Master in Management
Discover business through the most customizable program up to date. Be part of a life changing voyage at a top-ranked school with over 10 years of experience in training potential leaders to propel their careers.
The Big Picture

Competing in today’s fast-paced, disruptive world is an exciting, and yet at the same time, daunting challenge and you’ll need to pull out all the stops and present the best version of yourself in order to succeed.

Our Master in Management program has been constantly innovating over the past 10 years, to encourage our graduates to be successful in the competitive global landscape. The program has undergone a significant makeover to offer a master’s degree that is 50% customizable, with the most cutting-edge human and technical resources of a top-ranked Business School. We enable our graduates to build the best version of themselves, in preparation for the reality and challenges of the world of business today.

F.Y.I. DIY.

While immersed in our innovative environment in the heart of Madrid, IE Business School’s close industry ties will give you the opportunity to build your global network as you self-build your own learning curve during a 10 months program with different customization opportunities including 6 different tracks and more than 50 free electives, to give you complete control over your career trajectory.

YOU MAKE IT. IT MAKES YOU

Beyond the academic core, the strong personal development program running throughout allows you to focus on building yourself, not just your CV.

Let the Master in Management be the making of you!

→ LENGTH: 10 months
→ FORMAT: Full Time
→ INTAKES: September & February
→ LOCATION: Madrid
→ LANGUAGE: English or Spanish
5 REASONS TO STUDY OUR MASTER IN MANAGEMENT
TIME TO STEP UP TO A BETTER YOU!

Join us on the new Master in Management and embark on an exciting voyage of professional – and personal – self-discovery. Experience the power of transformation as you prepare for a bright future that plays out on your terms, meets your expectations and, maybe, even surpasses them!

FUTURE-PROOF YOUR CAREER
Kick-start your career with a program designed by and for companies. Get ahead of the big business challenges of our times with Project BE, develop your skills in areas such as programmatic thinking, data visualization, design thinking and personal branding, among others – all incredibly important in today’s workplace and key drivers for success for the leaders of tomorrow who want to change the world.

STAND OUT IN THE PROFESSIONAL WORLD
Our Talent & Careers department will get you ahead of the current business landscape and match the best version of you to help you ace your application. Become a self-motivated professional and leave no stone unturned by contacting our alumni network and learning more about their workplace day-to-day.

50% CUSTOMIZABLE
It’s your life, played by your rules, and you are the expert in your future – so why not design your own made-to-measure degree at a constantly top-ranked Business School? The Master in Management offers a range of exciting and groundbreaking electives to choose from, making the program 50% customizable, leaving you with the freedom to cluster these electives with your chosen track to get a Major, or you can choose your preferred electives and develop your own customized program. Design your own winning combination of great business acumen with a strong set of specialized skills that bring out the best in you.

A TOP-RANKED BUSINESS SCHOOL IN THE CENTER OF MADRID
Located in the heart of this bustling global city’s financial district, our campus has a unique international and cosmopolitan feel. Madrid offers fantastic culture, great climate, wonderful food, lively nightlife, friendly and easy-going residents, and plenty of unique neighborhoods ready to provide you with your own particular home away from home during your stay.

PLUG INTO DIVERSITY
At IE Business School we believe that real diversity means more than a collection of flags. Master in Management graduates will gain access to the IE Business School global family of over 60,000 alumni spread across more than 140 countries – a community that includes world leaders in corporate, non-profit and government organizations, all of them successful individuals with a crystal-clear idea of what they want to achieve in life. As part of IE Business School’s global network, you will forge professional connections that will last a lifetime, benefit from a variety of insights and perspectives and push your own boundaries further every day through the cross-cultural, team-based learning that takes place as a result of our great diversity both in backgrounds and nationalities. Share what you have to offer, learn from others and then make it yours. You are part of this now!
The protagonist: You

SELF-UP!

Let’s face it, you’re going to have to get creative to keep up with the competition; it’s time to be the spark that lights up your transformation into an up-graded you. Now, you need to build substance and substantiation: It’s about solid foundations and exciting content, but also inspiring opportunities, cutting-edge technologies and contact with successful self-made leaders that excite and inspire you. It’s your life, your rules, your future – so, why not do it your way!

Our Master in Management is for you if...

- You’re a self-starter, know what you want, can take responsibility for your future and want to work hard to complete a master’s degree in just ten months.
- You are looking to jumpstart your career.
- You want to immerse yourself in a disruptive environment of innovation and collaboration, as you confront real-world business challenges with your peers.
- You want to develop a personal network of self-made leaders in top international companies.
- You want to develop a practical, task-driven mindset.
- You want to become business-savvy.
- You love a challenge and you want a breath of fresh air.
STUDENT FACTS AND FIGURES

YEARS OF WORK EXPERIENCE
0-2

AVERAGE AGE
23 years old

YEARS OF WORK EXPERIENCE
+ 60

NATIONALITIES
represented in class

STUDENT BACKGROUND
Open to graduates with any undergraduate degree.

