CONTENTS

3  Welcome
4  IESE's MBA
6  A Transformational Impact
8  Program Structure
10 IESE Around the World
12 Lifelong Career Support
14 Employment Statistics of the Most Recent Graduating Class
17 Companies Recruiting at IESE
18 Campus Life
20 Admissions and Financing
Now, more than ever, the global business world is calling for well-prepared business leaders – those who possess wisdom and knowledge, solid business skills, a global mindset and a desire to make a positive impact on society. Our MBA program was specifically created to develop this kind of leader. Its unique curriculum combines a general management perspective, an international focus and a deep understanding of the global business arena, all structured within an ethical framework.

For more than 50 years, IESE Business School has been committed to developing exceptional executives and entrepreneurs who also have the desire to make a positive and lasting impact on the world. With students from more than 50 countries and faculty members reflecting around 30 nationalities, the IESE MBA stands out for its global focus and character. The program’s case method offers a powerful approach for gaining critical analytical and decision-making skills.

Our graduates, however, say that the IESE community itself is one of the most enriching aspects of the program. For 19 months, students interact daily with dedicated faculty members and talented peers in an atmosphere of trust, collaboration and shared values. The rewards of this experience last a lifetime.

If you are seeking an MBA program that will transform you both professionally and personally, I invite you to learn more about IESE and its Full-Time MBA program.

Warm regards,

Jordi Canals
Dean of IESE Business School
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. The school established the Full-Time MBA program, the first of its kind in Europe, in 1964 under the guidance of the IESE-Harvard Advisory Committee.

- IESE’s MBA stands out for its international character and focus on general management.
- Entrepreneurship and corporate governance are present throughout the curriculum to provide students with the best skills to perform in their own ventures or the corporate world.
- IESE offers an international view of the business world through its content, faculty and students. With a clear focus on general management, the program examines more than 600 cases based on international business scenarios.
- The international exchange program, the international elective modules and the bilingual MBA complete the worldwide opportunity MBA students have at IESE.

IESE is an initiative of Opus Dei, a personal prelature of the Roman Catholic Church. The school’s values stem from the Christian tradition, which advocates the intrinsic rights and dignity of all people. Emphasis is therefore placed on the ethical dimensions of decision making making, which are indispensable for personal growth and corporate sustainability.
MBA PROFILE

ACADEMIC DEGREES

- Humanities: 6%
- Political Science and Law: 5%
- Sciences: 13%
- Engineering: 36%
- Business Administration and Economics: 40%

WORK EXPERIENCE (YEARS)

- More than 6: 15%
- Fewer than 3: 15%
- 5-6: 28%
- 3-4: 42%

PREVIOUS EXPERIENCE

- General Management: 23%
- Finance: 21%
- Consulting: 20%
- Marketing and Sales: 11%
- Planning and Accounting: 8%
- Other: 7%
- Project Management: 6%
- Operations: 4%

STUDENT PROFILE

- Average GMAT: 670
- Students (divided into four sections): 280
- Percentage of Women: 26%
- Average Age: 28
- Average Work Experience (years): 4

DATA COMPILED IN JUNE 2012 BASED ON THE CLASS OF 2014.
A TRANSFORMATIONAL IMPACT

IESE’s MBA program is based on four key approaches that ideally prepare graduates to excel in the global business environment.

GENERAL MANAGEMENT PERSPECTIVE

IESE’s MBA builds a solid foundation for all students by covering core business subjects during the first year and offering a wide range of electives in the second year. The use of business case studies is a critical component of IESE’s dynamic learning approach under the guidance of the well-trained faculty.

Students analyze more than 600 cases during the program, immerse themselves in real-life business challenges and carry out in-depth analysis.

LEADERSHIP AND ETHICS

Ethics and the impact of business decisions on people inside and outside the company are interwoven into every IESE course. This is in keeping with IESE’s overarching goal to help develop global business leaders who can make a positive impact on companies and society through their professionalism, integrity and spirit of service.

Moreover, a firm grasp of business ethics is becoming increasingly important for leading companies successfully and sustainably.

RANKINGS

#1 IN THE WORLD IN EXECUTIVE EDUCATION PROGRAMS
FINANCIAL TIMES 2012

#3 MBA IN THE WORLD
FORBES 2011
A TRULY INTERNATIONAL EXPERIENCE

Students interact with people from more than 56 different countries during the case discussions in the classroom and also hear the contributions of the international faculty. The International Exchange Program and the international modules in the second year give students the opportunity to experience life at another top-tier school. The Exchange Program is based on their academic performance in the first and second semesters. They can also take part in international elective courses, which are held in New York, Sao Paulo, Singapore, Shanghai and Nairobi. More than 40% of MBA students graduate with IESE’s Bilingual MBA for international students.

