



BUSINESS SCHOOL

# MBA in International Management



**FULL-TIME**  
**1 YEAR • 2 COUNTRIES**  
Europe • Asia



BERLIN • LONDON • MADRID • PARIS • TURIN • WARSAW  
BEIJING • DELHI

affiliated to



**EUROPEAN IDENTITY**  
**GLOBAL PERSPECTIVE**

The World's First Business School (est. 1819)



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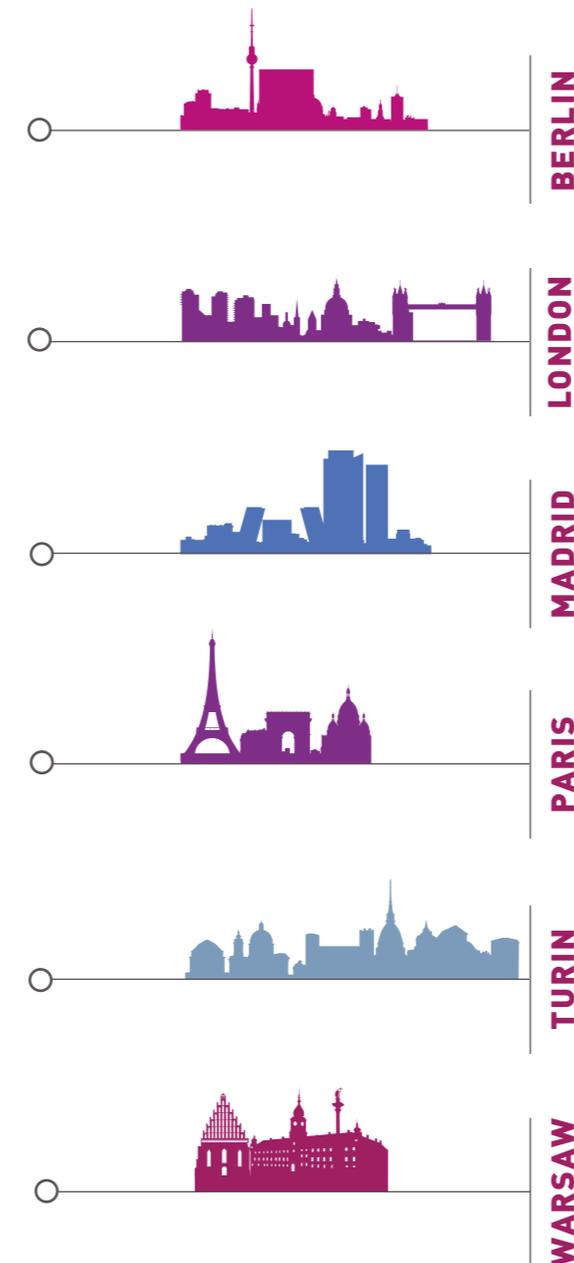
## MBA IN INTERNATIONAL MANAGEMENT

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# ESCP EUROPE QUICK FACTS



# ESCP EUROPE 6 URBAN CAMPUSES



The Berlin campus is situated in the western part of the city centre, near the Charlottenburg Palace and its splendid gardens. Berlin is a fast-growing city characterised by a rich multifaceted economic structure and culture.

Located in West Hampstead in northwest London, this campus offers students state-of-the-art facilities in a traditional Victorian building.

Located only a couple of metres away from the National Park of Monte del Pardo, the Madrid campus is an ideal place for students to focus on their professional development.

The Paris campus is conveniently located in the centre of the city. The campus enjoys easy access to all of the Capital's major business districts.

The Turin campus is located in a beautiful building with modern facilities. Turin is one of the main business centres of the Italian economy and home to many architectural masterpieces.

Our campus is based at Kozminski University, located in Warsaw's northeast district of Praga Północ. It is one of the city's most historic neighbourhoods.

# ESCP EUROPE RANKINGS & ACCREDITATIONS

## Rankings

WORLDWIDE  
FINANCIAL TIMES

**#2** Master  
in Finance

**#7** Master in  
Management

**#11** European  
Business School

**#13** Executive  
MBA



# ESCP EUROPE WELCOME



**Prof. Dr. Frank BOURNOIS**  
*Dean of ESCP Europe*



**Prof. Dr. Andreas KAPLAN**  
*Dean for Academic Affairs  
ESCP Europe*

Established in 1819, ESCP Europe is the oldest business school in the world. Its mission is to develop the next generation of transnational business leaders, preparing them to embrace the opportunities offered by cultural diversity.

With its six urban campuses in Berlin, London, Madrid, Paris, Turin and Warsaw, ESCP Europe's true European Identity enables the provision of a unique style of cross-cultural business education and a Global Perspective on international management issues.

Through a combination of innovative pedagogy, cross-campus programmes and a research-active faculty, ESCP Europe is an essential contributor to the development of the transnational management culture so essential in today's global business environment.

Our network of 100 partner universities extends the School's reach from European to worldwide.

Triple-crown accredited (EQUIS, AMBA, AACSB), ESCP Europe welcomes 4,000 students and 5,000 executives from 90 different nations every year, offering them a wide range of general management and specialised programmes (Bachelor, Master, MBA, Executive MBA, PhD and Executive Education).

The School's 45,000-strong alumni network includes members of 200 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP Europe to provide unique career opportunities on an international scale.



## Accreditations

ESCP Europe is among the 1% of business schools worldwide to be triple-accredited



**Prof. Dr. Véronique TRAN**  
*Academic Director of the MBA  
in International Management*



**Pascale MARTIN-SAINT-ETIENNE**  
*Director of the MBA  
in International Management*

## TAKE THE JOURNEY THAT WILL SHAPE YOUR FUTURE

In a fast-changing world, combining cultural and emotional intelligence with business acumen are essential features of agile leaders. Boosting your creativity and your problem-solving abilities in multicultural teams will prepare you to be a future shaper of international business, while creating value for yourself and the companies you will create or join.

The MBA in International Management is designed for young professionals, as a full-time intensive general management programme with a strong cross-cultural approach. It provides an

excellent connection to the world of business and a solid foundation for an international career along with a tremendous enriching personal development experience.

There is no doubt that the MBA will be very rewarding for you both in terms of personal development and future career progression. We invite you to take the next step on the MBA journey and to embark in a learning experience like no other. The MBA in International Management is a life-changing programme.

# ESCP EUROPE WELCOME

Choosing to study at ESCP Europe is your first step towards an ambitious and exciting international career in today's diverse, multicultural business world.



**Marion FESTING**, Professor in HRM and Intercultural Leadership  
*Berlin campus*

"The study of management in mixed groups at different campuses allows students to experience and practice cultural diversity, sharpen their international profile and prepare for the demands of a globalised economy."



**Terence TSE**, Professor in Finance  
*London campus*

"Combining students' abilities to grasp and apply the concepts, with their maturity as well as their diverse cultural and business backgrounds, the grand result is a recipe that guarantees wonderful class discussions and a superb preparation for their future careers."



**Juan Carlos HIGUERAS**, Professor in Business Strategy  
*Madrid campus*

"Students leave ESCP Europe prepared for a rapid career progression and a keener, more open-minded view of the world of business and new global spaces."



**Luca M. VISCONTI**, Professor in Marketing  
*Paris campus*

"I believe that ESCP Europe perfectly embodies society: international environment, European vision, multidisciplinary confrontation, and boundary-free approach to society and markets."



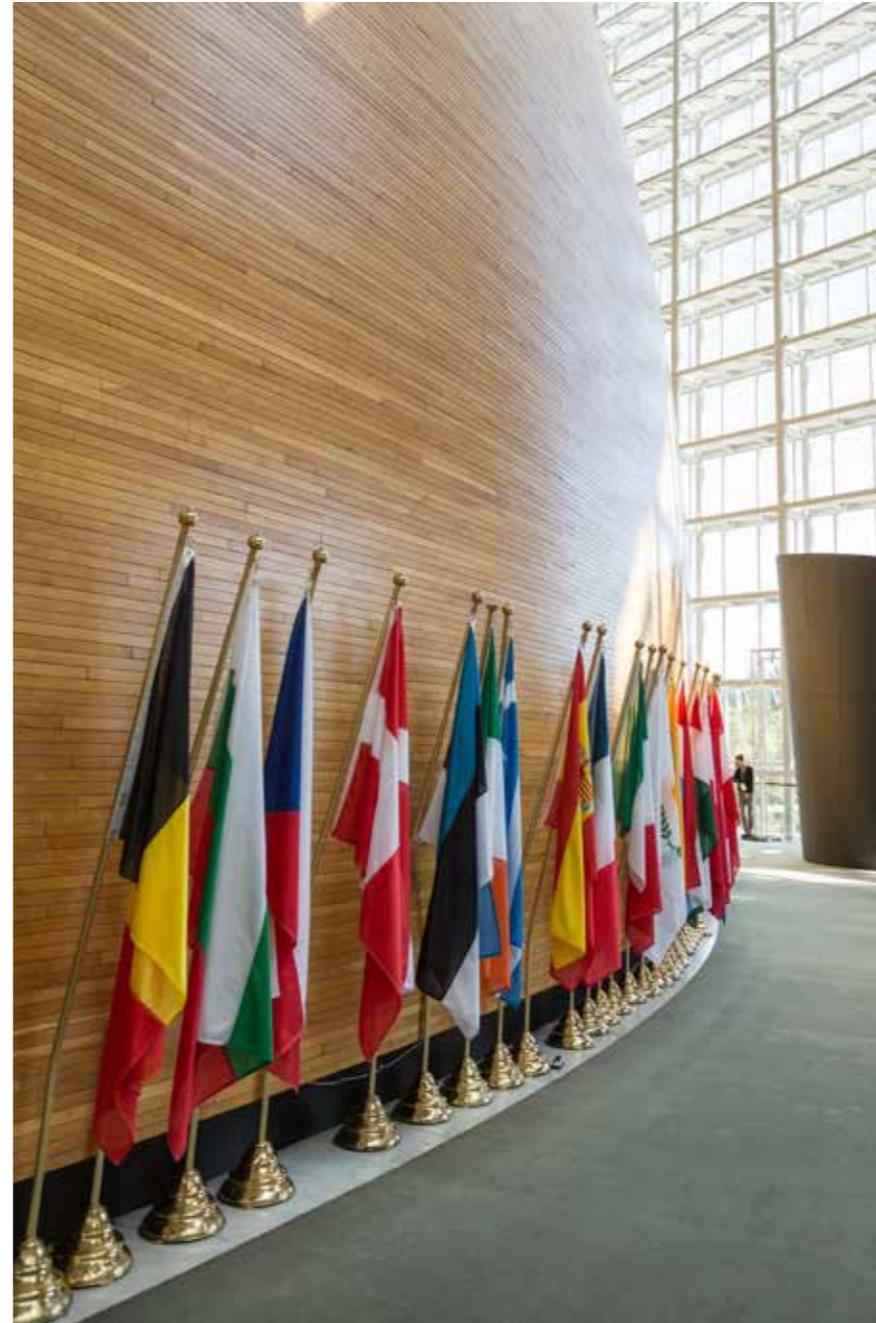
**Chiara SUCCI**, Professor in Organisational Behaviour  
*Turin campus*