MALE
55%

FEMALE
45%
GUARANTEEING A BRIGHT FUTURE

The Master in Management is an answer to current recruitment demands, creating real self-starters and combining a broad vision of today’s real business landscape with relevant course specializations and a strong international focus. As a result, 91% of job-seeking graduates find work within three months of completing the program. Just check the stats! Then take a look at some of the top employers for Master in Management graduates and start creating your future:

91%
Graduate employment rate, within three months after graduation

CONSULTING
- McKinsey & Company
- AT Kearney
- BCG

FAST MOVING CONSUMER GOODS
- Unilever
- L’Oréal
- P&G

TECHNOLOGY
- Google
- Amazon
- SAP
- Microsoft
- Oracle
- Telefonica

BANKING
- BBVA
- Santander
- Deutsche Bank
- Goldman Sachs
- ING

TURN ON YOUR CAMERA AND ACCESS OUR CAREER REPORT
THE PROTAGONIST

Carlos Mateos

Master in Management, 2016
Analyst at Altamar Capital Partners

“Studying the Master in Management allows you to transform a solid academic background into an excellent professional career.”
DEFINE YOUR EXPERIENCE IN THE MASTER IN MANAGEMENT USING ONE WORD

Opportunity.

IN WHAT WAYS DO YOU THINK THE MASTER IN MANAGEMENT HAS CHANGED YOUR LIFE, PROFESSIONALLY AND PERSONALLY?

Studying at IE Business School has allowed me to achieve very attractive professional opportunities that I might not have had access to without the academic background received at this university. Since I finished the Master in Management in 2016, I belong to Altamar Capital, one of the leading global alternative assets manager in Europe.

Being part of IE has also allowed me to establish relationships with students from different countries that have given me new perspectives to develop on a personal and human level.

But the key is the different way of seeing things, the intellectual perspective, which makes you a lifelong transformer.

WHAT ADVICE WOULD YOU GIVE TO STUDENTS WHO ARE ABOUT TO BEGIN THE PROGRAM?

The School has been one of the best opportunities of my life. Studying the Master in Management allows you to transform a solid academic background into an excellent professional career. The Master in Management provides a top-tier academic training and an extensive network of contacts to be maintained over the years. That is why my best advice is to enjoy.

WHAT HAS BEEN YOUR FAVORITE MEMORY OF THE MASTER IN MANAGEMENT SO FAR?

My best memory is the experience I lived during that year as a whole. The quality of the teachers, the daily work groups with the classmates who become friends and the plans in Madrid with the friends, make studying the Master in Management an unforgettable experience.

WHAT IS NETWORKING LIKE IN THE MASTER IN MANAGEMENT?

The Master in Management stands out especially for the quality of the network of contacts that is generated. IE Business School actively promotes networking through events, fairs and extracurricular activities, and class groups change every term, ensuring maximum opportunities to meet different profiles. When finishing the Master, you will belong to an alumni network that extends globally.
Being part of IE has also allowed me to establish relationships with students from different countries that have given me new perspectives to develop on a personal and human level.

Carlos Mateos
Master in Management, 2016
Analyst at Altamar Capital Partners
The Program

YOUR MIM VOYAGE

To succeed in the real world of business, you need to do more than study — you need to experience the business world on every level. Our one-year Master in Management program is an intense, hands-on, deep dive into the cutting edge of technological innovation.

By learning on the frontline in close partnership with real companies, you’ll gain the tools, techniques and insights to drive disruptive transformation in any sector.

Our Master in Management program covers all three vital stages of your voyage:

1. SETTING OFF - (PERIODS 1 & 2) MANAGEMENT ESSENTIALS:
   The strong, inspiring, personal brand of a self-made professional is built on solid foundations. In the core courses during the first two terms you will explore the cornerstones of business management, putting in the groundwork on which to build your future career, expanding your perspective, learning to see the business organization as a whole.

2. THE TURNING POINT - (PERIOD 3) CHOOSING YOUR TRACK:
   No two self-made professionals are identical and the Master in Management is a self-driven journey where the road map is different for every student. The program’s new structure offers a range of exciting and ground-breaking tracks and electives to choose from, making the program 50% customizable, which means you get to make yourself in your own image… and then perfect it!

3. THE FINAL STRAIGHT - (PERIOD 4) MASTERING YOUR SKILLS:
   The 4th period offers more exciting electives to choose from, leaving you with the freedom to cluster these subjects with your chosen track to get a Major, or develop your own customized ‘a la carte’ program that is as unique as you are. For example, if you want to be a self-made entrepreneur, here’s your chance to really hone your skills.
Orientation Week:
Let’s start as we mean to go on!

Just before the start of the first Core Period, and after the Opening Day Ceremony, you will participate in a week that provides students with a fun, useful and out-of-the-box way to start developing interpersonal and management skills. This fully immersive experience is completely practical, consisting of a series of informative sessions, inspirational lectures and workshops.

Core Periods
Laying the foundations

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

FIRST CORE PERIOD
Getting started

The first term ensures that all Master in Management students, regardless of their academic background, have the tools and the necessary skills that will be used throughout the remainder of the Master in Management. Courses focus on the cornerstones of business management and build a solid foundation for the in-depth exploration of the business organization as a whole, not just as a sum of its parts.

COURSES
• Marketing
• Leading People and Teams
• Data Analytics for Decision Making
• Technology and Innovation Management
• Financial Reporting

SECOND CORE PERIOD
Picking up speed

After laying some solid foundations, now you’re ready to start building your skills and widening your focus. During the second term, you will explore the more advanced management techniques employed in today’s rapidly changing business environment. Most courses will focus on the implementation of strategies in global organizations.