ENTREPRENEURSHIP IN A FAST-CHANGING ENVIRONMENT

Participants can choose from IESE’s entrepreneurship courses. FINAVES, among others, provides the forum and financial resources to help students turn a new business venture into reality. In the first year, students are introduced to entrepreneurship through a core introductory course. In the second year, they can choose from various elective courses on entrepreneurship and also have the chance to present a business plan to investors. Due to the school’s strong focus on entrepreneurship, about a third of MBA students create their own businesses within 10 years of graduation.

“IT IS A TRULY INSPIRING AND TRANSFORMATIONAL EXPERIENCE. ABOVE ALL, I VALUED THE ENTREPRENEURIAL SPIRIT, WHICH HELPED ME START MY OWN BUSINESS TOGETHER WITH TWO CLASSMATES DIRECTLY AFTER THE MBA.”

THOMAS ROGGENDORF  MBA ’12
During the first year of the MBA program, students focus on core business topics and, during the second year, they choose from a wide range of elective courses.

1ST YEAR: FOUNDATIONS OF MANAGEMENT

ADVANTAGES OF A 19-MONTH PROGRAM

- Consolidate and apply newly acquired knowledge
- Customize your curriculum through the selection of electives
- Take part in a corporate internship as well as an exchange with a partner school
- Develop a strong network of students and faculty members
- For career changers, explore new industries
- Maximize your MBA experience by being actively involved in classes and extracurricular activities

1ST YEAR: FOUNDATION OF MANAGEMENT

<table>
<thead>
<tr>
<th>1st Term</th>
<th>2nd Term</th>
<th>3rd Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEPTEMBER-DECEMBER</td>
<td>JANUARY-MARCH</td>
<td>APRIL-JUNE</td>
</tr>
<tr>
<td>Analysis of Business Problems</td>
<td>Competitive Strategy</td>
<td>Corporate Finance</td>
</tr>
<tr>
<td>Decision Analysis</td>
<td>Managerial Accounting</td>
<td>Global Economics</td>
</tr>
<tr>
<td>Financial Accounting</td>
<td>Marketing Planning and Implementation</td>
<td>Leading Organizations: Systems, Values and Ethics</td>
</tr>
<tr>
<td>Leadership</td>
<td>Operational Finance</td>
<td>Operations Strategy</td>
</tr>
<tr>
<td>Marketing Management</td>
<td>Operations Management</td>
<td>Quantitative Methods for Management</td>
</tr>
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<td>Transforming Organizations and Markets with ICTs</td>
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THE FULL-TIME MBA
Sao Paulo: topics will center on conducting business in the important emerging economies of Latin America. Students will have an in-depth look at the fast-growing Brazilian marketplace.

New York: classes take place at IESE’s New York Center, located in mid-town Manhattan. Electives will focus on subjects such as Wall Street and the growth of internet technology strategies.

Singapore and Shanghai: students will examine topics relating to China’s position on the economic stage as well as partake in a variety of career service activities. Market dynamics and business practices in Asia will be explored.

Nairobi: students will explore the challenges and opportunities for businesses in a developing economy, with a focus on corporate social responsibility. Through an “action learning” approach, they will have the chance to work closely with local Kenyan companies.

Second-year students can opt to study some electives in another country, in addition to the International Exchange program. They will gain more than a superficial look at the business culture of another country; they get a truly in-depth experience and a fantastic chance to enhance their global networks.

All the international electives are designed to take advantage of the locations they are taught from. They are taught from: classes involve extensive input and practical insights from local business communities, as well as offering participants a variety of networking and recruitment events with top companies.

* Please note that only some Schools offer the International Exchange program on the fifth term. The Exchange can only be done once.
INTERNATIONAL EXCHANGE PROGRAM NETWORK
IESE offers MBA students the chance to spend a semester at a top business school in another country. Placement is based on academic performance during the first year of the MBA.

ASSOCIATED BUSINESS SCHOOLS
IESE forms the cornerstone of an overseas network that currently includes 16 schools on five continents. In each case, IESE works with local academics and business leaders to help develop the new schools.

INTERNATIONAL PROGRAM VENUES
IESE’s international executive programs are yet another highly successful extension of the school’s global vision. These groundbreaking programs make a powerful contribution to real-world learning on the school’s other campuses.

