to land a job in a Marketing department at a start-up and later at an advertising agency.
Globalization has led to fundamental changes in the economy, our social life, and our cultural habits, leading to increased complexity in many aspects. This development requires decision makers in business and society to develop their capabilities in order to master unprecedented challenges.

Students of International Business will acquire the necessary skills to meet the challenges of a business environment that has become increasingly global in any given functional area of the firm. The program is designed to prepare global and multicultural professionals who feel comfortable working in more than one corner of the global marketplace.
WHAT WILL YOU LEARN?

- Learn how to structure and manage international companies
- Leverage the trend for increased internationalization in order to identify new business opportunities in the global marketplace
- Explore the use of technology and information systems as a competitive advantage
- Acquire the necessary skills to develop and manage multinational projects
- Nurture the skills needed to negotiate in multicultural environments
- Understand how to approach human resource management in a transnational and diverse environment
- Develop the skills to analyze the political, economic, legal, and cultural aspects of the places where you will be operating and their implications for developing a successful enterprise
- Gain insights into the financial risks and opportunities of doing business internationally

WHO ARE THE TOP EMPLOYERS OF OUR INTERNATIONAL BUSINESS STUDENTS?

The International Business Specialization allowed me to diversify my skill set towards a broad range of topics - from accounting to corporate strategy. Coming from an Economics background, I was now able to apply for Sales and Consulting positions. I am convinced that this specialization and the implied diversification of assets I can bring to a company has landed me a job at Google.
Due to my education at IE Business School, I am achieving success in two start-up ventures. I recently acquired Pro-Tect Weather Systems & Property Maintenance, LLC in January 2012. My partnership in 1-For-1 Foods, Inc., the “Tom’s Shoes” of food, is continuing to broaden my entrepreneurial experience while facilitating my knowledge in the development of an all-natural and organic food line. Success in business has always been my dream and thanks to IE that dream is coming true.
The rise of e-commerce, social media and mobile devices has redefined the way businesses communicate with their customers. IMC requires a keen understanding of the strengths and weaknesses of different media and sensitivity to how audiences absorb messages from each medium. Sponsored by McCann Worldgroup this specialization will offer the knowledge necessary for the efficient application of consistent and cohesive brand messaging across a mix of marketing channels, both traditional and new. The specialization will be taught by IE professors and industry professionals, along with guest lecturers from various McCann Worldgroup subsidiaries. The specialization requires students to do a three-month project supervised by their instructors. Upon graduation, students have the opportunity to take part in an on-site project at one of McCann Worldgroup’s locations around Europe.
WHAT WILL YOU LEARN?

- Gain deep understanding of the inner workings of the different kinds of media, advertising and other creative agencies, as well as the process of media planning and buying.

- Understand the fundamentals of effective copywriting and art direction coupled with hands-on experience writing briefs and strategic plans.

- Become familiar with the different tools and techniques for market and customer research.

- Understand the strategies and tactics behind successful experiential marketing and relationship marketing campaigns.
Integrated Marketing Communications was a bold introduction brought together by IE and McCann. Though IMC was tailored for advertising, the diverse array of subjects covered such as strategic planning, digital and mobile marketing, content creation, among the others, helped me gain an insight that would come in handy in most environments. The internship with McCann complements the classroom learning perfectly. To surmise, it’s a great specialization for people looking at exploring the facets of advertising and marketing.
The scope of today’s marketing challenge is breathtaking, and product proliferation is the reason. Fast advances in technology have created an explosion of new customer segments, sales channels and marketing approaches, as well as products and brands. But despite better information about customers, even the most sophisticated marketers are struggling to keep up.

The Sales & Marketing specialization will help mould versatile professionals who are competent in confronting these new challenges and who have a strategic vision to profit from this product proliferation. The specialization will focus on the acquisition of relevant skills and competencies that distinguish effective sales and marketing managers in the 21st century.
I decided to enroll in the Sales & Marketing Specialization as I really wanted to round up the skills and knowledge I gained during the core period of the masters with a practical and creative focus that I could later on apply in my professional career. Furthermore, being involved in IE’s Fashion and Luxury Club and attending industry specific seminars and career events organized by the school allowed me to network with many professionals who gave me invaluable advice of the ins and outs of the industry and enabled me to turn this interest into a prospective career.

Patricia De Aristegui
Spain, Beauty Wholesale Account Supervisor Burberry

WHO ARE THE TOP EMPLOYERS OF OUR SALES & MARKETING STUDENTS?

WHAT WILL YOU LEARN?