COURSES
• Entrepreneurship
• Competitive Strategy
• Operations and Supply Chain Management
• Management Accounting
• Corporate Finance
• Economics

THIRD PERIOD
Getting ready for take off by choosing your flight plan from a choice of 6 tracks

In the third term, with solid foundations now in place, it’s time to focus on what you want, deepening your knowledge in a specific area according to your specific interests and professional goals, by choosing amongst 6 different tracks. Take a good look at yourself and listen. Whatever comes out of that conversation will undoubtedly give you the competitive edge you need to outperform your peers in the job market.

To know more about our TRACKS, check the next pages.
International Business
Gear up for a world of constant change

Globalization has led to fundamental changes in the economy, our social life, and our cultural habits, leading to increased complexity in many areas. Today’s decision-makers in business and society must be prepared for unprecedented challenges. This track creates global and multicultural professionals who feel comfortable working in more than one corner of the global marketplace.

* This track is available in English and Spanish

COURSES:

- Management Control Systems
- Advanced Finance
- Corporate Strategy
- Knowing the Market and the Consumer
- International Marketing

Here are just a few of the companies that have recruited graduates with this major:

Sales & Marketing
Shape the revolutionary marketing and communication trends of tomorrow

The Sales & Marketing track creates versatile professionals who are competent in confronting today’s challenges and also have the strategic vision needed to profit from product proliferation. The track will focus on the acquisition of relevant skills and competencies that distinguish effective sales and marketing managers in the 21st century.

* This track is available in English and Spanish

COURSES:

- Knowing the Market and the Consumer
- Product and Brand Management
- Channel Management and Retailing
- Integrated Marketing Communication
- Strategic Sales and Key Account Management

Here are just a few of the companies that have recruited graduates with this major:
**Finance & Investments**

Speak fluent finance

Whether you want to develop a career in the Fintech sector or bring a solid finance perspective to any project, this track meets the growing market demand for versatile general managers with a deeper understanding of Finance.

* This track is only available in English

**COURSES:**
- Financial Modelling and Valuation
- Capital Markets and Financing
- International Financial Management
- Investments and Portfolio Analysis
- Financial Statement Analysis and Budgeting Process

Here are just a few of the companies that have recruited graduates with this major:

Deutsche Bank  BBVA
Santander  ING

**Entrepreneurship & Innovation**

Put your ideas into action and become a doer

The IE Business School has a tradition of underwriting our education with the development of a healthy entrepreneurial mindset. This track is designed for those students who want to be their own boss, taking a deeper dive into launching their own businesses right away or at a later stage.

* This track is only available in English

**COURSES:**
- Social Entrepreneurship and innovation
- Budgeting and Metrics for Start-Ups
- Entrepreneurial Finance
- Building an Online Business
- Corporate Entrepreneurship
- Start-Up Bootcamp

Some of the entrepreneurial ventures founded by our students include:

Glownet  HomeHub

**Finance Management & Control**

Technical skills for the savvy financier

Understand the principles and theory of the accounting and auditing process, while exploring the regulatory environment, business law and corporate valuation, among other crucial topics. Apply quantitative and qualitative methods to financial decision-making for non-profit and forprofit organizations in complex, multinational and transnational situations.

* This track is only available in Spanish and for the September intake

**COURSES:**
- Análisis Avanzado de Estados
- Auditoría
- Control de Gestión
- Risk Management
- Análisis Forense de Estados financieros
- Técnicas de Valoración

Here are just a few of the companies that have recruited graduates with this major:

McKinsey&Company  BCG  Capgemini  EY  ATKeary

**Digital Business**

Become a data savvy disrupter.

Digital evolution is driving change – and driving it further and faster than ever before. Proven business models are being challenged by the advent of new technologies, and in this upheaval entirely new industries are emerging while others are becoming redundant. Bringing together Technology, Strategy and business, this track is for those interested in learning more about the process of extracting value from technology.

* This track is available in English

**COURSES:**
- Big Data Analytics
- Coding Principles for Management
- Methodologies for Software Projects
- Building an Online Business
- Digital Business Strategy

Here are just a few of the companies that have recruited graduates with this major:

Microsoft  Google  Amazon  Salesforce  SAP  Facebook  Spotify

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Fourth Period:

Now you’re flying!

Free Electives or Major

Now’s your chance to choose from among the +50 different exciting electives available and fully customize your Master in Management. You can either continue to follow your previous track to achieve a Major, or you can choose a range of different electives from other tracks.

Through our hands-on approach to learning and the expertise of our faculty you will have already discovered new talents and interests, widening your perspective on your future possibilities. With the support of a top-ranked business school like IE Business School you can design your own degree, building on solid foundations and using these building blocks to construct a Master in Management that is as unique as you are, and a perfect fit for the future you are creating for yourself!
BE READY, BE SURE, BE AHEAD.

Young professionals have never had to face such disruptive times, and it has never been so obvious that you are your most important resource. Our Project BE program is a thread that runs throughout the Master in Management, giving you plenty of opportunities to develop your soft skills in areas such as programmatic thinking, design thinking, storytelling and personal branding – all incredibly important in today’s workplace, and all key drivers for the success of the self-made leaders of tomorrow.

