THE FULL-TIME MBA
Barcelona
September 2013 - April 2015
**WHY IESE?**

**Five Differential Pillars**

**GENERAL MANAGEMENT PERSPECTIVE**
IESE programs focus on general management by taking a comprehensive, long-term view of the organization and its wellbeing so that smart decisions are made.

**TRULY GLOBAL**
IESE delivers programs on five continents and has helped establish 15 Associated Business Schools in emerging markets.

**LEADERS YOU CAN TRUST**
Through its focus on ethics, human values and enhancement of leadership capabilities, IESE develops business leaders who seek to make a positive impact on society.

**RIGOR AND RELEVANCE**
IESE’s more than 160 professors are authorities in the management field and lead cutting-edge research supported by the school’s 14 research centers and 18 chairs.

**STRONG RELATIONSHIPS**
The school’s alumni community includes more than 40,000 Alumni living in more than 100 countries around the world. IESE has a strong corporate network across all business sectors built upon leadership development and innovation.

**RANKINGS**
What they say about us

**1st in Europe for MBA Programs**
*THE ECONOMIST, 2012*

**2nd in the World for Executive Education Programs**
*FINANCIAL TIMES, 2013*

**3rd in Europe for MBA Programs**
*FINANCIAL TIMES, 2013*

**ACCREDITATIONS**

- EQUIS
- Association of MBAs
STUDENT PROFILE

PREVIOUS EXPERIENCE

- General Management: 21%
- Marketing & Sales: 18%
- Consulting: 17%
- Finance: 14%
- Project Management: 9%
- Operations: 7%
- Other: 6%
- Planning & Accounting: 4%
- Entrepreneurship: 4%

GEOGRAPHIC ORIGIN OF STUDENTS

- Europe: 40%
- Asia: 27%
- Latin America: 15%
- North America: 10%
- Middle East: 4%
- Rest of the World: 4%

COUNTRIES REPRESENTED

+56

INTERNATIONAL STUDENTS

80%

AVERAGE GMAT

670 (550-780)

STUDENTS DIVIDED INTO FOUR SECTIONS

280

PERCENTAGE OF WOMEN

26%

AVERAGE AGE

28

AVERAGE WORK EXPERIENCE (YEARS)

4

10,000 MBA Alumni

+40,000
IESE places great emphasis on community. The school’s vibrant campus life features a wide range of clubs, events and social activities.

**STUDENT CLUBS**

Develop leadership skills while forming close bonds with fellow MBA students. Numerous student-run activities ranging from finance to football clubs offer students diverse opportunities to get involved on campus (examples: sports clubs, regional clubs, professional clubs and social clubs).

**FAMILIES CLUB**

The IESE Families Club organizes events on an ongoing basis for spouses and families to create a supportive atmosphere and help them feel welcome in the IESE community.

IESE offers academic sessions delivered by IESE faculty members that are tailored exclusively for spouses.

**STUDENT EVENTS**

Major annual events, such as the student-organized Doing Good and Doing Well sustainable business conference and the Roland Berger International Case Competition, bring IESE students into contact with peers from other leading business schools around the world.

**TYPICAL DAY STRUCTURE**

Morning 08:15 - 12:30
- 08:15 Team meeting
- 09:30 Quick coffee at the cafeteria
- 09:45 First class
- 11:15 Second class
- 12:45 Lunch break!
  - Enjoy the sun at the turtle pond, last-minute case reading, club presentations...

Lunch 12:45 - 14:00

Afternoon 14:00 - 19:00
- 14:00 Third class
- 15:30 Spanish classes
- 17:00 Off to case work
- After 19:00 Team project work, sports, social activities

**KEY DATES**

Some dates for your calendar

**APPLICATION DEADLINES**

- Round 1 • October 6, 2013
- Round 2 • January 5, 2014
- Round 3 • March 2, 2014
- Last Round • June 8, 2014

**BARCELONA OPEN DAYS**

- November 15, 2013
- February 7, 2014
- April 4, 2014
- June 27, 2014

**FINANCING**

How you can finance the program

IESE offers students several avenues for financing the MBA and supports them throughout these processes.

- **Global Loan:** Available to all accepted applicants
- **U.S. Federal and Private Loans**
- **Quotanda**
- **Scholarships:**
  - The IESE Trust
  - IESE Alumni Association
  - Institutional and Corporate Sponsors
OUR MBA PROGRAM
A well-packaged program

Why the IESE MBA?

1. Global Character & Scope
   Develop global management skills and immerse yourself in a multicultural atmosphere through our international faculty, students, and curriculum.

2. General Management & Action Orientation
   Gain the ability to make difficult multidimensional decisions that affect several functional areas. The case-method approach sparks real-world learning combined with different perspectives of your classmates.

3. Leadership Development
   Obtain a new perspective on leadership as you strengthen your ability to motivate others and influence change around you. Personal mentoring will give you greater self-awareness and sharpen your leadership abilities.

