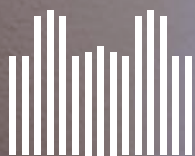


MBA

in International
Business



MIB Trieste
School of
Management

www.mib.edu/mba



MIB Trieste School of Management



With a rich history spanning over three decades, MIB Trieste has been at the forefront of talent development, skill enhancement, and leadership empowerment since its establishment in 1988. Our diverse portfolio of post-graduate, post-experience programs, including MBAs, specialized Masters, Executive Education, and corporate training, is designed to contribute to enriching human capital, fostering personal development and refining the skills required by leaders and managers in a fast-changing economy. Guided by constant dedication to guaranteeing high-quality

standards in training and relevance in research, the School addresses contemporary management challenges and propels individuals towards successful careers in the dynamic global business landscape. Our approach is characterized by an international focus, a pragmatic teaching method, and a close collaboration with industry leaders. Accredited by reputable national and international bodies, MIB Trieste is recognized for its commitment to excellence and innovation, aiming to empower students to lead with merit and passion.

"At MIB Trieste School of Management, excellence is woven into every aspect of our programs. We champion values of merit, courage, and passion, empowering our students to transcend their limits. Our internationally renowned faculty, diverse student body, and robust industry partnerships create an environment that nurtures the development of future leaders. We are eager to collaborate with individuals who embrace bold challenges and hold an unwavering commitment to their personal and professional growth. Together with them, we cultivate a community of forward-thinking innovators who are ready to make a meaningful impact in society."

ANDREA TRACOGNA

Dean, MIB Trieste School of Management
Professor of Management, University of Trieste

Accreditations



Associations



Accreditations: quality benchmarks

The choice to pursue an MBA represents a significant dedication for students. In a crowded educational landscape, accreditations ensure participants' investments yield the highest quality business education and will have a demonstrable impact on their career growth.

Since 2006, the MIB Trieste MBA has been awarded the AMBA – Association of MBAs Accreditation, the highest standard of achievement in postgraduate business education, attained by only the top 2% of business schools worldwide.

At a national level, the course is accredited by ASFOR – Associazione Italiana per la Formazione Manageriale - which defines standards to qualify excellence in management education in Italy.

Double-Degree framework

The MBA in International Business is offered under a Double Degree framework: after successfully completing the program, graduates receive the AMBA and ASFOR accredited MBA Diploma from MIB Trieste as well as the Master Universitario Degree from the University of Trieste.

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The MBA in International Business



The MBA in International Business program is designed to deliver an understanding of the complexities and challenges prevalent in today's global management landscape. By integrating academic knowledge with practical solutions, the program enhances participants' grasp of business and economic issues while providing them with essential management tools.

A cornerstone of the curriculum is the development of **leadership and management skills** necessary for reaching higher levels of responsibility. Additionally, the program places a strong emphasis on cultivating **cross-cultural competencies**, enabling graduates to excel in diverse international settings.

In line with most in-demand skills in business, our program also delves into critical areas such as **digital transformation, innovation**

management, entrepreneurship, as well as **AI and data analytics**.

The MBA program emphasises the utilization of technology and data to predict critical challenges, inform business decisions, and identify opportunities.

Beyond academic growth, the program serves as a catalyst for expanding **professional networks** through meaningful interactions with peers, alumni, faculty, and industry leaders. This rich learning is achieved through a blend of different teaching methodologies, including case studies, project works, and immersive experiences such as outdoor activities and company visits, both nationally and internationally.

"Today's world is an ever changing, uncertain mix of challenges. Our natural reaction to this is to play safe and protect our immediate reality rather than looking at the bigger picture. So how can we learn to bring our A-game even in the face of unfavourable conditions? The MBA in International Business at MIB aims at adding content, context and depth to what you already have to equip you for whatever the future holds. We bring a demanding process to a truly multicultural cohort working in a positive training environment. If you are eager to change the world by developing yourself you may be just the candidate for our next adventure".

TIM BAXTER

Director, MBA in International Business

MBA Program Overview

ATTENDANCE

There are different options available for course attendance: full-time and part-time, in-person and online.

The MBA provides two study options tailored to fit your schedule: a fast-paced, **full-time** program completed in **12 months** or a **part-time** option spread over **2 years**, perfect for professionals aiming to advance their careers while working.