This area of the program consists of 4 blocks of workshops designed to support personal and professional development.

1. BE A DIGITAL JUGGLER (TECH CONNOISSEUR)
   In the world of Big Data it’s just as important to handle and communicate data well as it is to understand it. We call this Digital Agility (DA). In this area, you focus expanding your digital skills through training in programmatic thinking and doing, data decision tools, spreadsheeting and data visualization.

2. BE A CHAMELEON (CREATIVE THINKING)
   When technology races ahead you can’t afford to have a fixed mindset – your main advantage will be your ability to adapt. Our methodology focuses on hard-wiring creativity and problem solving into your approach to life, work and learning, building cognitive flexibility through activities such as the Global Immersion Week and training in tools such as Action Learning and Design Thinking.

3. BE A PQ GENIUS (COMMUNICATION SKILLS)
   You’ve heard of EQ and IQ – and you know that at the cutting-edge of competition both intellectual and personal skills are essential for success. At IE Business School we take this a step further, since we know that doing well at work requires very specific professional skills – or PQ. These include making strong presentations, writing for impact, storytelling and managing upwards; ensuring that your presence brings that X factor that makes a strong team a brilliant team.

4. BE YOUR CAREER (PERSONAL BRANDING)
   Landing your first job is a great start, and we have plenty of resources and activities that will help you do just that. But that’s just the first step of your career. This area of the program focuses on giving you tools that will help fast track your career beyond that first job, including personal branding, networking, work on your CV, cover letter and mock interviews, and alumni-led coaching. Set your sights high and get ready for the exciting journey ahead!
Beyond the Program

i2i Consulting Lab
The insight-2-innovation Consulting Lab incorporates the philosophy of Design Thinking. Through the i2i lab, students work with professional facilitators on a live challenge to develop customer-centric solutions. The prototypes developed over a week are then presented to a panel consisting of IE professors and executives from the client firm. Our students have used this lab to solve challenges for the Metro in Madrid, Terminal 4 of Madrid’s Adolfo Suarez airport, Esprit, 3M, Ikea and L’Oreal among others.

A Real Sense of Business for a Real Business Sense

No man or woman is an island, no self-made individual does it all alone and the IE Business School is no ivory towers institution – our world-leading business school is located in the heart of Madrid’s downtown district and rooted in the real world of business. We use our connections to get you inside the real world of commerce, getting you off to a flying start.

The Executive Insight Series
Discover first-hand the illustrious careers and current industry challenges of international business leaders. These conferences focus on a wide variety of topics, ranging from Chinese geopolitics and the future of mobile applications, to the branding strategies of multinational retailers.

Get the inside track on companies like British Airways, Dropbox, Google, Henkel.
The optional Global Immersion Week is a unique experience where students can explore international capitals of innovation. You will discover what it’s really like to run a business on a global scale, and gain a working knowledge of local business practices. This will happen through lectures and dynamic sessions led by professors and industry professionals from world-class organizations, alongside visits to top companies where you analyze local success stories through direct interaction with managers. Whether you go to San Francisco, Shanghai, Israel or elsewhere, you won’t want to miss out on this incredible opportunity to learn from main market players such as BMW, PAYPAL, STARBUCKS, and UBER EATS.

The most recent destinations of the Global Immersion Week are:

- **SAN FRANCISCO, UNITED STATES**
  Silicon Valley and the start-up capital of the world
- **SHANGHAI, CHINA**
  Understand the global reach of business
- **TEL-AVIV, ISRAEL**
  A rising technology hub

**SOME COMPANIES VISITED:**

- BMW
- PAYPAL
- STARBUCKS
- UBER EATS
GET A REAL HEAD FOR BUSINESS

At IE Business School we will give you all the guidance and tools you need to make your best version of yourself, helping you to discover, develop and enrich skills and talents to put both your life and your career on the right track, opening the doors wide to your future. To complement the rigorous academic curriculum, the cross-curricular focus on perfecting your soft skills and the careers and talent support, IE Business School offers Master in Management students countless networking opportunities, contact with top companies, international exchange opportunities, as well as social events, sports competitions and student clubs to enrich your experience from every angle. We help you make yourself on every level.

Be Global! Beyond Borders Experience

You will also have the opportunity to extend your Master in Management through the Beyond Borders Experience by choosing to either complete a Dual Track, a 3 months long Exchange Program or an internship.

Dual Degrees with other International Universities

In today's ever-evolving business world, greater versatility leads to greater opportunity. With our unique partnerships with Yale School of Management and Antai College of Economics and Management, we give you the chance to diversify your skill-set, broaden your knowledge and prepare to be launched to international success.

Dual Degrees within IE

IE is one of the few Graduate Schools in Europe and the world that offers you the flexibility to customize your education based on your specific interests and career aspirations through a Dual Degree program in less than two years. The Dual Specialization provides a unique opportunity for students to pursue a diverse set of academic interest. A Dual Degree from IE will give you a competitive differentiation and demonstrate a sharp focus and an airtight commitment to two fields of study.