- Develop the skills to leverage social media and new technologies to conduct marketing research and to learn about the needs of your customers
- Design sustainable marketing strategies considering the proliferation of customer segments, marketing channels, and means of communication
- Understand the key principles in designing brand strategies to fence off new entrants or to challenge incumbents in traditional industries
- Create world class customer experiences in order to win the loyalty game against your competitors
- Gain a better understanding of how to design marketing campaigns
- Nurture your skills to innovate and to be creative in order to deliver the products and services customers demand in the market
- Learn how to capitalize on the opportunities offered by digital marketing
Anton Khaburskiy  
Russia, Associate Consultant  
Bain & Company

I came to IE with a passion to learn marketing and start a career in brand consulting. I must say IE opened every single opportunity for me to make it happen. Most of all I need to emphasize an amazing community of experienced faculty, classmates and corporate guests that IE brought together. These professionals and enthusiasts shared a common passion for marketing and inspired me to take action that helped me get where I am now.
We live in an era of constant change period from retailing to telecommunications, proven business models are being challenged by the advent of new technologies, while entire industries emerge and others are destroyed.

Digital Business students will develop an understanding of the trends behind this transformation of tomorrow and acquire the ability to leverage those challenges in order to create new business opportunities. In addition, students will expand their knowledge of the strategic approaches that successful companies formulate in order to manage the myriad of opportunities and challenges they face while linking innovation and execution in fast-changing industries.
The technical competencies required to meet the challenges of the marketplace and fully understand the scope of technological change

A global vision of what a converging enterprise should be, by understanding a new 2.0 customer, culture and technology from a different perspective

The capacity to respond with integrated and innovative services and products

Technological and digital evolution scenarios and their business impact

Skills required to manage any company in the different scenarios of the digital economy

Knowledge that can generate new competitive advantage and new business models for companies that want to implement or are using innovative digital tools in the form of new channels of sales and distribution, marketing, information systems and communication

A deep and broad understanding of the changes brought to the market by new social and technological trends: from web 2.0 to social networking, from twitter to mobile games

WHAT WILL YOU LEARN?

WHO ARE THE TOP EMPLOYERS OF OUR DIGITAL BUSINESS STUDENTS?

Tamer Zikry
Egypt,
Head of HR - Region Middle East Operations
Ericsson

After graduating from IE Business School I joined Ericsson. The Digital Business specialization provided me with a solid understanding of the industry. My efforts paid off in less than one year. I am now a regional Middle East HR Business Partner, responsible for talent management for the same region - one of 10 in Ericsson globally.

Tamer Zikry
Head of HR - Region Middle East Operations
Ericsson

Egypt,
Marcella Chamorro  
Nicaragua, Writer and “Process” podcast host

The Digital Business experience was an enlightening one that gave me a deep look at technology’s successes and failures over time. In my experience, the specialization is very useful to students that want to create new opportunities out of the insights gleaned from business cases and networking in the technology space. Overall, it was great fun and prepared me well to write a book about marketing online, as well as launch a startup - all within one year of graduation!
MIM
master in management
Financial Management & Control
GAIN A UNIQUE INSIGHT INTO TODAY’S COMPLEX FINANCIAL LANDSCAPE

WHY STUDY THIS SPECIALIZATION?

Sound financial management has long served as the crucial underpinning for good corporate governance and best business practices: boosting productivity, improving products and services and eliminating waste. The current global climate further underscores the need for professionals with technical auditing skills combined with savvy communication abilities and strong ethical frameworks.

Financial Management & Control students will understand the principles and theory of the accounting and auditing process, while exploring the regulatory environment, business law and corporate valuation, among other crucial topics. Students will be competent in applying quantitative and qualitative methods to financial decision-making for non-profit and for-profit organizations in complex, multinational and transnational situations.
WHAT WILL YOU LEARN?

- Develop a solid understanding of the fundamental principles and theory of all branches of accounting, namely general accounting and cost accounting
- Gain knowledge of relevant professional standards and the regulatory environment to resolve financial reporting issues of multinational business entities
- Recognize and evaluate areas of potential legal concern in the business environment and demonstrate understanding of the role of legal issues in risk assessment
- Apply analytical and quantitative techniques to analyze financial statements within the context of risk assessment and firm valuation
- Identify ethical issues and decision alternatives by incorporating appropriate professional codes of conduct and social responsibility
- Learn to apply quantitative and qualitative methods to analyze and formulate financial decisions for for-profit and non-profit organizations
- Acquire a sound knowledge of the auditing process and the necessary techniques
Term III: Specialization Period
Apr-Jul

September intake: Spanish

- Financial Statement Analysis
- Auditing
- Management Control
- Risk Management
- Accounting Forensics

- Corporate Governance
- Corporate Valuation
- Business Law
- Corporate Taxation
- Capital Planning and Budgeting

Allianz, Ernst & Young, Deloitte, KPMG, PWC, GE.
BEYOND THE PROGRAM

To complement the rigorous academic curriculum, IE offers Master in Management students countless networking opportunities, social events and sports competitions as well as student clubs to enrich their IE Experience from different angles.