"Every time I teach ESCP Europe students, I learn something new. Their varied backgrounds, cultures and experiences allow discussions to cover many different points of view and deeply explore the content."



**Grzegorz MAZUREK**, Professor in Marketing  
*Warsaw campus*

"ESCP Europe with its history and pan-European perspective is associated not only with high quality of teaching, superb knowledge and unique skills, but an amazing mixture of intercultural values which can be simply defined as the "ESCP Europe experience" – students are aware of that, appreciate it and take the most from it."



## ESCP Europe in the press

À ESCP Europe, un parcours  
multiculturel à la carte

**Le Monde**  
29.06.2016  
FRANCE

Najlepsze programy MBA  
podążają za światowymi  
trendami uwzględniając potrzebę  
umiędzynarodowienia

**PERSPEKTYWY**  
13.06.2016  
POLAND

La "Champions League"  
de las Escuelas de Negocios

**El Mundo**  
17.04.2016  
SPAIN

ESCP Europe, ecco l'indirizzo per  
futuri manager. Lezioni in giro per  
l'Europa

**La Repubblica**  
13.09.2015  
ITALY

Interkulturelle Kompetenz ist ein  
Muss [...] ESCP Europe [...] bildet  
ihre Studierenden europäisch aus

**Capital**  
21.04.2015  
GERMANY

[...] One school with [six] doors

**Financial Times**  
20.10.2013  
UNITED KINGDOM

# ESCP EUROPE WELCOME



**Annabel MORGAN**, Class of 2016, British  
*Business Analyst at McKinsey & Company, UK*

"It's an honour to be here because we get to meet so many important and inspiring people, which will definitely help us to grow as entrepreneurs and as individuals. Making this type of contact is one of the main reasons I chose ESCP Europe."



**Luisa Corinne SCUCCHIA**, Class of 2014, Italian  
*Consultant at Long Term Partners (LTP), Italy*

"I chose to join ESCP Europe in 2012 mainly because of its international breadth. It's not just the 6 campuses in Europe and the collaboration with famous universities all over the world, but also the strong network of alumni representing over 150 nationalities."



**Jean-Christophe BOTTEMAN**, Class of 2014, Belgian  
*Supply Chain Director at ArcelorMittal, Belgium*

"ESCP Europe allowed me to dive into other business cultures and institutional operating modes. The cherry on the cake: a lifetime experience and a strong network of classmates based worldwide!"



**Tamara KUCELJ**, Class of 2014, Croatian  
*Senior Manager - Global Risk & Financial Markets Consulting at Capteo, France*

"Being part of ESCP Europe is an exceptional experience that will change your life and way of thinking. It is an intense intellectual and emotional journey, providing a perfect combination of hard- and soft-skill courses. Its international dimension goes beyond its European identity. Besides professional and personal development opportunities, you will have the chance to meet many exceptional people that will stand by your side throughout the programme's challenges."



**Laura SOMERHAUSEN**, Class of 2013, Belgian  
*Associate EU Regulatory Affairs at Heineken, Belgium*

"Besides the theoretical knowledge in Finance, Strategy and Marketing for instance, I learnt a lot 'by doing': through the two company consultancy projects, but also through continuous teamwork. Working with different nationalities, on specific case studies, in a foreign language, was essential for me as this is something I now do every day in my job. Also, ESCP Europe is an interesting platform to start building a network of people (including friends!) of numerous nationalities, who now work in various companies and business areas across the world."



**Thomas HIGGINSON**, Class of 2010, British  
*Business Manager - IST Legal and Ethics & Compliance at BP, United Kingdom*

"Throughout my career, my experience at ESCP Europe has helped me break down complex problems, choose the right framework, and express my thoughts in a confident and structured manner. When time permits I am quite involved in the London Alumni network, which has led to numerous opportunities and some great contacts."



**Anouar BOURAKKADI IDRISSE**, Class of 2010, Moroccan-Polish  
*Regional Business Development Manager at C3-Edenred, United Arab Emirates*

"My experience at ESCP Europe was the most international and diversified: various nationalities and backgrounds, different languages and campuses. One of the most valuable assets of my ESCP Europe experience has been the company consultancy project module which allowed me to get my job in the Strategy & Development Department of Edenred."



**Jérôme FEYS**, Class of 2008, French  
*Founder and CEO at Vescape GmbH, Germany*

"ESCP Europe gave me the wonderful opportunity to study in Berlin where I decided to stay and create my own company. I have recently had the honour of being named Director of the Berlin campus's Blue Factory, the ESCP Europe incubator which helps entrepreneurs to start their own companies."



**Martin STRUB HIDALGO**, Class of 2008, Spanish  
*Senior Analyst at Google, Netherlands*

"I graduated in Economics at Lund School of Economics in Sweden before joining ESCP Europe. Thanks to the management courses and the Company Consultancy Projects, the international classmates and team work projects, I have been able to learn and improve in many crucial skills. Undoubtedly, it was a positive experience to my professional and personal life and provided greater than expected assets."



# ESCP EUROPE EXPERTISE & FACULTY

Knowledge creation and transmission are in the hands of the School's full-time faculty members. Our faculty's research not only gives rise to publications in the most prestigious international and national scientific journals but also contributes to nourishing the professional community: companies, public authorities, and professional associations. ESCP Europe develops close links with companies through its many Chairs, Research Centres, Professorships and Institutes.

## Chairs, Research Centres, Professorships and Institutes

### ESCP Europe Chair for Entrepreneurship Research

[www.chaireeee.eu](http://www.chaireeee.eu)



Launched in 2007 thanks to its sponsors, EY and the ESCP Europe Foundation, the Entrepreneurship Chair (ChaireEEE) supports the development of tomorrow's entrepreneurs through specific programmes and support structures.

The ESCP Europe Entrepreneurship Chair has 4 main activities:



#### Student Programmes

Master in Management Entrepreneurship specialisation track / Specialised Degrees / Apprenticeship / Elective modules



#### Acceleration Programmes

Blue Factory, an incubator for startups which include at least one alumnus of the school or of the Entrepreneurship Chair



#### Events

Creation and organisation of over 20 events, free and open to all



#### Academic Research

Academic publications on entrepreneurship and innovation in education

### Future of Retail in Society 4.0 Chair



This Chair aims to foster forward-looking in-depth reflection on the business and retail industry of tomorrow. In an environment undergoing profound change, E. Leclerc, a key player in business and the retail industry, was looking for opportunities for teaching and debate where it would be possible to promote new forms of business and discuss new business ecosystems in the era of company 4.0.

### Financial Innovation and Transformation Chair



The common goal of BNP Paribas CIB and ESCP Europe is to create a reference point for research in the field

of responsible innovation and transformation in the financial sectors.

### Fashion and Technology Chair



Lectra

The Fashion and Technology Chair aims at analysing and promoting the role of the technology as a catalyst of innovation for the Fashion and Luxury sectors; not only to ESCP Europe students and alumni, but also to a wider community interested in such issues.

### Organisations, Leadership and Society Chair



The Organisations, Leadership and Society Chair aims at taking a step

back to reflect on the changes that will affect the functioning of organisations, and exploring topics such as responsible management and labour relations in rapidly changing environments; organisations in the face of complexity; and relationships with money.

### IoT (Internet of Things) Chair



The IoT (Internet of Things) Chair aims to develop a better understanding of business and managerial issues related to digital evolution and the development of connected objects.

### Public Service and Managerial Performance Chair



The objective of ESCP Europe and Deloitte in partnership with ENA, is to set up an academic reference pole on the questions of managerial performance within the public sphere.