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MIM +

- Master in Business Analytics & Big Data
- Master in Market Research & Customer Behaviour
- Master in International Relations
- Master in Corporate & Marketing Communication
- Master in Visual & Digital Media
- Master in Customer Experience & Innovation
- Master in Talent Development & Human Resources
- Master in Cybersecurity
- Master in Finance
- Master in Global Corporate Compliance (LLM)
- Master en Derecho Transnacional de los Negocios (LLM)
- Master in Real Estate Development
- Master en Asesoría Fiscal de Empresas
- Master in Digital Business and Innovation
- LLM in International Business Law
- Master in Digital Marketing
- Master in Computer Sciences and Business Transformation
International Exchange

To broaden the scope of the Master in Management program, our students may opt to study abroad at one of our more than 50 partner institutions during the Beyond Borders Experience. Add range and depth to your program through this international experience, at the same time as creating wider networking opportunities after graduation.

Here are some of the participating Universities, but there are many more:

EUROPE
- London Business School
- University of St.Gallen (HSG)
- Università Bocconi
- Sciences Po (Paris Institute of Political Studies)
- RSM (Rotterdam School of Management, Erasmus University)
- WHU (Otto Beisheim School of Management)

USA & CANADA
- Babson College
- Pepperdine University
- University of Miami
- Smith School of Business - Queen’s University

LATIN AMERICA
- Universidad del Pacífico
- ITAM (Instituto Tecnológico Autónomo de México)

ASIA & OCEANIA
- Jiao Tong University
- The University of Melbourne
- Fudan University

* The list may change each year.
TAKEAWAYS

THiS I/S YOuR MASTEr I/N MAnAGEmENt!

At the end of the program you will take away so much more than a Master in Management:

• By discovering and exploring in depth what you are most passionate about, you will take away the best possible version of yourself, ready to continue growing and developing in a professional environment.

• Your international network of fellow students, alumni, business contacts and the best teachers in the world will be an asset for life.

• Your eyes will be wide open to all the possibilities before you and you will have all the skills you need to analyze, launch yourself and achieve all you want in life.

• You will have discovered new talents and new possibilities, giving you a clear idea of your strengths and what you want to make of your life.

VENTURE LAB

The Venture Lab is IE’s startup incubator, and is designed to help students and alumni explore market opportunities, incubate ideas and accelerate business. The project trains and mentors teams to explore, validate and develop ready-to-launch startup ventures, and is a unique opportunity for students with entrepreneurial spirit and novel ideas to begin the process of transforming those concepts into investment-worthy companies. For more information, please visit:

http://entrepreneurship.ie.edu

GOT A GREAT IDEA?
GET IT LAUNCH-READY
Enjoy an unforgettable learning experience and explore everything a world-class business school has to offer you.

At IE Business School we are passionate about reimagining education. Our international faculty is comprised of entrepreneurs, executives, academic experts and authors published in top journals. Many IE Business School professors have held executive positions in start-up companies or multinationals. They bring intellectual diversity and different perspectives of the business environment to the classroom to create a rich and challenging business program. This world-class faculty teach the most cutting-edge management techniques available and do this using the most up-to-date and exciting educational methods and resources.

A TYPICAL WEEK

- Our students typically have classes from Monday to Friday, 9:00 AM to 3:00 PM. However, there are additional workshops or lectures that might be in different timetables.

- During the afternoon, Master in Management students gather to work on their group assignments as well as to prepare for their individual tasks. Besides, to complement the rigorous academic curriculum, IE offers Master in Management students countless networking opportunities, social events and sports competitions and student clubs to enrich their IE Experience from different angles.
CASE METHOD - REAL BUSINESS KNOWLEDGE

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

MAKE A TEAM - PLUG INTO DIVERSITY

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

INNOVATIVE & INTERACTIVE LEARNING

We make a wide range of multimedia tools available to our students: simulators, interactive graphics, videos and podcasts, as well as completely interactive case studies and technical notes. This innovative use of media supports different learning styles and makes content easier to absorb for all types of learners.
THE WAY YOU LIVE

Every minute counts when you are creating the future you!

CATCH THE SPIRIT OF CAMPUS LIFE

Our campus is more than a place – it’s a whole way of life. Master in Management students are immersed in a unique ecosystem in the heart of Madrid’s business district that is an international, cosmopolitan hub of creativity. The Campus Life office coordinates and supports a huge range of activities all imbued with the IE spirit, offering a great opportunity to network outside of class at events that showcase IE’s diversity to the maximum.

Want access to state-of-the-art technology, or a space where your entrepreneurial creativity can thrive? Our campus is a hub of new technology. Want the challenge of taking part in a TEDx talk on campus or singing in a Talent Show? Or want to try something adventurous and new, like scuba diving in Alicante?

With more than 60 IE Student Clubs, no matter what your thing is, there’s sure to be something to excite you.

TEAMWORK, COMPETITION AND FUN: MIM GAMES

Our hugely enjoyable annual mini-Olympics event perfectly embodies the two main tenets of the IE philosophy: entrepreneurship and teamwork. From sports tournaments to a talent competition, via fancy dress, good food and dancing, this day event fosters school spirit and collaboration through competitive challenges, all with that vital ingredient: outrageous good fun.

Life on our campus is an adventure and your experience will be as enriching as you want to make it – the doors of the world are open for you. Make the most out of your experience at IE!