MIM GAMES

IE Business School welcomes Master in Management students from leading business schools around the world to Madrid for the inaugural MiM Games tournament.

A friendly mix of competitive sports, fun activities, and social events, the Games provide a unique opportunity for MiM students to network with peers while enjoying the gastronomy, culture, and climate of Spain. For more information check out: www.madridmimgames.com

NETWORKING DURING THE MASTER IN MANAGEMENT

During the program there are many networking opportunities which may change from year to year. Some of the recent examples include:

- **Social Responsibility Forum**: A 2-day event to explore how to take action, make an impact and lead change through a series of panels, case studies and interactive sessions with a broad range of issues involving social responsibility.

- **Global Village**: One of IE’s iconic festivals that celebrates all the different cultures on the IE campus across all programs

- Other networking opportunities include the Venture Network, the IE Asia Pacific Forum, the IE Chinese New Year Celebration, and the annual IE Alumni Forum.
IE STUDENT CLUBS

The Campus Life Office at IE coordinates and supports endless extracurricular activities which present a great opportunity to network outside of class by creating and attending events to experience IE’s diversity to the maximum. Some of the more than 60 student clubs and 150 alumni clubs around the world include:

- **Academic Clubs** (such as IE Entrepreneurship Club, IE Finance Club, Women in Business, IE Net Impact, and IE Consulting Club)
- **Sports Clubs** (such as IE Football League, IE Basketball Club, IE Tennis Club, and the IE Sailing Club)
- **National/Regional Clubs** (such as IE Colombia Club, IE Japan Club, IE Africa Club, IE India Club)
- **Social and Leisure Clubs** (such as IE Wine Club, IE Gourmet Club, and Bar of the Week)

For more information, check out our Campus Life page at: [http://clubs.ie.edu/](http://clubs.ie.edu/)
MIM
master in management
Customization
CUSTOMIZE YOUR PROGRAM

During the Master in Management, students can also meet with career counselors and program management to discuss several different options to customize the program to their individual needs. To understand all possibilities available, students are given enough time during the program to decide in what way they would like to customize their IE Experience.

OPTIONS

- Global Immersion Week
- Bilingual Track
- Dual Degrees
- Internship
- Beyond Borders Experience (BBE)
- Venture Lab

Having worked in consulting for close to two years, I felt that I wanted my career to go in a different direction. The key attractions of IE Business School for me were the location and diversity it offered. I am currently in the process of starting my own transportation company back in Kenya as IE has provided me with the requisite knowledge and experience to start a company and to succeed in it.

Richard Midikira
Kenya, Forensics Consultant
Deloitte East Africa
GLOBAL IMMERSION WEEK

The Global Immersion Week offers students the possibility of short international academic experiences to further the development of their managerial skills and understandings of a globalized business world. These trips vary from intake to intake and involve company visits, meetings with executives and/or entrepreneurs, workshops, lectures, social projects, cultural visits and networking events. Every year, students can choose one of the various destinations, such as Shanghai, San Francisco, Rio de Janeiro, Tel-Aviv, and Accra, which are reviewed every year.

The most recent destinations of the Global Immersion Week:

- San Francisco, United States: Silicon Valley and the start-up capital of the world
- Shanghai, China: Understand the global reach of business
- Tel-Aviv, Israel: A rising technology hub
- South Africa: Series of workshops focused around the idea of social entrepreneurship
- Peru: Experience Peru and the Latin American business models
- South Africa: Series of workshops focused around the idea of social entrepreneurship

BILINGUAL TRACK

IE offers Master in Management students the opportunity to embark upon a bilingual experience by completing the core period of the program in one language and the specialization in another, given an appropriate language level and that the specialization chosen is offered in the desired language.

In addition, Master in Management students can also take advantage of free English or Spanish classes throughout the core periods of the program to come a few steps closer to mastering another of the most spoken business languages in the world.
During and after the Master in Management program, students can opt to complete an internship as an additional feature of their IE Experience. More information on the different internship timelines based on a chosen intake will be available during the application process.

