



IE BUSINESS SCHOOL

Master in Management

Exchange Program Fact Sheet (Period: Spring 2020)



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Exchange Program Team	Associate Director: Beatriz Peña - e-mail: Beatriz.Pena@ie.edu Program Coordinator: Pilar Albo - e-mail: Pilar.Albo@ie.edu		
Program	The Master in Management is aimed at recent university graduates with 0-2 years of professional experience. The program is designed for high performing individuals with an entrepreneurial spirit who want an innovative and challenging business program. <i>*Incoming exchange candidates with more than 5 years of professional experience will not be accepted into the program.</i>		
Courses	There are currently more than 40 electives available within the MIM free electives portfolio. Electives will be chosen by students through an online system. Most elective courses have 10 sessions. Students will have to cover at least 80 sessions. Enclosed the course offering, the portfolio is continuously developed and updated, and a few of the courses might not be available. Final offer will be confirmed to nominated students in early Feb 2020.		
Period Dates	Spring 2020: March 30 th – June 23 rd 2020 Orientation Days: Students will be informed once they are nominated		
Application Deadlines for partner schools	For Spring 2020: October 15 th , 2019 Link for nominations: https://forms.gle/Bpuw1FnEEck6eccc8		
Documents Required	Data File (will be sent to student once nominated), CV and photo		
Language Requirement	Fluency in the language of the courses studied. <i>If students are coming from a partner school where English is not the main language, TOEFL 95 ibt, 250 computer-based, IELTS 7 or Advanced Cambridge is required. If students come from a partner school where English is the main language but do not have the above mentioned proof of level, a letter from the university confirming the student's language proficiency is acceptable. (English Only)</i>		
Average course load	Monday to Friday between 9:00 A.M. and 9:00 P.M. (3-4 sessions of 80 min)		
Spanish Classes	Exchange students may attend Informal Spanish Classes once per week while at IE. More information will be sent to students who are interested once nominated.		
Grading System	Grade	GPA	Gauss Curve
	Honors	4.00	top 15% of the class
	Excellence	3.66	the following 35% of the class
	Proficiency	3.33	the following 35% of the class
	Pass	3.00	the bottom 15% of the class
	Fail	1.00	represents a lack of performance.
Housing Services	IE has an urban campus in downtown Madrid. IE does not have campus housing. Students must arrange for their own housing. Student Services can help with the housing search once students have been accepted and have been added to our system.		
Visa	Your coordinator will put you in contact with Student Services		
Access to Career Services	IE Careers training (in classroom only) Individual drop in meetings with Career Advisors Careers events on campus, including annual Career Fairs IE Career Portal during program + 6 months following		



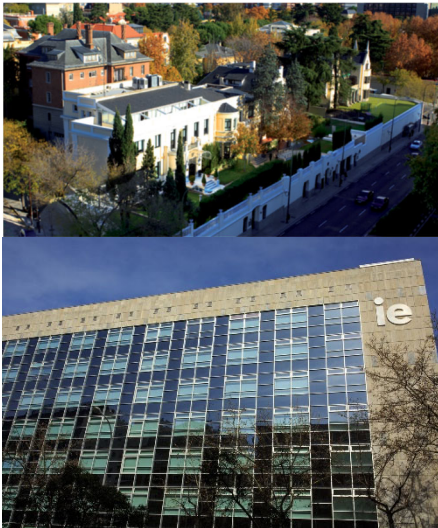
About IE Business School

IE is innovative education that makes an impact. We prepare students for the world today and the world of tomorrow, providing them with the relevant knowledge and skills they need to succeed.

IE offers a technology-based learning ecosystem, training the leaders of tomorrow to make positive change through innovation, global vision, an entrepreneurial mindset and a unique focus on the humanities.

Our programs and teaching methodology are at the forefront of integrating technology with education. We are the first higher education institute to continuously create, modify and shape new programs based on trends and current needs in the working world. Our programs prepare students to take advantage of real opportunities now and in the future; our disruptive programs train future leaders and change makers.

IE Campus



The IE campus is situated in the heart of the vibrant city of Madrid, which allows IE students to experience everything a city like this has to offer.

Madrid is the capital of Spain and Europe's fourth largest city. Its offerings include a world-class cultural heritage, with extraordinary artistic riches of the so-called 'Golden Triangle of Art', comprised of the Prado, Reina Sofia and Thyssen museums. Visitors also enjoy a vast range of tourist activities and sports facilities both in the city and surrounding areas. The city's restaurants, cafes and theaters, coupled with major shopping areas and malls that host everything from top international designers to exquisite local specialties, make the city a hub of activity both day and night.

The MIM Program

Competing in today's fast-paced, disruptive world is an exciting, and yet at the same time, daunting challenge. 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.



Free Electives Offering

The updated course list and course selection instruction will be available three months before the exchange program begins. All exchange students will be choosing their courses through an online system.

All courses fall under a specific area. Students can either follow that specific track or choose a range of different electives from different tracks, with a minimum of 80 sessions.

International Business (offered in English and Spanish)

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.

International Business Courses	Sessions
Project Management	10
Talent Management	10
Business Government and Society	20
Process and Services Innovation	10
Country Economic Analysis	10
Marketing Strategy for Decision Making	10
Gender Equality: Issues for Developed and Developing Countries	10
Operations in Global Networks	10

Sales & Marketing (offered in English and Spanish)

Shape the revolutionary marketing and communication trends of tomorrow.

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

Sales and Marketing Courses	Sessions
Pricing Strategy	10
B2B Marketing	10
Services Marketing	10
Marketing Metrics	10
Digital Marketing Tools	20
Marketing Strategy for Decision Making	10
Sustainable Marketing	10



Digital Business (only in English)

Be data savvy. Be future ready.

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 Entrepreneurship, this track is for those interested in learning more about the process of extracting value from technology.

Digital Business Courses	Sessions
Managing Digital Experience and Usability	20
Managing Tech Start-ups	10
Technology Analysis and Forecasting	10
Managing Disruptive Tech	10
Cybersecurity and Ethical Hacking	10
Digital Consulting Project	10
Challenges and Opportunities for the Media Industry	10

Finance & Investments (courses in English and Spanish)

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

Finance & Investments Courses - English	Sessions
Derivatives and Risk Management	10
Financial Skills for Consulting	10
Finance for Multinationals	10
Finance for Marketing and Sales Professionals	10
A Chief Financial Officer in Practice	10
Credit Risk Analysis	10
Private Equity and Venture Capital	10
M&A Accounting	10
The Management and Investment of Warren Buffet	10
Professional Ethics and Corporate Responsibility	10
Financial Management and Control - Spanish	Sessions
Inteligencia Competitiva	10
Gobierno Corporativo	10
Valoración de Intangibles	10
Derecho de la Empresa	10
Derecho Financiero y Tributario	10

Entrepreneurship & Innovation (only in English)

Be the business you always wanted to be. IE Business School has a tradition of underwriting our education with the development of a healthy entrepreneurial mindset. This set of courses 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.

Entrepreneurship and Innovation Courses	Sessions
Families in Business	10
Scaling your Start-up	10
Legal aspects for Start-ups	10
Business Intelligence for Start-ups	10
High Tech Entrepreneurship	10
Sustainable and Green Entrepreneurship	10
Entrepreneurship in Emerging Countries	10
Born Global Enterprises	10