BE CONNECTED. BE IN THE LOOP

Want to meet new people and broaden your network? With more than 6,000 students from 140 countries studying at the university, you could meet someone from a new country every weekend. There are plenty of networking opportunities outside study time too – some recent examples include:

- Social Responsibility Forum: A 2-day event to explore how to take action, make an impact and lead change through a series of panels, case studies and interactive sessions with a broad range of issues involving social responsibility.
- Global Village: One of IE’s iconic festivals that celebrates all the different cultures on campus across all the programs.
- Other networking opportunities such as the Venture Network, the IE Asia Pacific Forum, the IE Chinese New Year Celebration and the Annual IE Alumni Forum.
MADRID FOR YOU

Take away memories that will stay with you for a lifetime.
MADRID IS STUDENT FRIENDLY

Madrid’s residents and local government appreciate the value students bring to the city and you are sure to be given a warm welcome. Whether you are on our central campus, visiting any of the world-class museums or out enjoying a cold drink and tapas on a sunny terrace, you will always feel at home in Madrid.

MADRID IS CULTURE

One of the oldest cities in Europe, there is so much to explore. Whether it is ancient history, modern art, classical music or flamenco dance, you will find a range of activities to suit your interests and your budget. Film buffs shouldn’t miss the Cine Doré, a beautiful cinema that is home to Spain’s film institute, tasked with preserving the country’s films, which screens films from around the world, many in English, with tickets a bargain at €2.50.

MADRID IS CLOSE TO NATURE

Hiking, skiing, mountain biking... these activities are all possible within 45 minutes of the city center. La Pedriza, Cotos or the Guadarrama mountains and nature reserve offer the best hiking territory, and there are even small refuges in case you decide to head off for longer.

Madrid is one of the most popular cities in Europe for Gen Z travelers, and is one of the most student-friendly cities in Spain, with a great, affordable public transport network, cool underground culture and fabulous nightlife. But Spain’s capital is also home to international companies of the stature of Google, Microsoft and Apple, creating a myriad of opportunities for a professional experience. Our Master in Management takes place in the heart of Madrid, placing you right in the center of the action in this bustling, breathtaking global city.

Madrid is in a league of its own and provides the perfect backdrop for rounding off a unique educational experience. Here are just some of the reasons why you’ll never regret choosing to study at the IE Business school in the real heart of Madrid.
Paella and tapas are international words, and Spain has a strong culinary tradition with eating out an affordable option for all. But don’t forget to go local and sample ‘cocido madrileño’, a stew made with pork, chicken and beef, served with chickpeas.

Chilled-out rooftop terraces with a view, cavernous underground bars, cool clubs, festivals, flamenco tablaos, music. Madrid has what it takes to have fun.

Madrid is a very multicultural city and prides itself on its openness to all people, with no discrimination due to gender, sexual orientation, religion or race. Lavapiés and Malasaña are probably the most multicultural neighborhoods to head for if you want to experience the city’s rich cosmopolitan maelstrom of influences from all corners of the world.

The Spanish are great lovers of sport, and the capital is no exception. The city has two local teams in the Champions League – Real Madrid and Atlético de Madrid – but there are all sorts of other sports you can enjoy when studying abroad in Madrid, from hockey and netball to handball and athletics.

Madrid is all this and more, and is the perfect backdrop to an unforgettable year.
The Master in Management program will give you that competitive edge you need to succeed in the job market. Our Talent & Careers department works with you throughout the year, providing tailored advice and career-defining, post-graduation employment opportunities to help you hit the ground running, and get you ahead of the competition, supporting you to find your place in the world.

We are proud of our 2018 Career Report which shows that amid challenging economic times, our global recruiting outreach is working well and 91% of our former students are now working in a variety of sectors just three months after graduation. These new graduates have joined the ranks of the more than 65,000 IE alumni who are based in 140 countries, both in public and private sectors, in all types of organizations.

Let’s face it – at least one of the reasons you go to a top business school is to enhance your career prospects.

The Future: Your Career

The Future is bright...

...and yours...
2018 CAREER REPORT HIGHLIGHTS

Our 2018 Master in Management graduates went on to fill posts in a wide range of areas,

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<th>Category</th>
<th>Percentage</th>
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<tr>
<td>Marketing and Sales</td>
<td>32%</td>
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<tr>
<td>Consulting</td>
<td>23%</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>20%</td>
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<tr>
<td>Operations/Logistics</td>
<td>13%</td>
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<tr>
<td>Others</td>
<td>11%</td>
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<tr>
<td>Human Resources</td>
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The top 15 recruiting companies for our Master in Management graduates are:

- Amazon
- Credit Suisse
- Lilly
- Deloitte
- EY
- Kraft Heinz
- Roche
- Naturgy
- PwC
- Accenture
- Falabella
- Credicorp Capital
- Santander
- Infosys
- KPMG

Check out the full Career Report here to find out more about where our graduates found jobs and what they are up to.
BE YOUR BEST WITH US

IE Business School is considered one of the world’s leading business schools by international journals such as Bloomberg Businessweek, Financial Times, The Economist, and The Wall Street Journal, and by international companies actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters.

WE’RE HERE TO HELP YOU KICK START YOUR CAREER

Our Talent & Careers Department is made up of a growing team from all over the world who work closely with more than 3,500 international recruiters, connecting them to you directly.