The part-time option allows you to distribute your learning across 2 years, maintaining a set **Monday-to-Friday attendance structure**; it offers the advantage of diluting your study commitments to lessen the impact on your job.

Both options are available **for in-person and online participation**.

The online version of the program is conducted live and in real-time, concurrently with the in-person sessions. The Program begins in **September** each year.

CONTENT

The MBA program is a comprehensive journey through the core pillars of business education: spanning 60 credits, the curriculum integrates academic fundamentals with cutting-edge business practices across interconnected areas, focusing on building both expertise and leadership skills.

Starting with **Fundamentals**, participants gain essential knowledge in key disciplines, understanding the quantitative and qualitative aspects of advanced decision-making. The **Business Management** segment delves into the intricacies of managing modern enterprises against the backdrop of a rapidly evolving digital economy, while **International Business** expands the learning to a global scale, developing a worldwide

perspective. **Business Innovation** track fosters creativity and strategic thinking through real-world projects and collaborations with industry and venture capital leaders. The **Leadership Dynamics and Accountability** track prepares graduates to lead with confidence and integrity.

The MBA experience is complemented by Elective Courses allowing for customization according to personal career goals.

LEARNING GOALS

International Perspective:

Gain a broad understanding of global business dynamics and challenges.

Management Skills:

Acquire practical and theoretical knowledge essential for effective management in diverse contexts.

Leadership Development:

Cultivate the qualities and skills necessary to lead teams and drive organisational success.

Analytical Thinking:

Develop the ability to analyse complex business problems and make informed decisions.

Cross-Cultural Competence:

Learn to navigate and excel in diverse cultural environments.

Strategic Management:

Understand and apply strategic management principles for business success.

Innovation and Entrepreneurship:

Embrace innovation and entrepreneurial mindset to drive growth and competitiveness.

Networking and Collaboration:

Build a strong professional network and collaborate effectively with others.

Ethical Leadership:

Practice ethical Leadership, emphasising integrity, responsibility, and sustainability.

Career Advancement:

Prepare for successful careers in international business leadership roles.

Curriculum

AREA AND COURSES	CREDITS*
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FUNDAMENTALS**8**

- Finance
- Accounting
- Data Analytics
- Financial Mathematics

BUSINESS MANAGEMENT**16,5**

- Management Control
- Digital Transformation of the Organization
- Marketing Research
- Corporate Finance (includes Firm Valuation)
- Strategic Management (includes Management Consulting)
- Operations and Supply Chain Management
- ESG investments, reporting and KPIs

INTERNATIONAL BUSINESS**8**

- Global Marketing Management
- International Business Context
- International Business Operations
- Geopolitical Scenarios

* One credit consists of 25 hours of workload as defined by the European Credit Transfer System (ECTS).

** List of Elective Courses subject to change.

AREA AND COURSES	CREDITS*
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BUSINESS INNOVATION**11**

- New Product and Service Development
(course and project)
- Business Planning for New Ventures
Start-ups *(course and project)*
- Creativity at Work
- Open Innovation
- Machine Learning for Business Analytics
(course and project)

ELECTIVE COURSES****minimum 7,5**

- Financial Derivatives
- Enterprise Risk Management
- Strategies in Insurance
- Developing a Global Mindset
- Big Data Management
- Risk Management in Banking
- Agile Strategy
- Digital Marketing
- Reinsurance
- Crypto Economics

**LEADERSHIP DYNAMICS AND
ACCOUNTABILITY TRACK****4,5**

WRITTEN THESIS**4,5**

TOTAL**60**

MBA Faculty

The School's distinguished faculty is carefully selected and offers a good balance of top-level academics, professional trainers with a long experience in executive education, top managers, entrepreneurs and consultants, whose role is to bring their real business life experience to the classroom.

Leveraging extensive ties to the global business landscape, our faculty actively participates in pioneering research endeavours and holds advisory roles in prominent corporations, ensuring a dynamic educational experience intertwined with real-world relevance.



YUSAF AKBAR

Central European University
MIB Visiting Faculty, International Business
Management and Emerging Markets

MBA Participants

The MBA welcomes enthusiastic and ambitious students to improve their career prospects through the Master of Business Administration. The variety of cultures, languages, backgrounds and origins is an important added value of the MBA. Most students have good work experience and aspire to reposition themselves in the labour market or to quickly take on new functions and responsibilities in their professional track.