4. Wider Career Perspectives
   Expand your options for a lifelong career that maximizes your abilities, meets your interests, and fulfills your aspirations. Our Career Services team will help you take your career management skills to the next level.

5. Entrepreneurial Mindset
   Spot unique business opportunities, leverage your leadership capabilities to capture them, and add value to your organization. Through our core courses and electives, you will gain creative thinking and establish your path as an entrepreneur. IESE alumni get lifelong support to turn business ideas into reality with our seed-capital fund, FINAVES.

+ Bilingual advantage
Take your Spanish language skills to the next level and even graduate with the Bilingual Degree.

+ A door to a new career
Explore new career opportunities worldwide and unlock your leadership potential.

1ST YEAR
BUSINESS SPANISH PROGRAM
BUILDING THE FOUNDATION. BARCELONA

+ Make a solid start
Focus on core business topics and build an integrated view of business management with action-oriented learning through teamwork and class discussion.

GLOBAL SUMMER INTERNSHIP
NEW YORK / SHANGHAI

+ Explore your interests
Personalize your MBA curriculum and gain advanced knowledge by choosing from more than 70 electives.

2ND YEAR
ELECTIVES. BARCELONA
OVERSEAS MODULES

+ Worldwide learning opportunities
Gain additional insights through the international exchange program. Spend one term in another top Business School around the world.

BERKELEY
CEIBS
CHICAGO
COLUMBIA
CORNELL
DARDEN
DUKE
HEC
HKU
HKS
IAE
IPADE
ISB
KEIO
KELLOGG
LBS
MBS
MICHIAGAN
MIT
NANYANG
NUS
NYU
RECANATI
RSM
TUCK
UCLA
UNC
WHARTON
YALE
YONSEI

+ Broaden your international exposure
Experience firsthand how business is done in different parts of the world in a two-week module.

2nd Yr / Term 1 - August / September
New York: Electives focus on subjects such as Wall Street, the growth of Internet technology strategies and media and entertainment.
Sao Paulo: Topics will center on conducting business in emerging economies and the fast-growing Brazilian market.

2nd Yr / Term 2 - January
Shanghai: Examine topics relating to China’s position on the economic stage as well as market dynamics and business practices in Asia.
Nairobi: Explore the challenges and opportunities for businesses in a developing economy, with a focus on corporate social responsibility. Work closely with local Kenyan companies through an “action learning approach.”

+ Explore your interests
Personalize your MBA curriculum and gain advanced knowledge by choosing from more than 70 electives.

GLOBAL EXCHANGE PROGRAM

www.iese.edu/mbambainfo@iese.edu

Wider Career Perspectives
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Entrepreneurial Mindset
Spot unique business opportunities, leverage your leadership capabilities to capture them and add value to your organization. Through our core courses and electives, you will gain creative thinking and establish your path as an entrepreneur. IESE alumni get lifelong support to turn business ideas into reality with our seed-capital fund, FINAVES.
IESE’s Career Services team has a global focus and provides resources and guidance to help graduates identify high-quality opportunities at leading firms around the world.

**Placement by Region**

- Asia: 35%
- Europe: 28%
- Americas: 14%
- Other: 10%

**Placement by Industry**

- Consulting: 23%
- Industry: 18%
- Finance: 59%
- Other: 3%

**Recruitment**

90 of the world’s top companies come on campus to present their career opportunities to students. Most of these companies come through Career Services’ most important recruiting events, the IESE Career Forums. We are expanding your options next year with career fairs in different locations in partnership with other top business schools:

- USA Career Fair, NY - September 2013
- LATAM Career Fair, Barcelona - October 2013
- USA Career Fair - December 2013

**Career Management**

Career Services will be a partner in your career search and will bring to bear all the resources available at IESE to make your search both efficient and successful:

- One-on-one counseling
- Mock interviews
- Career workshops
- Online eCareer Management Platform

**TREKS 2013-2014**

IESE organizes treks with the MBA professional clubs to explore specific industries and geographic areas. It’s an excellent opportunity to meet senior management and network with alumni working there.

- Banking Tour, October 2013
- Marketing Trek, November 2013
- TMT Trek, November 2013
- Energy Trek, December 2013
- Healthcare Trek, December 2013
- Luxury Trek
- Asia Career Summit, April 2014
- Brazil Trek, March 2014
- Silicon Valley Trek, March 2014
- London
- Dubai
- Milan
- Switzerland
- Asia
- Brazil
- Silicon Valley
IESE BUSINESS SCHOOL IS COMMITTED TO THE DEVELOPMENT OF LEADERS WHO WANT TO MAKE A POSITIVE, DEEP AND LASTING IMPACT ON PEOPLE, FIRMS AND SOCIETY THROUGH THEIR PROFESSIONALISM, INTEGRITY AND SPIRIT OF SERVICE.