Our international Job Bank gives you lifelong access to opportunities spanning different sectors and functions.

During October and May, IE is the venue for the Talent Forum, an event which serves as an interface for leading companies from different sectors and IE students. With over 100 companies attending, the Talent Forum is the leading fair of its kind for master students in Spain.

PUT YOUR BEST SELF FORWARD

Through our dedicated Careers Team, you will get customized advice from experts on how to brand yourself better, improve your CV and how to tackle job interviews. The exclusive Master in Management Self-Made You program will help you identify and achieve your career goals through participation in workshops and activities designed specifically to develop your skills in areas such as networking, interviewing, résumé and cover letter writing, and negotiations. Together we can build a great future.

6,000 JOB OPPORTUNITIES

3,500 INTERNATIONAL RECRUITERS

IE TALENT & CAREERS ARE SPECIALISTS IN THE FOLLOWING INDUSTRIES:

- Pharma/Healthcare
- FMCG
- Luxury
- Retail
- Tech
- Law
- Finance
- Real Estate
- Architecture and Design
- International Development
- Consulting
- Industrial
- Energy
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At IE Business School, one of our primary objectives is to build a close and supportive community of students and alumni all around the world. More than 60,000 students, alumni and professors from over 165 countries make up an ecosystem that is rich in vision and ideas. By joining IE Business School, you become a vital member of an amazing community, where immediately you will find yourself playing an integral part in making our community even stronger.

A leading aspect of IE Business School’s DNA is diversity. Diversity in terms of geography, culture and points of view serves as a powerful engine for innovation and allows IE Business School to stand out as one of the top business schools in the world.

In today’s professional environment, students clearly need to push initiatives and drive their own vision, generating an impact on not only the people around them, but also the global business community. At IE Business School, we support our students as they work towards attaining their goals and dreams. Throughout their journey, we aim to instill an entrepreneurial mindset that provides them the skills, knowledge and confidence that will make them successful in their careers.

Having been a part of this community for more than ten years, it has been, ever since the beginning, this incredible entrepreneurial spirit that led me to choose what I feel is the perfect match for me.

Martin Boehm
Dean of IE Business School
The School

We’re an institution of restless learning. An institution of powerful connection. An institution that always strives for more.

Our global network represents international, transformational entrepreneurial vision. From our Bachelor’s to our Doctorates, we mirror the market, molding our education to incorporate current trends using innovative methodologies. At IE Business School, what you imagine is possible is only the beginning.

OUR WAY
At IE Business School, our values come from a belief that we can use innovation and technology to break down boundaries, benefiting people around the world. We don’t believe there is just one way to do something, that there is a one-size-fits-all approach that can incorporate the diverse range of nationalities and institutions we represent.

→ TECHNOLOGICAL IMMERSION AND A CULTURE OF INNOVATION
→ ENTREPRENEURIAL MINDSET
→ HUMANITIES TO UNDERSTAND THE WORLD
→ DIVERSE NATIONALITIES, CULTURES AND IDEAS
This is the place
IE Business School is much more than a school – it’s an experience.

THE WAY YOU LIVE

What is life like at IE Business School? It’s the hustle and bustle of a major European city. It’s quiet caféñas after class in Segovia’s scenic streets. It’s an international hub of bubbling creativity. It’s getting to travel the world and have classmates that become your local tour guides. With a hugely diverse student body, an always-connected community and a lifelong network around the world, life at IE Business School is a transformative experience.
I love that in class we have such a multicultural and confident group.

Janna, Philippines.

A creative and disruptive washing machine!

Luca, Italy.

I have learnt the power that comes out of diversity.

Arpit, India.

This is the best International experience I could imagine!

Carola, Spain.

A hothouse for innovation where ideas sprout.

Peter, Australia.

A burst of visions and creations!

Paula, Colombia / Netherlands.
Welcome to our diverse community represented by 132 nationalities in our student body.

COMMUNITY

IE Business School promotes everlasting relationships among the members of the community, facilitates a common platform of business, career development and lifelong learning opportunities, with the objective to encourage personal and professional development of students and alumni.

ALUMNI

The Alumni network is a system that provides services and tools for all our esteemed Alumni. Also serving as a lifelong point of contact between Alumni and with IE, the tools, resources and events aim to positively impact our own community—and beyond. With volunteer programs, alumni recognition, clubs, reunions and other networking events, we ensure our graduates play an active part in an institution they can truly call their own.

ie.edu/alumni
ie.edu/alumni/es

160 NATIONALITIES IN OUR ALUMNI NETWORK

+60,000 ALUMNI
Lifelong IE Business School:

TALENT & CAREER DEPARTMENT

Our Talent & Careers Department is made up of top industry experts and professionals from around the world. Through close collaboration with international recruiters, this dynamic team puts our students and alumni in contact with the most in-demand jobs. You will also gain access to our global job bank, which will allow you to apply for exclusive cross-sector career opportunities. What’s more, with expert advice from our dedicated Careers Team, you’ll also learn how to brand yourself, improve your CV and tackle challenging job interviews.

230+ companies on campus, participating in IE Talent Forums, company presentations, networking events, assessment centers, interviews and more.