In the admission phase, problem-solving and communication skills, international experiences (professional or study) and personal motivation are particularly appreciated more than prior study and technical knowledge.



Participants profile*

33

Average Age

7

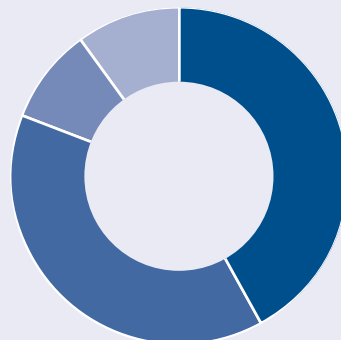
Average years of work experience

52 %

International Students



Educational background*



- 42% Science & Engineering
- 39% Business & Economics
- 9% Law / Political Science
- 10% Arts & Humanities

Areas of origin*



- 48% Italy
- 38% Rest of the World
- 14% Europe

Admission Process

Requirements

The MBA in International Business has two main target profiles.

On one hand, **young high-potential participants** showing a thirst for professional experience; on the other hand, **"senior" candidates** striving to achieve their full potential by building on their proven track records.

The ideal MBA in International Business candidate should meet the following intake standards:

- Excellent education (university degree level).
- Fluent English (written and spoken).
- At least three years of work experience or significant life achievements.
- Interest and motivation in Personal Development.

In terms of values, MBA in International Business candidates must believe in and actively promote cultural diversity and personal development. The School does not accept applications from individuals demonstrating poor motivation to attend the MBA program or lacking academic and working prerequisites.

Financial information and Scholarships

Every year, the School and the Corporate Sponsors offer a consistent number of **merit-based Scholarships** as a partial exemption from the MBA tuition fees. The maximum Scholarship covers up to 70% of the tuition fees.

Please refer to our website for more information on the cost of the MBA and Scholarship opportunities.

Placement & Careers

The Career Service and Corporate Relations Office provides support and assists MBA students during and after the conclusion of their studies.

A formal **Career Planning training** module is offered throughout the MBA program, supporting participants in defining their placement goals and helping them develop a medium and long-term career path. The training track provides participants

useful **tools and contacts** to reposition themselves in the job market. The Career Service Office provides guidance in targeting positions based on function, industry, company typology and geographical location. The MIB Career Service provides a wide range of **recruitment activities and events**, offering opportunities for networking with representatives from various industries and organizations.

These activities can take place virtually or in person.

- Coaching.
- Personalized career consultations.
- Recruiter events and presentations.
- Selection process workshops.
- Company visits.
- Study & Business Tours.
- Networking with 3,800 experienced Alumni.
- Personal Branding.

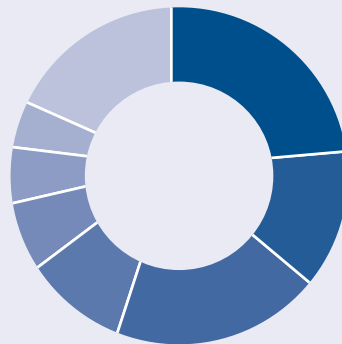
Average employment rate

90%



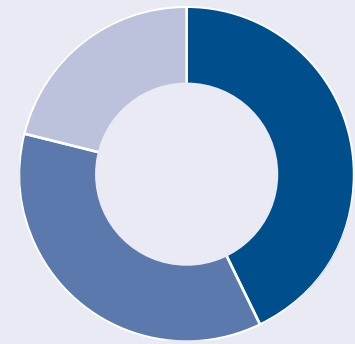
6 month after graduation*

Employment by sector*



- 25% Manufacturing
- 13% Pharmaceutical
- 15% Entrepreneurship
- 10% Financial services
- 7% Public Administration
- 6% Consultancy
- 5% IT
- 19% Other

Employment by Region*



- 52% Italy
- 38% Europe
- 10% Rest of the World

*data from 2022-2023





Why MBA?

The experience of our Alumni



"I came to MIB from Hong Kong. From the first day on the course, to the day we graduated, the experience was an extremely valuable one. The MIB MBA curriculum combines a good coverage of the business essentials – finance, accounting, marketing and so on – alongside a robust program of personal development, working on so-called "soft-skills" that are crucial in order to be successful in business today. I left MIB with a better understanding of my business capabilities, and a broader international network, as well as a lot of new friends from all around the world".