**DUAL DEGREE PROGRAMS**

As one of the few Graduate Schools in Europe and the world, IE offers you the flexibility to customize your education based on your specific interests and career aspirations through a Dual Degree program in less than two years.

A Dual Degree from IE can offer you a competitive differentiation and the opportunity to display a sharp focus and an airtight commitment to two fields of study.

- Master in Finance
- Master in International Relations
- Master in Market Research and Consumer Behavior
- Master in Corporate Communication
- LLM in International Business Law
- Master in Business Analytics and Big Data
- Master in Visual and Digital Media
- Master en Asesoría Jurídica de Empresas (LLM) - in Spanish
- Master en Asesoría Fiscal de Empresas (LLM) - in Spanish

* For further combinations and additional information regarding IE Dual Degrees, please contact us at Dualdegrees@ie.edu

**INTERNSHIP**

During and after the Master in Management program, students can opt to complete an internship as an additional feature of their IE Experience. More information on the different internship timelines based on a chosen intake will be available during the application process.
THE BEYOND BORDERS EXPERIENCE (Limited places available)

The Beyond Borders Experience (BBE) complements your studies at IE Business School, by offering the opportunity to choose from the following personalization options:

- **Dual Specialization**
  The Dual Specialization provides a unique opportunity for students to pursue a diverse set of academic interests. Instead of specializing in a single academic area such as Digital Business and Sales & Marketing, students can gain expertise in two academic areas in less than 18 months.

- **International Exchange**
  Students may opt to study abroad at one of our partner institutions during the BBE. This additional international learning experience adds not only range and depth to the program but also wider networking opportunities after graduation.

  For an updated list of partner schools, please visit [www.ie.edu/master-management](http://www.ie.edu/master-management)
The Venture Lab serves as an essential part of IE Business School’s entrepreneurial fabric by incubating the development and consolidation of business start-ups and providing high-quality “deal flow” within a global network of investors. It is not only a business plan competition or a chance for students to share and create interesting business ideas; it is a unique opportunity for students with entrepreneurial spirit and novel ideas to begin the process of transforming those concepts into investment-worthy companies.

For more information, please check: http://entrepreneurship.ie.edu
Who should apply to this program?

The Master in Management is aimed at recent university graduates and young professionals at the start of their career, with 0 to 2 years of professional experience. The objective of the admissions process is to select students with the greatest potential and who can make a significant contribution to the learning experience. We seek candidates who are dynamic, motivated, creative, and who have not only an excellent academic background, but also offer the kind of interpersonal skills that will permit them to obtain the maximum benefit from the program.
Admissions Process

- Admission is granted on a rolling basis and although there is no deadline for applications, early application is recommended given the limited number of places on the program.
- The application should be completed in the language (English or Spanish) in which you plan to study the core part of the program.
- Should the Admissions Committee grant you an interview upon the review of your application and supporting documents, you will be contacted to schedule an interview. The interview examines the data provided in the application in greater detail, tests your communication abilities and evaluates whether your profile will meet the demands of the program. It is recommended that the interview be conducted in person, as it is an integral part of the admissions process. Interviews may be scheduled on campus, with one of our offices, in coordination with an IE event, or by Skype should you be unable to meet us in person.
- It will take roughly 2-3 weeks for the Admissions Committee to review your file after the interview and provide you with a final decision.
- Admission is valid for two intakes, the intake you apply to and the following.
- For further information regarding the admissions process, please refer to the website www.ie.edu/master-management

Requirements

- Online Application
- Academic Accreditation; Bachelors Degree or equivalent (transcripts and diploma)
- Entrance Exam (GMAT, GRE or ieGAT)
- Language Certificate (English or Spanish) if you are a non-native speaker of the language in which you are planning to study the program*
- 1 page Curriculum Vitae
- Two Letters of Recommendation
- Photo and copy of passport
- Application Fee: 125 Euros

*For details on requirements for exemption please see our website.

Financial Aid & Scholarships

To further foster diversity within our programs, the IE Foundation awards tuition funding assistance to talented students in need of financial aid based on merit, distinctive competences and academic excellence. IE also has agreements with leading Spanish banks to offer students attractive loan packages to finance tuition and living expenses.

To learn more about the opportunities mentioned above, visit IE’s Financial Aid website and blog:
www.ie.edu/financialaid
financialaidblogs.ie.edu
Please do not hesitate to contact the office nearest to you should you need any additional information. You can also contact us via iecontact@ie.edu

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.

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OTHER WAYS TO GET IN TOUCH:

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