IESE CAMPUSES
IESE AROUND THE WORLD
LIFELONG CAREER SUPPORT

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.

IESE’s personalized approach to career planning equips students with the right skills, tools and knowledge to carry out a successful job search.

Students are given the resources they need to achieve their goals, not just immediately after graduation, but throughout their careers.

Many of the world’s top companies regularly recruit at IESE for full-time and corporate internship positions. The Career Services team works closely with organizations to identify their specific needs and develop effective strategies for recruiting ideal candidates.

WE STARTED TARGETING IESE MBAs because we wanted candidates with international experience combined with a top-ranked MBA degree to be able to roll out new and exciting projects.”

MAGGIE MCDONALD
UNIVERSITY PROGRAMS MANAGER
FACEBOOK

RECRUITING COMPANIES
479

GRADUATES WITH JOBS WITHIN 3 MONTHS AFTER THE PROGRAM
94%

WORKING IN
124 DIFFERENT COMPANIES

AND
38 DIFFERENT COUNTRIES
MBA students are invited to participate in the tours and treks IESE organizes together with professional clubs. During tours and treks, participants conduct company visits and networking activities with recruiters.

- Marketing Trek (London), Nov. 2012
- Tech, Media & Telecom (TMT) Trek, Nov. 2012
- Asia Career Trek (Singapore), Dec. 2012
- Energy Trek (Dubai), Dec. 2012
- Healthcare Trek (Switzerland), Dec. 2012
- Luxury Trek (Milan), Dec. 2012
- Global Energy Day (Madrid), Jan. 2013
- Doing Good and Doing Well Conference (Barcelona), Feb. 2013
- Energy Day (Madrid), Feb. 2013
- Brazil Trek, Mar. 2013
- Silicon Valley Trek, Mar. 2013

With the participation of over forty-five of the world’s top companies and more than fifty percent of the year’s recruitment taking place as a result of this event, Career Forums are MBA Career Services’ most important recruiting events.

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
- Career days
- Mock interviews
- Career workshops
- Company presentations

IESE Career Services Team is a truly international team with representatives in Singapore, New York, Brazil and Delhi.
All salaries are total compensation and include base salaries plus bonus and corporate benefits.
“WHAT MAKES IESE UNIQUE IS THAT STUDENTS ARE NOT SIMPLY TAUGHT ABOUT INTERNATIONAL BUSINESS. AT IESE YOU GAIN EXPERIENCE BY WORKING IN A DIVERSE AND GLOBAL SETTING.”

ALEJANDRA TEJADA
MBA ‘12
LIST OF COMPANIES MAKING FULL-TIME OFFERS

A.T. Kearney
Abbott
Accenture
Adidas
Alfa Consulting
Altadis
Altair Management Consultants
Alvarez & Marsal
Amazon
American Express
Atheneum Partners
Averda Holding
Bain & Company
Banco de Crédito e Inversiones
Banco Santander
Barclays Capital
BASE
BBVA
BCI
Bearpoint
Bernstein Wealth Management
Blink News
Booz & Company
Boxee
Brambles
Braskem
Camper
Cemex
Cespa
Cisco Systems
Citigroup
Cobone
Coflusa
Corporación Financiera Alba
Crédit Suisse
Dafiti

Dell
Deloitte Consulting
Delta Partners
Deutsche Bank
Deutsche Post DHL Inhouse Consulting
Dish Network
Duoc
Engrand
Ernst & Young
Europraxis
Exxonmobil
FCC
Timecap Investment Banking
Financial Supervisory Service
First Solar
Gas Gas
Gas Natural
GE
GlaxoSmithKline
Global Praxis
Google
Groupon
Grupo Intercom
Grupo Werfen
Havas Media
Hilti
Hotwire
IBM
MS Health
Inditex (Zara Group)
Infosys
Intel
Itaú Unibanco
Johnson & Johnson
JP Morgan

KPMG
Lan Airlines
L.E.K. Consulting
Lilly
L’Oréal
Mango
Marcandi
McKinsey & Company
Merrill Lynch
Mitsubishi
Morgan Stanley
Murex
Nazca Capital
Nike
Nmas1
Nokia
Nomura

Novartis
Opteam Europraxis
Oracle
Philip Morris
Philips
Prosegur
Prudential
Puig
PWC
Roche Diagnostics
Roland Berger
RWE
Samsung
Saudi Aramco
Schneider Electric
Securitas Direct
Siemens
Siemens Management Consulting