### Creativity Marketing Centre (CMC)

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

The Creativity Marketing Centre (CMC) is a platform for thought-leadership and knowledge exchange on the role of creativity as a driving force of value in marketing. The Centre brings together academics, marketing practitioners and experts from all sectors, eager to participate in harnessing creativity to rethink the rules of the game in marketing. The Centre engages in cutting-edge academic research on creativity and its role in strategic rethinking and marketing.

### Research Centre for Energy Management (RCEM)

[www.rcem.eu](http://www.rcem.eu)

The RCEM Centre's aim is to build a strong proactive partnership between energy corporations, government agencies, and the academic community, in preparation for a new energy era. This will be achieved through the promotion of rigorous and objective empirical research on issues related to energy management, finance and policy, in order to support decision-making by both government and industry.

### European Research Centre for Finance and Society

The CERFS Centre aims at not only promoting high quality research and education but also enforcing a strong alliance between academia and industry. The CERFS research draws on the expertise of the ESCP Europe finance faculty members who frequently conduct the cross-disciplinary research projects.

### L'Oréal Professorship in Creativity Marketing



The objective of this partnership is to explore a cutting edge research field with real-world management implications, establishing L'Oréal as a business at the forefront of innovative management thinking. As part of this agreement, L'Oréal became a Founding Corporate Member of ESCP Europe's Creativity Marketing Centre (CMC).

### KPMG Professorship in International Corporate Governance



The objective of the Professorship is to gain perspective on the integration of risk management and performance into corporate strategy. For many years, KPMG has operated in the field of governance, either as auditor or consultant. International corporate governance is a major challenge for companies.

### Professorship in Economics and Marketing in the Professional Events Industry



The common goal of Unimev, Viparis and ESCP Europe when creating this Professorship was to recognise the events industry as a major current economic opportunity.



### i7, the Institute for Innovation and Competitiveness



The Institute was created and supported by ESCP Europe to promote a broad vision of innovation, stimulating the development of present practices and corporate interests related to innovation, and a broad vision of competitiveness, including non-price competitiveness.

## Faculty

A diverse cutting-edge faculty

+130 full-time faculty members working across the 6 campuses

120 affiliate and visiting professors

+700 working professionals, with long experience and strong expertise in their fields



TAKE THE  
JOURNEY  
THAT WILL  
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FUTURE

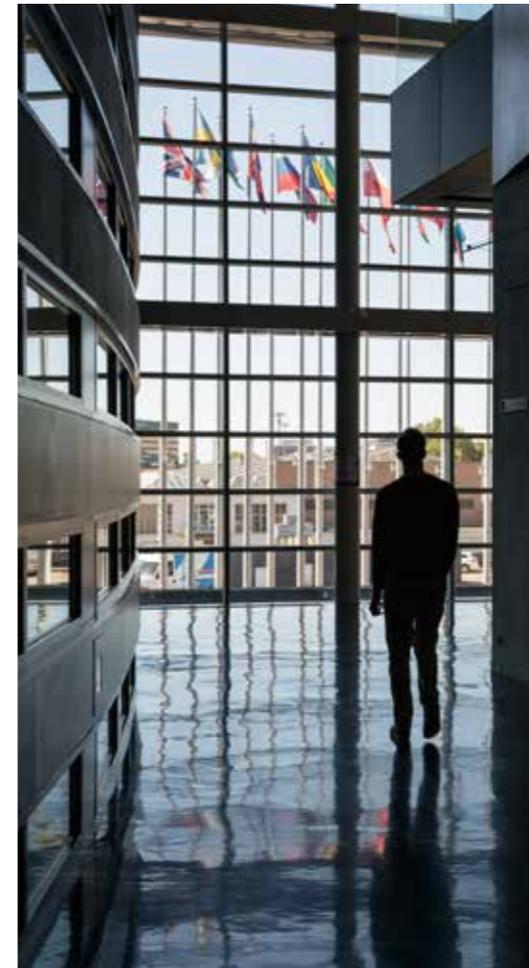
**MBA**  
IN INTERNATIONAL  
MANAGEMENT

## AT A GLANCE

The MBA in International Management provides young professionals with the business skills and mindset for a successful international career.

You will join a cohort of students from around the world with diverse educational and professional backgrounds.

The MBA covers all the functional areas of management and provides a multicultural, hands-on experience.



**1 YEAR, FULL-TIME PROGRAMME**

with a strong **cross-cultural** approach

Accredited by the  
**Association of MBAs**

**2 COUNTRIES of YOUR CHOICE**

in Europe and Asia

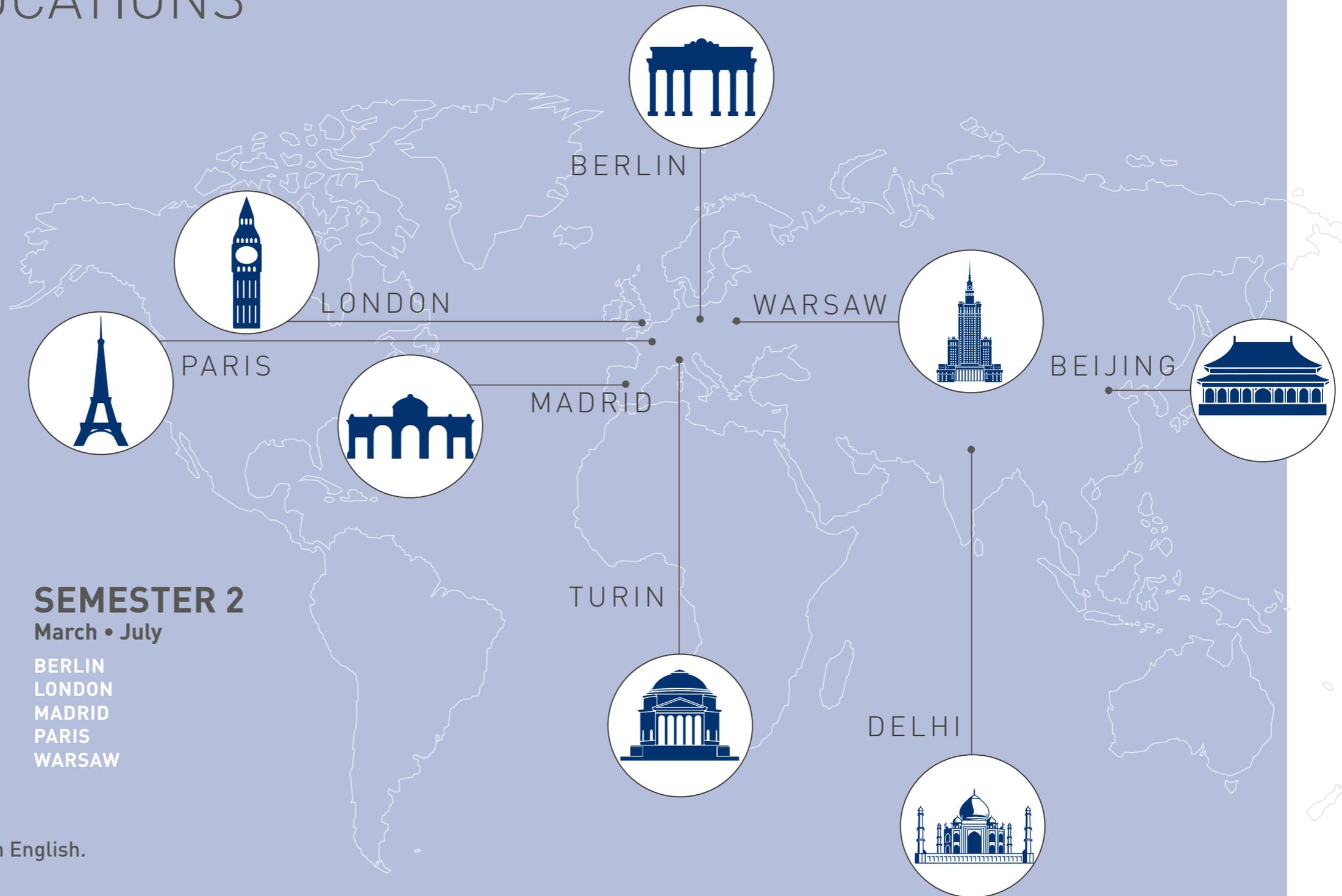
**6** ESCP Europe **CAMPUSES**  
& **2** academic **PARTNERS**

**20 ELECTIVES** offered

**DOUBLE DEGREES** available

**EXPERIENTIAL LEARNING**  
2 Company Consultancy Projects

# STUDY LOCATIONS



## SEMESTER 1 September • February

LONDON  
PARIS  
TURIN  
BEIJING  
DELHI

## SEMESTER 2 March • July

BERLIN  
LONDON  
MADRID  
PARIS  
WARSAW

All courses are delivered in English.

# BERLIN



**Study in Berlin, one of the most innovative and creative cities**

## City of Berlin

With its unique history and culture, the German capital has become a symbol for both European life and international outlook – and of course famous for a diverse economy. With its 3.5 million inhabitants and around 40,000 more coming every year, Berlin is a fast-growing city which offers a high quality of life at relatively low cost of living.

## Cultural Variety

Berlin is a multicultural city with more than 180 different nationalities living here [2015]. They shape the character of the city, imbuing it with cultural flair and variety. Many of the global players also have a subsidiary in Berlin, e.g. Google, Amazon, EY, Price Waterhouse Coopers, Siemens, Bombardier Transportation and Total S.A.