JOANNA OSBORN

Director of Communications,
Amazon - London, UK
MBA 17 (2006-2007)



"The MBA program at MIB was one of the most important stages of my life. From the technical point of view, the MBA has given me the skills needed to enter the world of business and finance with a familiarity that I did not have before. I have multiplied my career opportunities on the international job market. The biggest added value was from the personal point of view: the MBA has involved me in a number of situations and challenges, which allowed me to better know myself. MIB MBA is an investment that I would recommend to anybody".

TOMMASO TODESCA

Executive Director, JPMorgan Chase & Co -
Los Angeles, California
MBA 15 (2004-2005)



"Working in Science, I felt a big gap between the academic world and the industry, because scientists don't speak the same language of managers, leading to a lot of missed opportunities. So, my aim is to fill this gap taking advantage of both skills, scientific and managerial, the last one acquired through this MBA. I would like to apply them to the biotech's field, where the unmet growths are common. My goal is to support start-ups in helping their customers that, in this case, are patients".

IRVING DONADON

Senior Manager BD and Portfolio Cell
Therapies, Evotec - Hamburg, Germany
MBA 29 (2017-2019) Part-time edition



The most important asset of a Business School is its Alumni network: qualified, creative, well-motivated managers who continue to share their passion well beyond graduation.

The School has more than **3,800 graduates** from all over the world working in a wide variety of professional areas.

MIB Alumni Association

MIB Trieste Alumni Association was established in 2005 with the aim of encouraging, developing and consolidating ties between Alumni of the various programs and between the Alumni and MIB Trieste School of Management itself. Currently, the Association is divided into 20 Clubs around the globe.

The Association aims at bolstering School's brand and fostering authentic engagement and recognition among the Alumni community.

In particular, the Association's objectives are to:

- Strengthen the relationship between Alumni and the School;
- Promote lifelong learning and ongoing professional development after graduation;
- Develop an active and structured community for professional networking;
- Foster the exchange of entrepreneurial and managerial ideas;
- Enhance the opportunities for professional growth and career development;
- Offer social, networking and leisure opportunities;
- Increasing visibility and prestige for the School nationally and internationally.



"We never stop learning and most of our knowledge comes from the interactions and connections we have with others. MIB Alumni Association is our platform: a community of people driven by passion for knowledge, professional growth, and exchange, based on the principles of mutuality and give back to Alumni, to the school and to the society at large".

LAURA PRINZI

President, MIB Trieste Alumni Association
Head of Open Innovation & Corporate Programs, PoliHub - Innovation Park & Startup Accelerator
Executive MBA 22

Trieste, in the heart of Europe

Trieste offers an unparalleled setting for MBA studies thanks to its dynamic economic landscape and rich cultural heritage. While the insurance sector marks a significant aspect of its economy, the city is home to major insurance firms like Assicurazioni Generali S.p.A. and Allianz S.p.A., Trieste's business environment is remarkably diverse, encompassing sectors such as coffee production with illycaffè, shipbuilding and maritime industry with Fincantieri, logistics (Trieste's port is one of the busiest in the Mediterranean) and cutting-edge technology.

The city has increasingly gained ground at an international level for the excellence of its science sector, with over 30 research institutions making it a hub for European innovation and attracting thousands of international students

and researchers annually.

Beyond its economic and academic stature, Trieste is celebrated for its cultural vibrancy and an array of leisure options, consistently ranking high in Italy for quality of life according to *Il Sole 24 Ore*.

Trieste boasts a rich tapestry of history and culture, shaped by its unique position at the confluence of Latin, Slavic, and Germanic influences. This diversity is reflected in the diverse architectural styles, from neoclassical to Art Nouveau, that adorn its streets.

Trieste's historical depth is mirrored in its lively cultural scene, with numerous theaters, museums, and galleries that celebrate its multifaceted identity.

Trieste is charming, international, safe, and affordable, offering a very high quality of life. A European treasure widely acclaimed by international media.



MBA in International Business

Disclaimer

All information within
this brochure is correct
at February 2024

Accredited



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MBA Director

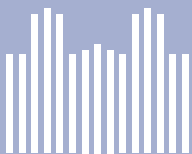
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