Solon Management Consulting
Sony
Syngenta
Teva Pharma
The Boston Consulting Group
Thomson Reuters
Vestas
Virtus Partners
Vistaprint
Vodafone
ZS Associates

TOP FULL-TIME RECRUITING COMPANIES

Amazon
Booz & Company
Citigroup
Europraxis
Gas Natural
Inditex (Zara Group)
Johnson & Johnson
Lan Airlines
Mango
McKinsey & Company
Novartis
Philip Morris
The Boston Consulting Group
The school places great emphasis on community, which students experience on a very personal level the moment they arrive on campus. Numerous student-run clubs, events and activities help participants develop leadership skills and form close bonds with fellow MBA students. From finance to football, clubs offer students diverse opportunities to get involved on campus.

Major annual events, such as the 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 in Europe, the United States and other parts of the world.

FAMILIES AND PARTNERS

Families and partners who come to IESE find a supportive atmosphere where faculty and staff members value and encourage family involvement. In order to give partners an understanding of the MBA experience, IESE organizes academic sessions delivered by IESE faculty that are tailored directly to partners.

The IESE families and partners club organizes events on an ongoing basis for spouses and families to help them feel welcome in the IESE community. Partners are very important to life on and off campus.

Check out on Facebook:
IESE Families and Partners Club

For a complete list of student clubs, please consult our website at www.mba.iese.edu
SPORTS CLUBS
BADMINTON
BASKETBALL
CLIMBING
CRICKET
FOOTBALL/SOCCER (MEN)
FOOTBALL/SOCCER (WOMEN)
GOLF
HANDBALL
RUGBY
RUNNING
SAILING
SKI CLUB
SWIMMING
TENNIS
VOLLEYBALL
WIND ‘N WAVES

REGIONAL CLUBS
ASIAN BUSINESS
GERMAN BUSINESS
ITALIAN BUSINESS
LATIN AMERICAN BUSINESS
NORDIC CLUB
PORTUGUESE BUSINESS
SPANISH BUSINESS

EVENTS
IESE-ROLAND BERGER CASE COMPETITION
DOING GOOD AND DOING WELL
IESE SPRING GAMES
ANNUAL VENTURE CAPITAL INVESTMENT COMPETITION

PROFESSIONAL
CONSULTING
ENERGY CLUB
ENTREPRENEURS
FAMILY BUSINESS
FASHION AND LUXURY GOODS
FINANCE
HEALTH CARE
HIGH-TECH AND MEDIA
MARKETING
PRIVATE EQUITY
PUBLIC SPEAKING
RESPONSIBLE BUSINESS
SPORTS BUSINESS
WOMEN IN BUSINESS

SOCIAL CLUBS
ADVENTURE CLUB
CHESS
CULTURAL CLUB
IESE FAMILIES AND PARTNERS CLUB
PHOTOGRAPHY
LANGUAGE EXCHANGE
SOCIAL ACTION CLUB
ADMISSIONS AND FINANCING

IESE’s Admissions team is ready to help you learn more about the MBA and how you can finance the program.

DEADLINES

APPLICATION DEADLINES

October 15, 2012
December 3, 2012
January 21, 2013
February 25, 2013
April 8, 2013
May 27, 2013

OPEN DAYS

November 16, 2012*
January 18, 2013*
February 15, 2013
March 15, 2013
May 3, 2013*
June 14, 2013

OFF-CAMPUS OPEN DAYS

We will be holding off-campus Open Days in New York City, Sao Paulo and Singapore. Check our website for more information.

*Broadcast on line

FINANCING

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

Every year, the IESE Financial Aid Office grants and manages up to €9 million in financial aid and scholarships for students. The approval rate to date for Global Loans is 100%.

For more information on financing, please contact the Financial Aid Office: FAOhelp@iese.edu

GLOBAL LOAN

Available to all accepted applicants
• Covers 80% of tuition
• Repayment period: 8 years
• Capital deferment: 2 years
No guarantee or co-signer required

SCHOLARSHIPS

Awarded by:
• The IESE Trust
• IESE Alumni Association
• Institutional and Corporate Sponsors

Further details:
• Apply as part of the application process
• Based on academic record, professional experience, personal merit and background
• Cover 25% or 50% of tuition fees, excluding the Commitment Fee
• Do not cover living expenses
CONTACT

MBA Admissions Department
Full-Time MBA Program
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Spain
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IESE MBA
@iesemba
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.