## The Economic Factor

Berlin is characterised by a rich multifaceted economic structure, from industrial companies with a long tradition and strong medium-sized companies to a very dynamic services sector as well as innovative IT and high-tech companies. Today, Berlin is especially known for its vibrant start-up culture, and for its creative industry; it has become an important media centre.

## Lifestyle

People value Berlin for its pulsating scene and night life as well as for its spacious parks and bohemian quarters. They enjoy its numerous “beer gardens” and savour the wide variety of restaurants, coffee shops, markets, museums, theatres and concert halls.

## The Campus

ESCP Europe’s Berlin campus is located near one of the historical centrepieces of the city, the Charlottenburg Palace. Throughout the year, there are events and conferences on the latest business issues. ESCP Europe is a state-recognised university in Germany.

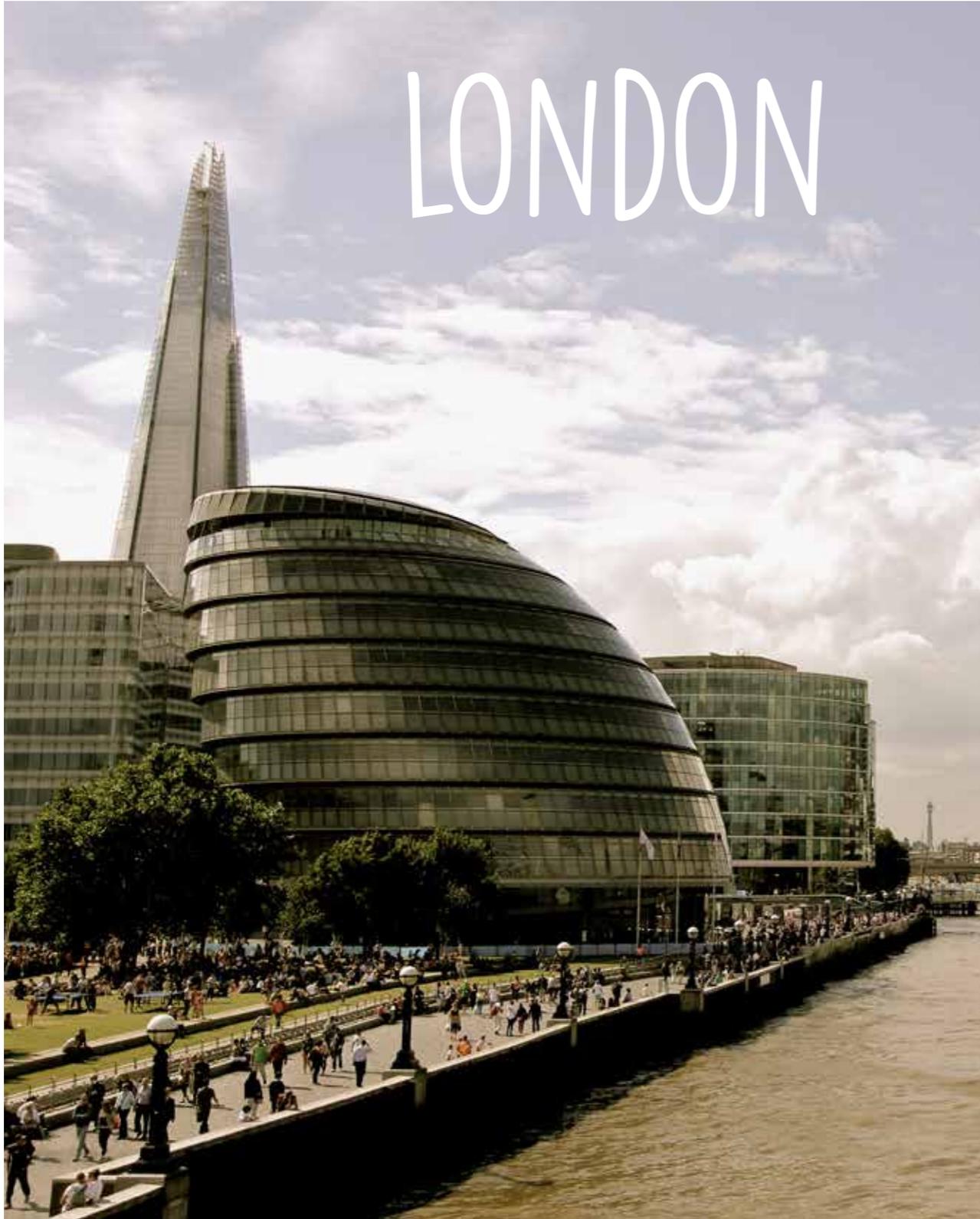


**Prof. Dr. Kerstin ALFES**  
MBA Academic Director  
Berlin campus

## CONTACT

**Dr. Stephan SCHMUCK**  
Berlin Admissions Coordinator  
Tel: +49 (0)30 32007-161  
[mbaberlin@escpeurope.eu](mailto:mbaberlin@escpeurope.eu)

# LONDON



**London, a truly multicultural experience in the heart of a vibrant city**

### **International Social Scene**

ESCP Europe is a unique school that attracts students and academics of more than 90 nationalities to our London campus. Students live and study in an exciting and vibrant city in the centre of a truly multicultural environment.

### **The Location and Campus**

Located in West Hampstead in north-west London, ESCP Europe's UK campus offers students state-of-the-art facilities in a traditional Victorian building. The bright city lights and the business community are only a tube ride away, while the fashionable area of West Hampstead offers a broad cultural experience away the hustle and bustle of inner-city life.

### **The Career Opportunities**

Students benefit from our strong connections in major industries, and we play an essential role in our students' lives by expanding and nurturing the skills vital for their future careers.



**Prof. Dr. Argyro AVGOUSTAKI**  
*MBA Academic Director  
London campus*

### **CONTACT Juliette MARIK**

London Admissions Coordinator  
Tel: +44 20 7443 8872  
mbalondon@escpeurope.eu



**Cosmopolitan, sophisticated, bustling, energetic, vibrant... Madrid is full of energy as only a capital city can be.**

From Puerta del Sol and the Plaza Mayor to the Plaza de España, Malasaña, Chueca and the Bernabeu football stadium, it's not just the sheer size of the city that makes it stir. It's the madrileño attitude - a love of socialising, cultural flare, and the warmth of its people. Every corner you turn reveals something to surprise and delight you.

### **International Environment**

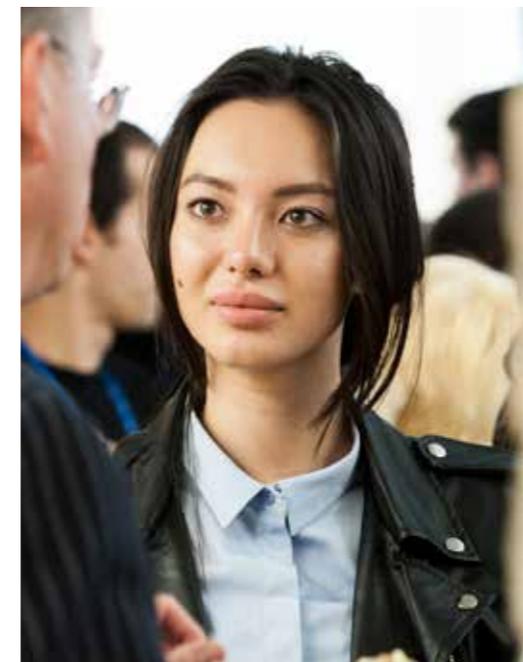
Madrid is home to some of the best business schools in the world, offering a diverse and international community that provides a chance to study alongside students from around the world. It is also one of the most affordable cities for students in Europe. A great opportunity to live and travel in Europe!

### **Launch your Career**

Known as a hub of industry and innovation, the Spanish capital is one of the leading financial centres in Europe, offering great opportunities for students to establish professional contacts and gain relevant experience. At ESCP Europe we strive to keep pace with the changing demands and trends of the economy, embracing new technologies and innovation to meet the needs of both students and future employers. Our aim: to enhance employability. We work with top-notch companies like Deloitte, EY, PwC, Ferrovial and Accenture, among many others. We are committed to offering our students the best internships, and our partner companies the most talented trainees.

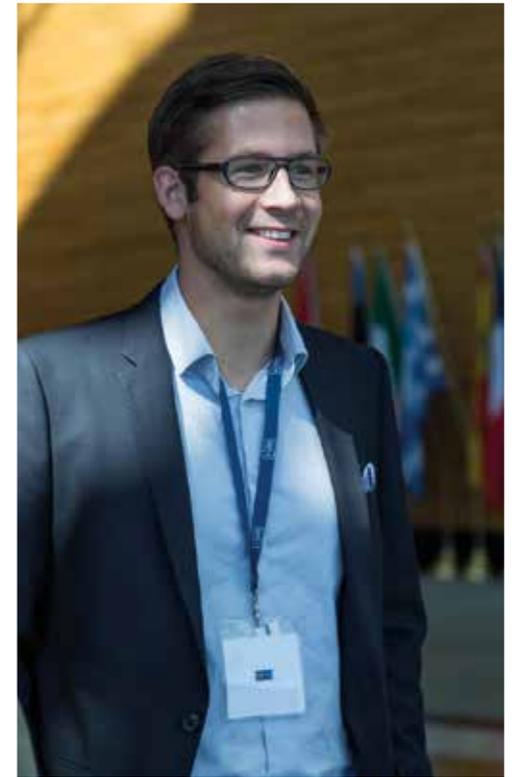
### **The Campus**

The Madrid campus is located in a residential area close to the heart of the city. It is an ideal place for students to focus on their studies and professional development. A short bus ride will take you to the city centre to enjoy everything a capital like Madrid has to offer.



