

IE Business School's blended programs have a particular advantage: they provide students with the toolkit to create an impact in their organizations and advance in their careers, without having to put aside their professional responsibilities.

Through our executive programs you will be able to apply the knowledge and skills acquired in the classroom directly to your day-to-day job, bringing immediate added value to your company.

In fact, 35% of IE Business School students receive some kind of corporate sponsorship, as their companies believe it is an important investment in their talented professionals. Our students gain a full understanding of the newest business innovation tools and bring into their organizations a refreshing global perspective.

## How to get your employer to sponsor your MBA at IE Business School

### 1 Don't stop your career:

IE Business School's unique Blended Methodology allows students to **continue building their professional foundations while participating in our top-ranked MBAs**. This innovative learning approach combines face-to-face classes with interactive online periods, bringing together like-minded professionals from all around the world.

### 2 You will bring added value to your company from day one:

The curriculum and coursework has been designed to provide you with the latest business theories and practical cases, preparing you to tackle future challenges in your job/company with a strategic approach and clear leadership in management.

From the beginning, our programs require you to **apply the concepts you learn in class to your professional life** and discuss with your classmates and professors your experience while doing so. Your company will be the first to benefit from this added value.

At the same time, you will also learn from the different points of view and outcomes from the diverse sectors your colleagues and faculty may be working in, which will enrich your understanding of other industries and **open your eyes to new insights and possible business opportunities**.

### 3 Convey a global view for your company:

Not only are our students and faculty 95% international, but the international experiences the MBA offers – such as the Global Immersion Week and the Global Network for Advanced Management – will also provide you with key concepts on innovation in global businesses. Through this, you will be able to **bring in refreshing ideas and key insights from your industry** and other sectors through the experiences you will be immersing yourself in.

The **global network** you will gain will make it easier to collaborate internationally and be a source of new ideas, opportunities, and advice on issues you may be facing at work.

### **4 Increase engagement in your team:**

While you apply the new concepts learned in class to your day-to-day job, you will also be **sharing your expertise** with your colleagues on a daily basis. Additionally, the soft skills training you will get from our MBA programs will also show rapidly within the teams you're managing, as you will **become a more effective leader** and learn how to increase engagement.

### **5 Become an entrepreneur by developing projects for your own company:**

In line with real-time applicability of concepts, you will have several opportunities to apply coursework to your job and company, getting the guidance and feedback from our IE Business School Faculty. During the program, you will gain the skills to build your own business plan, but you will also learn how to become an intrapreneur, applying innovative and entrepreneurial ideas within a corporate context.

## **Tips for presenting your MBA to your employer:**

- 1** Present a plan to your management identifying your growth within your company for 3-5 years using the skills you learn in the program to impact your current team and beyond.
- 2** Within this plan, you may also identify concrete issues your team and company are facing and explain how you will use the gained knowledge and skills from the program to tackle these issues.
- 3** Bring it up as part of the negotiation for an upcoming promotion. Sponsorship is an investment in talent, and if you are a promising leader, it should come as part of your career development process, together with the added value it will bring to your company.
- 4** In certain countries, a large part of the tuition fee is tax deductible for your employer, so the cost is lower for the company. Please do your research accordingly.
- 5** Through our Corporate Relations Department, a partnership between IE Business School and your company may be established. In addition to talent development through our Masters, Bachelors and Executive education programs, there could be various other possibilities like recruitment from our talent pool of IE Business School students, academic research and access to IE's international network.

## 9 reasons why you should invest in your most valued employees with an MBA at IE Business School

Talent Management policies are crucial in fostering company results which enable employees to perform at their highest potential and successfully cope with any company challenges bringing the company to the next level, necessary to compete in a global and disruptive economic environment.

As part of these policies, sponsoring your leading employees to pursue an MBA at IE Business School will definitely impact your results in key metrics:

- 1 Talent retention:** Several studies support that retention of talent goes beyond salary and responsibility growth. Leadership opportunities are a powerful incentive in any sector. Once you have identified your top talents, providing them with an MBA will prepare them for future leadership roles and motivate them to stay at your company, positively impacting your retention rate.
- 2 Succession plans:** Preparing those that have been identified to be the future executive leaders will be a guarantee of company success.
- 3 Compensation plans:** More and more flexible compensation systems are implemented in corporations. Training could be a component of your flexible compensation plan.
- 4 Real-time applicability:** From day one, students will be able to apply key concepts gained in the MBA directly to their professional roles, increasing productivity and innovation.
- 5 International business practices benchmark:** The program will provide your employees with insights and best practices applied in other industries at an international level that will help them assess their applicability in their own companies.
- 6 Corporate Capstone Project:** The program offers the possibility that students develop a project for their own companies supervised and graded by our faculty, providing corporations with an immediate return on their training investment.
- 7 Career partner:** IE Business School not only will help your company in training and developing their future leaders, but also in acquiring new talent from our database of top students and alumni that could fill existing vacancies.
- 8 Tax benefits:** In many countries, corporate training allows companies to take advantage of tax relief benefits, allowing them to enjoy an even faster return on investment.
- 9 Minor job interference:** Part-time programs are designed for working professionals. Classes are scheduled outside of the standard business hours and students can develop work-related skills without interrupting their job responsibilities.