IE BUSINESS SCHOOL TALENT FORUMS:

10+ sector-specific forums on campus every year

IE TALENT FORUMS:

PHARMA:

FMCG/LUXURY/ RETAIL:

TECH:

FINANCE:

REAL ESTATE/ARCHITECTURE AND DESIGN:

CONSULTING:

INDUSTRIAL/ENERGY:

INTERNATIONAL DEVELOPMENT:
Thanks to these alliances, our students benefit from exclusive services, including:

1. Our world-class services, which are constantly being updated thanks to efforts to share and exchange best practices and cutting-edge resources with other globally minded schools.

2. Collaborative efforts with other top institutions, providing our students with a wealth of resources from other Talent & Careers departments.

3. Access to a global network of highly esteemed faculty members, allowing us to make contact with our IE Talent & Careers team through partnership events, and other networking activities.

As a member of these associations, at IE Business School we have the opportunity to build relationships with other prestigious institutions of higher learning. This allows us to develop advanced coaching tools and resources while enhancing our student services through reciprocity agreements.

At IE, we have established agreements with: Georgetown, Stanford, Chicago Booth, Kellogg, MIT Sloan, NYU Stern, Yale, Michigan Ross, Tuck, UCLA Anderson and UC Irvine in the USA, Queen’s University and UBC Sauder (Canada), CEIBS (China), SDA Bocconi (Italy), INSEAD (France and Singapore) and London Business School (UK).

ALUMNI COMMUNITY

More than 60,000 alumni are part of our community in over 100 countries. As an IE community member, you will gain lifelong access to the IE network and the opportunities that come with it.

LIFELONG LEARNING:

After finishing your program, you will be able to continue your education with both classroom and online activities available. Some examples are businesses updates, workshops, insights, conferences seminars, book presentations technical management and communication trainings.
It’s not just creating a shared vision that keeps us going. It’s not just the boundaries we’ve broken; the connections we’ve made, or our consistent success in world rankings.

It’s the vision we want to realize.

It’s continuing to break boundaries and forge connections. It’s not just the recognition that comes from school rankings, but all of our achievements—with the promise of more to come. We’re a school that truly looks to the future.
Admissions & Financial Aid

We seek motivated, creative and high-potential candidates who stand out for their academic and professional achievements, as well as interpersonal skills. We take a holistic approach when evaluating each candidate in order to bring the most talented people into our international classrooms.

Admissions Process

01 Online Application Form
Candidates should complete the sections that appear in the online application form.

02 Online Assessment
Once you have submitted your online application fee, you will receive a link to answer three live questions, two in video format and one in written format. This way, our admissions team will be able to meet you virtually and evaluate your capacity to respond in real time.

03 Entrance Exam
Students are required to take either the GMAT, GRE or IEGAT.

04 Personal Interview
You will have a personal interview (face-to-face or via Skype) with an Associate Director of the Admissions Team.

05 Admissions Committee Final Decision
After the interview, your entire application will be evaluated holistically by our Admissions Committee. This is the last step of your application and it will take roughly 1-2 weeks for the Admissions Committee to get back to you with a final decision. Admissions are valid for the intake you apply to and the following one.

Financial Aid

Pursuing higher education requires a significant investment both in terms of time and costs that requires prior planning. To support this investment, various funding sources are available.

When evaluating how to pay for their education, students often explore a number of resources, including personal financing, sponsorships, tuition assistance from their employers and student loan programs. Many students rely on a combination of such resources to fund their studies.

Our Financial Aid team can work closely with you to help you with your financial aid plan.

Scholarships

We are proud to support and nurture the most talented candidates from all across the world in joining our Masters degrees, through a growing program of scholarships awarded on a broad range of criteria such as merit, need, talent or diversity.

Besides being automatically considered for our merit-based entrance awards – offered immediately upon admission to our programs, with no need for application. All admitted candidates have the opportunity to apply to a number of scholarships made possible through the IE Foundation or in collaboration with partner institutions.

Most of the scholarships at IE Business School are awarded on a rolling and funds available basis. So if you wish to be considered for awards and scholarships, an early admission application is advisable.

Student Loans

Several private student loan programs are available for students pursuing a Master’s degree at IE Business School. Additionally, government funds and regional loans are available to our students, depending on specific country of citizenship or residence.

At IE Business School we are committed to helping you explore funding sources so that you carefully plan for such an investment and make informed decisions. For more information regarding specific options including scholarships, loans and fellowships, visit our website.

ie.edu/financial-aid
International Offices

IE INTERNATIONAL DEVELOPMENT: BUILDING COMMUNITY AND NETWORKING AROUND THE WORLD

Based in 30 offices worldwide, our 150-strong recruitment staff search far and wide for top international talent. This begins a lifelong relationship that lasts long after graduation, represented by the 5,000+ annual alumni events in over 100 countries, which are organized by our International Development team and IE’s Alumni Relations Department.

CLOSE TO YOU, CLOSE TO COMPANIES

Close relationships with leading global companies and start-ups place us in the heart of corporate and entrepreneurial ecosystems. Join over 1,000 career-focused events, including industry-oriented conversations with IE experts, or take part in career fairs organized alongside IE Talent and Careers. Beyond the events, you can connect with top alumni or tap into local entrepreneurial ecosystems in your region, all the while benefiting from expert research on the future of the workplace.

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