**Prof. Alberto MARTINEZ**  
MBA Academic Director  
Madrid campus

**CONTACT**  
**Alejandra RUBIO**  
Madrid Admissions Coordinator  
Tel: +34 91 171 9025  
mbamadrid@escpeurope.eu



**The ESCP Europe Paris campus, a landmark in the French academic and economic landscape.**

#### **A Legendary City**

Legendary capital of fashion, business incubator and number one tourist destination worldwide, Paris is defined both by innovation and tradition. The city is a constant invitation to discover its monuments. Architecture, museums, star exhibitions, gastronomy, theatres, fashion shows and trendy shops, Paris offers the largest concentration of attractions.

#### **Attractive Place to Study**

Many fairs, trade shows, international congresses and events are held in Paris. The campus is literally at the crossroads of new economic and societal trends shaping the future of the French capital.

#### **A Key Location to Launch your Career**

Paris offers a global economic environment to international companies as well as to smaller ones. Entrepreneurial spirit is encouraged by the facilities and extensive network of connections offered. The Paris campus is an active player with its incubator and hub for student start-ups.



**Prof. Dr. Véronique TRAN**  
Academic Director  
MBA European Academic Director

#### **La Défense, a Major Business Hub**

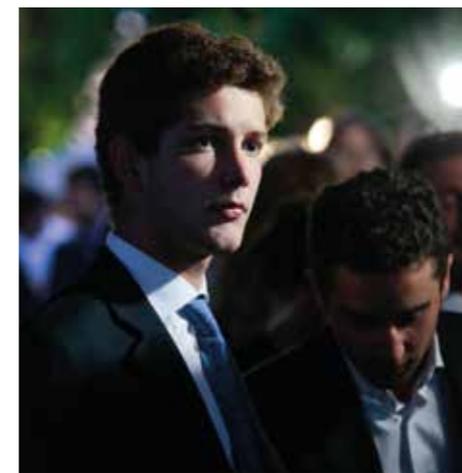
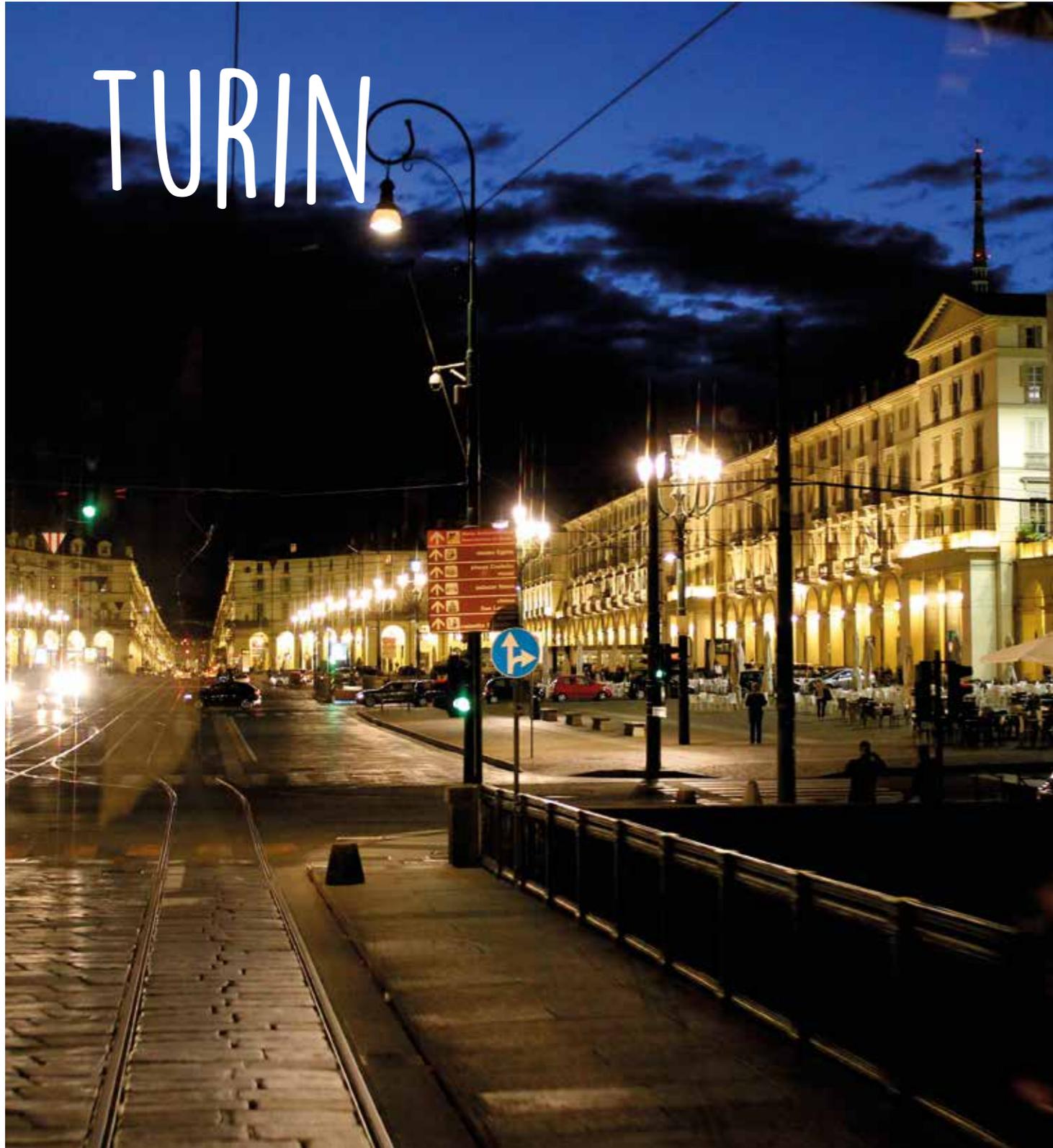
La Défense is the first European business district which is home to more than 2,500 companies and provides extensive career opportunities for ESCP Europe graduates.

#### **The Campus**

The ESCP Europe Paris campus is situated downtown in the 11th arrondissement, at the heart of Paris. Steeped in nearly two hundred years of history, the Paris campus is the largest of the six campuses and hosts the largest number of faculty and students. The building is classified as a historical monument. With extensive campus facilities, a strong sense of school spirit and community prevails.

**Come and live the best experience of your life in an unforgettable city.**

**CONTACT**  
**Emmanuelle RASSEK**  
Paris Admissions Coordinator  
Tel: +33 1 49 23 58 89  
mbaparis@escpeurope.eu



## Why Turin should be the next step in your post-graduate training and career

### Dynamic

Turin is the dynamic and attractive capital city of Piedmont. It's a lively city that knows how to renew itself and look to the future. It has become a fresh, smart, modern and open-minded hub of all that is European.

### Internationally Appealing

Turin attracts many international students by offering a wide range of higher education opportunities, as its academic poles and post diploma schools are among the most prestigious in the world.

### Business Centre

The territory is the cradle of many important Italian companies, such as Accenture, Avio, Caffarel, Comau, Ferrero, Intesa Sanpaolo, Lavazza, Martini & Rossi, Reply, Robe di Kappa, Unicredit, all of which (among many others) are available to recruit our students.

### Italian Lifestyle

Turin has plenty of exciting places to visit and it hosts lots of events and international cinema, art and music festivals. The city has a rich culture and history, and is renowned for its palaces, art galleries, restaurants, churches, theatres, libraries, squares, gardens, museums and other venues. All this makes it one of the world's top "Places to Go" according to the *New York Times* in 2016.

### The Affordable Choice

Compared to other Italian and European cities as far as cost of living and access to services go, Turin is not only an enjoyable city, but also a worthwhile choice from an economic point of view.

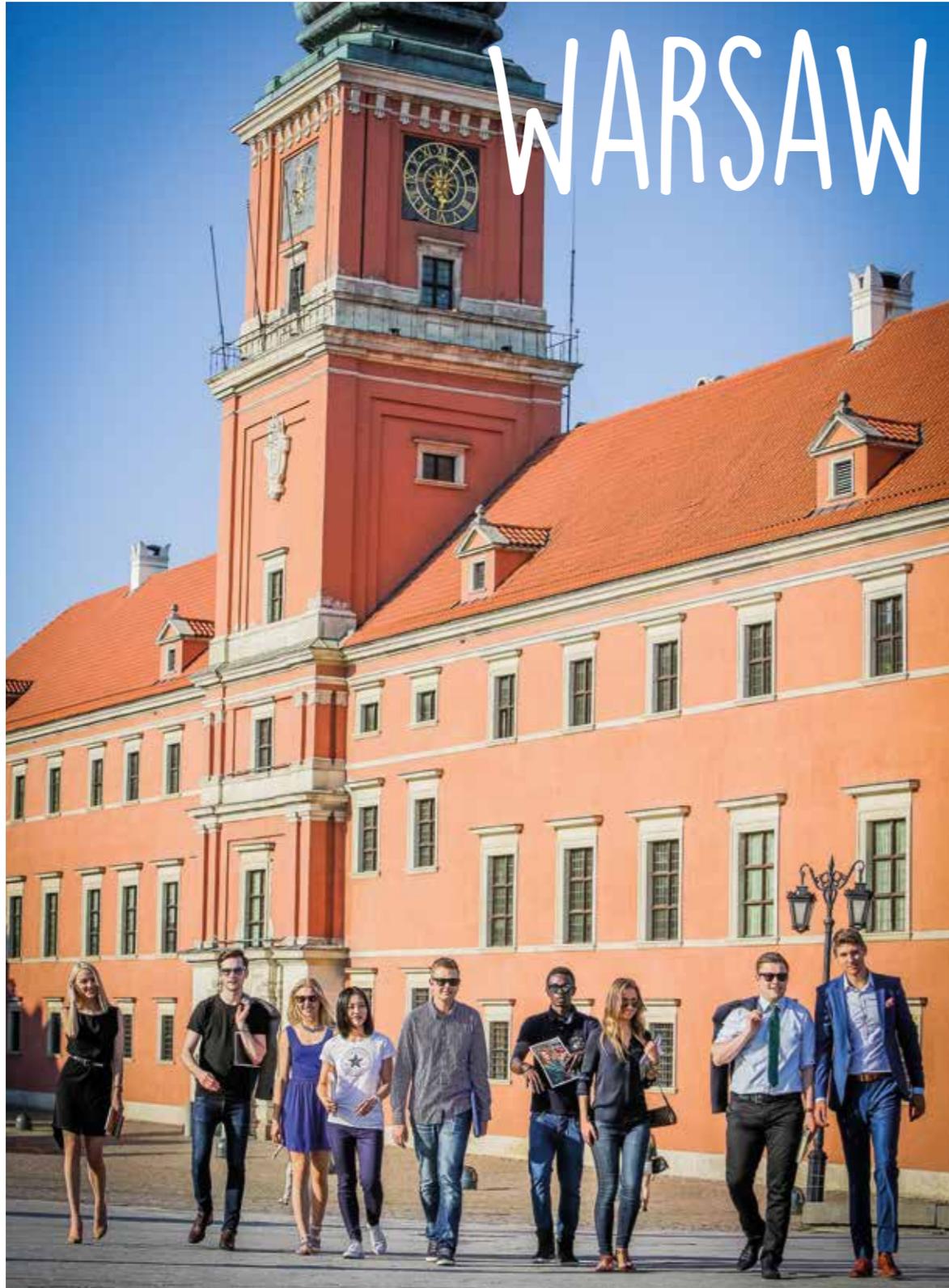
### The Campus

Student headquarters is located on the premises of the main building of the University of Economics of Turin. The Turin campus has strong relationships with a number of Italian and international companies that contribute to its governance.



**Prof. Dr. Francesco RATTALINO**  
MBA and Turin campus Director

**CONTACT**  
**Federica SIMIONATO**  
Turin Admissions Coordinator  
Tel: +39 011 670 6129  
mbaturin@escpeurope.eu



**The ESCP Europe Warsaw campus, at the heart of Central and Eastern Europe**

**Located at the Heart of Europe**

Warsaw is the capital and largest city of Poland. It stands on the Vistula River. Its population is estimated at 1.740 million residents within a greater metropolitan area of 2.666 million residents, which makes Warsaw the 9th most populous capital city in the European Union.

**Careers**

Warsaw holds the 6th place in the world according to the Global Investment Intensity index, making it an economic hub. Sharing borders with Germany, Czech Republic, Slovakia, Ukraine, Belarus, Lithuania and Russia, Poland's location is ideal for launching your career in Central and Eastern Europe.

**The Campus**

The Warsaw campus is located on the premises of Kozminski University (KU), the only Polish Business School with triple accreditation (AMBA, EQUIS, AACSB). KU's modern campus is comprised of: lecture theatres, classrooms, IT facilities, a library, study rooms, meeting rooms, a gym, a bookstore, a post office, photocopying facilities, and student canteens. KU is an internationally renowned and accredited private business school. Our students come from over 60 nationalities, creating a truly international atmosphere. KU links theory, group work, and practice into the programmes.



**Prof. Dr. Grzegorz MAZUREK**  
*MBA Academic Director  
 Warsaw campus*

**CONTACT  
 Dana DUDA**

Warsaw Admissions Coordinator  
 Tel: +48 22 519 22 69  
 mbawarsaw@escpeurope.eu

# BEIJING



## Beijing Foreign Studies University

### BEIJING, CHINA

Beijing Foreign Studies University (BFSU) is a prestigious university in China under the direct leadership of the Chinese Ministry of Education. It is one of China's top universities listed under the Project 985 and Project 211, both comprising top universities in China. At present, BFSU teaches 67 foreign languages and offers education programmes at different levels, including doctoral programmes in foreign languages and literature, Chinese language and literature, journalism and communication, political science, law, business management and computer science, etc.

International Business School (IBS) is one of the youngest and most dynamic schools at Beijing Foreign Studies University (BFSU) and also the largest in terms of student numbers. Founded in 2001, IBS currently has more than 1,700 students, including undergraduates, postgraduates, international students, and overseas foundation programme students. IBS aims at providing future business elites from all over the world with the core of Chinese and world civilisations, pass on common values of all humanity, probe business knowledge (both known and unknown), and help its students discover their own unique characters and values of life.

A Certificate in International Business is delivered by the International Business School at Beijing Foreign Studies University for ESCP Europe MBA in International Management students spending their first semester in China.



# DELHI



## Management Development Institute Gurgaon

Management Development Institute (MDI), Gurgaon was established in 1973 with the support of the Industrial Finance Corporation of India (IFCI). It has completed 40 years of academic excellence as an institute for the training of practicing managers. It has consistently been rated amongst the top 5 business schools in the country. The guiding philosophy behind all the academic activities of the Institute, therefore, has been to strive to instil professionalism in management and to enhance effectiveness of organisations. MDI has its own campus spread over 37 acres in the corporate hub of Gurgaon, and is located 15 kilometers from the international Airport at Delhi. The institute is set amidst abundant green surroundings and provides a conducive environment for studies.

Double degree available to ESCP Europe MBA in International Management students (subject to fulfillment of requirements): Postgraduate Diploma in International Management (PGP-IM)

The Diploma is recognised by the Association of Indian Universities (AIU) and is equivalent to an MBA degree awarded by an Indian University.

### GURGAON, INDIA

It is located 30 km south of national capital New Delhi and 268 km south of Chandigarh, the state capital. Over the past 25 years the city has undergone rapid development and construction. Gurgaon is one of Delhi's four major satellite cities and is part of the National Capital Region. It is within commuting distance of Delhi via an expressway and Delhi Metro. Gurgaon is the second largest city in the Indian State of Haryana and is the industrial and financial centre of Haryana. It has the third highest per capita income in India after Chandigarh and Mumbai. Gurgaon is also the only Indian city to have successfully distributed electricity connections to all its households.

# CURRICULUM

The ESCP Europe MBA programme is principally taught by our permanent faculty from more than 20 countries. In addition, affiliate professors and business professionals complete this cutting-edge, diverse, pedagogical team.



| MINDSET                                    | CORE COURSES   |  | PERSONAL DEVELOPMENT    |
|--|--|--|-------------------------|
| Creativity and Innovation                  | Financial Decisions and Performance Management           | Leading People in International and Multicultural Contexts | Effective Communication |
| Cross-cultural Management                  | International Management, Strategy, and Entrepreneurship |  | Leadership              |
| Economics for Managers                     | International Markets and Opportunities                  | Digital Transformation, Analytics and Big Data             | Negotiation             |
| Ethics and Corporate Social Responsibility | Problem Solving and Decision Making                      | Company Consultancy Projects                               | Personal Branding       |
| International Politics                     | Business Simulation                                      |  | Values                  |
|  | Electives  |  |                         |

ESCP Europe declares that the diploma obtained on completion of the MBA in International Management (300 ECTS) is officially recognised in France by the French Ministry of Education and Research (O.G. n°3 - 24 July 2014).

## Electives

Electives take place in semester 2. Dedicated periods are blocked on all campuses enabling participants to follow four elective courses of interest independently of their campus choice.

### BERLIN

- Financial Reporting for International Capital Markets
- Global Knowledge Management
- International Human Resource Management
- Portfolio Management

### LONDON

- Creativity Marketing
- Creative Marketing Analytics
- Energy Risk Management
- Mergers and Acquisitions

### MADRID

- Social Media and Digital Marketing
- A Stakeholder Approach to Management, Sustainability and Organisational Wellbeing
- Family Business Management
- Total Leadership

### PARIS

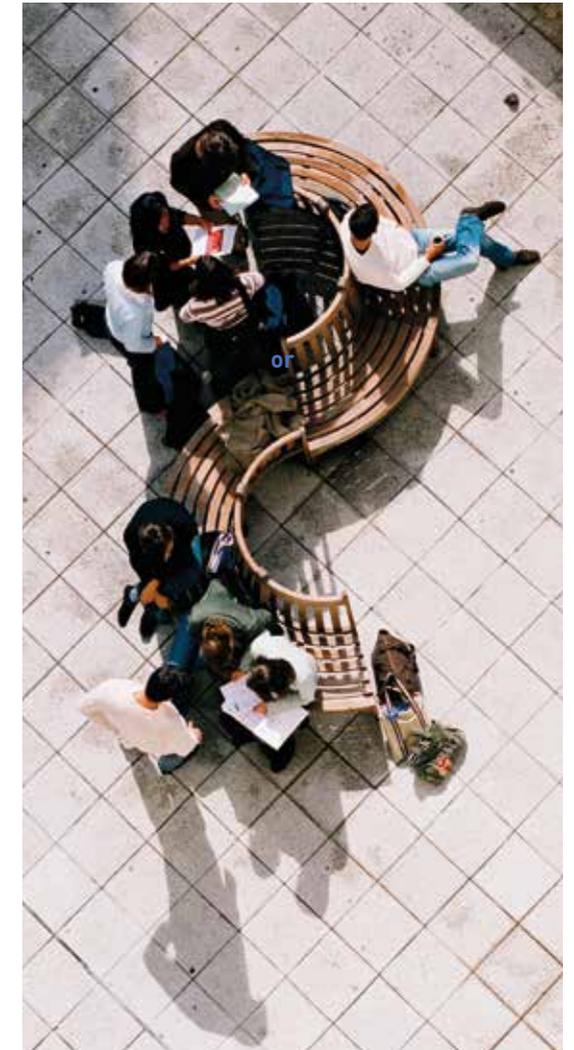
- Innovation 2.0
- Intrapreneurship Intensified
- Organisational Transformation
- Social Entrepreneurship

### TURIN

- International Luxury Management
- International Food & Beverage Management

### WARSAW

- Entrepreneurial Marketing
- Strategic Digital Marketing



The MBA in International Management reserves the right to make changes affecting policies, fees, curriculum or any other details specified in this publication.

# COMPANY CONSULTANCY PROJECTS

The Company Consultancy Projects are a key element of the programme that enables students to get to know a sector or a specific function. They require significant commitment and focus from the students.

*"We use Company Consultancy Projects at ESCP Europe in two ways: as input for our projects and, at the same time, as a recruitment tool. During the last few years we have carried out Company Consultancy Projects regularly in the areas of marketing or communication strategies and human resources. The quality of the results and the commitment of the students have been excellent - so much so that we hired some of the students involved."*

*"Thanks to the heterogeneous composition of the team and its know-how, they did excellent, high quality work. We experienced the team members as competent and constructive consultants who, within a very short time, familiarised themselves with a complex issue. With regard to both form and contents, the goals we established were accomplished to our utmost satisfaction."*

**L'ORÉAL**

**Thomas RIEGEL**  
HR Director, L'Oréal Luxury

**zalando**

**Juliane KRÜGER**  
Employer Branding Manager, Zalando

## The Company Consultancy Projects: experiential learning

You will accomplish two Company Consultancy Projects during the MBA in International Management, which allow you to put into practice the concepts acquired in the classroom. The projects provide students with collaborative and intercultural work experience on a case provided by a company. In groups of 5-6, students are expected to perform an in-depth analysis and make recommendations for actions that can realistically be implemented by the company.

Through the two company consultancy projects, students learn how to work efficiently as a team, and hone their skills in:

- Project planning and management
- Data collection and analysis
- Development of hypotheses and recommendations
- Customer service
- Public speaking and presentations

Within the framework of the Company Consultancy Projects, dedicated workshops are carried out in:

- Consulting skills
- Research strategy, tools and data sources
- Survey and interview techniques
- Presentation skills

Throughout the project, tutoring is provided by an ESCP Europe professor and/or an experienced consultant.

Students learn how to approach an issue with a critical mindset and how to react swiftly in unexpected situations with a creative and open-minded attitude.



## Examples of Company Consultancy Projects

- Benchmark and blueprint for an International Graduate Programme (utilities, HR)
- City launching of Urban Ninja in Spanish market
- Development and implementation of online business for commercialisation
- Development of a CSR strategy
- Development of an innovative B2B online portal
- Feasibility study to set up a commercial subsidiary: services, organisation and financial model
- Global mobility of highly skilled professionals
- Global supply chain and distribution model (retail chain)
- Growth opportunities in the digital technologies sector in Europe
- Identify growth opportunities for category portfolio products
- Portfolio strategy and dealflow identification (private equity fund, India luxury market)
- SME lending in Europe. New scoring model analysis (banking, innovation)
- Study of business intelligence in the field of "fast moving consumer health" at European level
- Telemedicine and return on investment: a real case modelling and evaluation
- The future of newspapers, books and magazines (publishing industry)
- The new online shop: benchmark and suggestions
- Transforming London's precious metal OTC market: feasibility report
- Valvetrain footprint optimisation: how to secure profitable regional growth

## SOME PARTNER COMPANIES

BBVA  
BNP Paribas  
Capco  
Deloitte  
Eaton  
EXPOFRANCE 2025  
GE Capital  
Hydrogen  
IBM  
Indeu capital  
Inditex (Zara)  
Indra  
International SOS  
Interserve  
Larousse  
Lavazza  
LVMH  
Orange  
Paul UK  
Pernod Ricard  
Porsche Design  
Santer Reply  
Telefónica  
Vodafone

# CAREERS SERVICE

The ESCP Europe Careers Service helps you to identify your professional objectives to ensure your career prospects.

Located on each of the six ESCP Europe campuses, the Careers Service provides you with the advice, data and tools to connect you to companies.

Through the combination of the Careers Service, the Alumni Association and job fairs, ESCP Europe receives 20,000 internship and job opportunities each year.



Our Careers Service team has specific tools for careers in finance such as filmed interviews and partnerships with reputable recruitment agencies in the City of London and its main financial institutions.

Building relationships and networks is essential. The ESCP Europe Alumni association with its more than 45,000 active alumni in 150 countries will also help you to build strong contacts with companies and recruiters around the world.

Through the Careers Service, you will benefit from:

- Career workshops and individual coaching to achieve your professional objectives
- Company presentations, seminars, conferences, roundtables and interviews with recruiters
- On-campus generalist and industry-specific job fairs on the different campuses attracting over 130 companies throughout the year
- Bootcamps on Consulting, Banking, Tech and Marketing led by ESCP Europe Alumni on how to be recruited by the leading companies in these sectors
- Personality and logic tests to:
  - identify your strengths and motivations
  - aid your reflection on your career plan
  - train yourself using practical guides and tutorials
  - prepare yourself for interviews



## Our dedicated campus Careers Service

### Berlin

The Berlin campus created the career community **Linking Talents Germany** for connecting students and top employers. Besides a range of workshops and company visits throughout the term, the yearly highlight is the annual two-day recruitment event **Recruiting Days**. Students and companies meet for internship and job interviews, roundtable discussions, company speed dating, and careers fair. All activities focus on students' personal career enhancement. An individual career coaching is provided as well as support during the application processes, mock interviews and relevant career trainings.

### London

Every year the London campus Careers Service runs their **Annual Careers Fair**, which takes place during the autumn. In 2015, 20 companies talked and interacted with more than 300 students from all programmes. During the fair, the Careers Service also organised a School presentation, a seminar run by Google, a workshop on working in Germany, a networking reception for companies and students, and a dinner with key Corporate Partners.

### Madrid

The Madrid campus organises **Company Days** in November and March. Each company has one hour to present its activities, market, corporate culture and management style. Presentations are the best way to introduce companies to students and offer internship and job opportunities. They also allow to share insights into the different job functions within organisations and to differentiate the company and its organisational culture from their competitors.

## Companies who recruit our graduates

Accenture • Acciona • Accor • Aguirre-Newman • Airbus • Alixpartners • Altran • Amadeus • Amazon • Angelo Vasino • Apple • Arietti & Partners • Ariston Thermo Group • AT Kearney • Audi • AXA • Axel Springer • Bain & Company • Banca Sella • Banco Santander • Barceló • Bayer (Business Consulting) • BBVA • BearingPoint • Beiersdorf AG • Bertelsmann • Bloomberg • BMW • BNP Paribas • Bombardier Transportation • Boston Consulting Group • Capco • Carrefour • CHANEL • CNC Communications Network Consulting • Coca-Cola • Colgate • Comau • Commerzbank • Costa Crociere • Deloitte • DHL • Dylog Italia • E.ON • Eaton Corporation • El Corte Inglés • Elica • EY • FCA Italy • Ferrero • Foodora • Gamesa • Gas Natural Fenosa • General Electric • Google • Gruppo Comifar • Henkel • Hitfox • Houlihan Lockey • HSBC • IATA • Iberdrola • IKEA • Inaer Aviation • Inditex • Indra • Interserve Construction & Services • Intesa Sanpaolo • INVERTO AG • Istarter • Johnson & Johnson • Kellogg's • KPMG • L'Oréal • Lavazza • Lazard • Luxottica • LVMH • McKinsey & Company • Mediobanca • Meliá • METRO AG • Michelin • Microsoft • Miroglio • Mondelēz • Natixis • Nestlé • NH Hotels • Nomura • Novartis • Oliver Wyman • Oracle • Orange • Otis • Pernod Ricard • Pfizer • Pricewaterhousecoopers PwC • Procter & Gamble • ProSieben • PSA • Puig • Reale • Renault • Reply • Repsol • Ricoh • Rocket Internet • Roland Berger • Royal Bank of Scotland • SAP • Seat • Self Italia • Shell • Simon-Kucher & Partners • Sixt • Smart Global Trading • SMC • Société Générale • Sony • Sopra Steria Consulting • Telefónica • Thales • Tikehau Investment Management • Total • TRUMPF • Uber • Ubisoft • UBS • Unibail-Rodamco • UniCredit • Unilever • Uniqlo • Valeo • Vision Italia • Vodafone • Whirlpool • Xing • Zalando

### Paris

A recruitment highlight every January: the Paris campus **Career Fair**. The day-long Career fair enables 100 companies to meet students and graduates from many different nationalities to exchange ideas and discuss possible collaboration. For students it is valuable for defining and developing their career plans, obtaining advice and information, and learning about different professions and career opportunities both in France and abroad. Careers, projects and motivation are at the heart of the discussions.

### Turin

The Turin campus Careers Service supports students by developing strong relationships with companies. We organise coaching sessions and workshops in order to develop the skills necessary to write CVs and to help students excel in job interviews.

Every year, the Turin campus organises several events such as:

- **Economy 21<sup>st</sup>** (a series of conferences where Top Managers share their own experience directly with students and Alumni)
- **Job Fair** (more than 60 companies meet ESCP Europe students)
- **Dedicated Company Presentations**
- **Seminars, Bootcamps & Testimonials** with company managers and Alumni

### Warsaw

The campus prides itself for its strong relationship with companies in Central and Eastern Europe.

# ALUMNI ASSOCIATION & ALUMNI NETWORK



ESCP Europe Alumni is an international and rich network of 45,000 members. Worldwide, ESCP Europe Alumni supports its members by boosting their career, developing their network and promoting the ESCP Europe brand. We offer you professional services in several languages, as well as physical and digital links to stay connected and share your experience and expertise. Each month we host a variety of networking and career events all around the world, aimed at bringing together our community.

- Access to a network which provides support and exchange services, gathering 700 delegates who coordinate over 200 interest groups (categorised by profession, geographic location or year of graduation) and who organise over 500 events and reunions every year
- Professional career support:
  - > One-to-one careers advice from experienced careers consultants for those seeking guidance during key points in their professional life
  - > Conferences and workshops on career-related topics
  - > A place to upload your CV and have it viewed by recruiters and headhunters
  - > Over 30,000 job offers sent by companies and executive search agencies or from within the 'hidden job' market
- Magazines and newsletters to keep you updated on the Association's activities, the economy, companies, success stories, social & professional events, and the School's programmes and Executive Education options
- Online and paper directories holding the contact details of more than 45,000 graduates and students to establish and maintain a strong network, both professional and personal



# STUDENT LIFE



ESCP Europe students organise a wide range of events such as:

## WIKISTAGE ESCP EUROPE, A UNIQUE PAN-EUROPEAN CONFERENCE SERIES



*500 attendees, 25 speakers, 5 countries*

WikiStage was founded by an ESCP Europe alumnus and WikiStage ESCP Europe is run by our students. Each event contributes to a video encyclopaedia for worldwide education.

During the 2015 conference "The Good in Finance?" in London, speakers Lenke Kiss from Lloyds Bank, Devie Mohan from Thomson Reuters, Dr. Terence Tse, Associate Professor at ESCP Europe, and Revd. Chris Chivers, from Westcott House debated about the good and bad sides of finance. The talks ranged from how FinTech is reshaping our world, to Impact Investing, Capital Inequalities and Financial Regulation. Vicky Pryce, Economist and Board Member at Centre for Economics and Business Research, moderated the conference.

## REGATTA, THE ULTIMATE SAILING EXPERIENCE IN A BREATHTAKING ITALIAN LANDSCAPE



Regatta ESCP Europe is a yearly event organised by our students for the ESCP Europe Community.

- 500+ participants including students, alumni and sponsors gather together in a unique location in Italy
- Sailing competitions, games, and great food let participants meet each other in an unconventional way
- Business opportunities and dedicated events provide an opportunity for network development



## ESCP EUROPE'S ENERGY SOCIETY: THE ASSOCIATION TO ENGAGE STUDENTS IN INDUSTRY-RELATED EVENTS

The ESCP Europe Energy Society is a student association based at the London campus, open to all students, alumni and academic staff at the School.

The aim of the Energy Society is to engage ESCP Europe students in industry-related events, maximise networking opportunities and help them develop professional skills through a range of activities:

- Panel discussions and debates led by top experts
- Promotion of energy-related initiatives and latest developments in the industry
- Collect and share energy-related articles and publications through social media to promote constructive discussion among its participants

In a bid to show that the means of tackling climate change through greener transport are accessible to the general public, ESCP Europe Business School's Energy Society organised a high-profile electric vehicle tour of Europe.



# ADMISSION REQUIREMENTS



**A previous Bachelor or Master degree, *Maîtrise, Licenciatura, Laurea Magistrale* or equivalent in any discipline**



### **3 years' work experience**

Applicants with less experience who demonstrate exceptional maturity and outstanding leadership through their professional and personal experiences will also be considered.



### **Proficiency in English**

Do not hesitate to send your CV to one of our admissions coordinators to check your eligibility for the MBA in International Management.

We are looking for highly motivated candidates who will benefit from the multicultural diversity of our programme and are ready for an international business career.

# HOW TO APPLY

The MBA in International Management uses a rolling admissions process. Check our website for more information about the application deadlines.

Applications are made online. You can apply to any ESCP Europe campus: Berlin, London, Madrid, Paris, Turin or Warsaw. Only one application per candidate per year will be accepted.

Start your online application and do not hesitate to contact our admissions coordinators for any support you need during the application process.

## THE ADMISSION PROCESS

### Step 1: The Online Application and Admission Test

The application form must be completed entirely in English.

You will need to provide the following documents:

- **GMAT, GRE or Tage Mage certificate**

If you are unable to provide a GMAT, GRE or Tage Mage certificate, you may take an ESCP Europe admission test during the on-campus admission session.

- **English language certificate: TOEFL written test: 600; TOEFL IBT: 100; TOEFL computer-based: 250; IELTS: 7**

Candidates without any language qualification certificates will be tested during the on-campus admission session.

Candidates who can prove that they have earned a university degree taught entirely in English or those who have lived for 3 years in an English-speaking country are exempt from the English test.

- Degree certificate
- Grade transcripts covering all years of university study
- At least one reference (e.g. an employer's reference)
- CV
- Photocopy of your passport or ID

Additional language certificates are a plus.

An application fee of €170 must be paid at the end of the online application.

### Step 2: The Interview



#### **Interview**

Each candidate is interviewed by a panel made up of programme directors, faculty and alumni.

A Skype interview can be offered to candidates residing outside of Europe.

# FEES, SCHOLARSHIPS & FINANCING

## FEES

September 2017 intake

### Programme fee

€32,000

### Application fee

€170

## SCHOLARSHIPS & FINANCING

We have a range of financing options, as well as scholarships for eligible candidates, which can help towards funding the programme.

### Early Bird rate

Deadline 30 April: **€5,000 reduction on fees**

### Scholarships

ESCP Europe offers two types of scholarships:

- **Social diversity scholarships: up to €7,000**  
Applications are only available to students already enrolled on the programme.
- **Merit-based scholarships: €7,000**  
Awarded upon admission results

Contact one of our admissions coordinators for any questions you may have about scholarships.

### Local Scholarships

You may also be able to obtain financial aid from your home country. Please contact the relevant local government bodies and/or foundations.

Sources of information on scholarships also include: Postgrad Solutions, Education UK, Campus France, DAAD (Germany), Squeaker (Germany), AECID (Spain), scholars4dev.com, scholarship-positions.com, scholarshiportal.eu.

### Bank loans

Financial institutions in many countries offer education financing to local citizens at very attractive rates.

# ESCP EUROPE CONTACTS



## BERLIN

**Dr. Stephan SCHMUCK**

*Berlin Admissions Coordinator*

Tel: +49 (0)30 32007-161  
mbaberlin@escpeurope.eu



## LONDON

**Juliette MARIK**

*London Admissions Coordinator*

Tel: +44 20 7443 8872  
mbalondon@escpeurope.eu



## MADRID

**Alejandra RUBIO**

*Madrid Admissions Coordinator*

Tel: +34 91 171 9025  
mbamadrid@escpeurope.eu



## PARIS

**Emmanuelle RASSEK**

*Paris Admissions Coordinator*

Tel: +33 1 49 23 58 89  
mbaparis@escpeurope.eu



## TURIN

**Federica SIMIONATO**

*Turin Admissions Coordinator*

Tel: +39 011 670 6129  
mbaturin@escpeurope.eu



## WARSAW

**Dana DUDA**

*Warsaw Admissions Coordinator*

Tel: +48 22 519 22 69  
mbawarsaw@escpeurope.eu



MEET US  
worldwide

**ONLINE  
ON-CAMPUS  
AT FAIRS**

Check our website  
[escpeurope.eu/mba](http://escpeurope.eu/mba)  
for dates and  
locations



Fees are subject to change.



## MBA IN INTERNATIONAL MANAGEMENT

### BERLIN

Heubnerweg 8 – 10  
14059 Berlin, Deutschland  
T: + 49 30 32007 0

### LONDON

527 Finchley Road  
London NW3 7BG, United Kingdom  
T: + 44 20 7443 8800

### MADRID

Arroyofresno 1  
28035 Madrid, España  
T: + 34 91 386 25 11

### PARIS

79, av. de la République  
75543 Paris Cedex 11, France  
T: + 33 1 49 23 20 00

### TURIN

Corso Unione Sovietica, 218 bis  
10134 Torino, Italia  
T: + 39 011 670 58 94

### WARSAW

c/o Kozminski University  
International Relation Office  
57/59 Jagiellońska St.  
03-301 Warsaw, Poland  
T: + 48 22 519 22 89

