



IE BUSINESS SCHOOL

Master in Management

Exchange Program Fact Sheet - AY 2021/2022



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 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 more than 50 electives available within the MIM free electives portfolio. Students will chose the courses through an online system. All courses have 15 sessions. A minimum of 60 sessions is required. Less than 60 sessions are allowed if your course coordinator agrees. Enclosed the course offering, the portfolio is continuously developing. Final offer will be confirmed to nominated students 3 months before the exchange begins.		
Exchange Period Dates	Fall 2021: September 6 th – November 19 th 2021 ----- Spring 2022: April 25 th – July 1 st 2022 <i>*Orientation Days: Students will be informed once they are nominated</i>		
Nomination Deadlines for partner schools	Fall 2021: 15 th April, 2021 ----- Spring 2022: 15 th October 2021		
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 10:00 P.M. (3-4 sessions of 80 min)		
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 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 sessions (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		



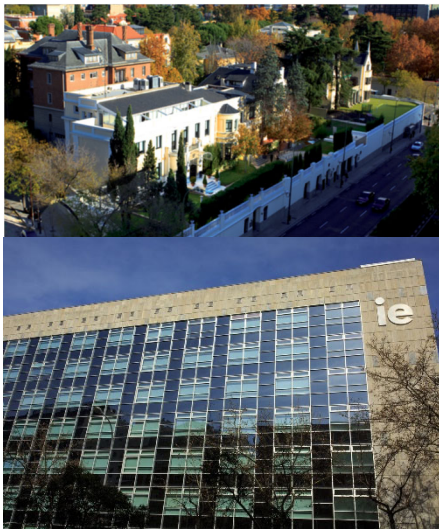
About IE Business School

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.



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 a bidding platform.

Students will have to cover a minimum of 60 sessions (4 courses) and maximum of 75 (5 courses). Taking less than 60 sessions is allowed but needs the approval of your home school program coordinator.

Each course have 15 sessions.

Please be advised that IE MIM courses do not follow ECTS credits.

Additional information for credit conversion (if needed):

- All courses have 15 sessions
- 1 session is 80 minutes long
- Per course: 15 sessions of 80 minutes are 20 hours of in-class time
- On average 2-3 hours of study/homework are required for every hour of in-class time. Each course would need a dedication of 60 – 80 hours

**List of courses from previous years as a reference, final one might vary slightly.*

ID.	COURSE	SESSIONS
1	A Chief Financial Officer in Practice	15
3	ANALISIS AVANZADO DE ESTADOS FINANCIEROS	15
4	Análisis Económico de Países	15
5	Authentic Leadership...an Inside Job	15
6	Blockchain for Business	15
7	BUSINESS TO BUSINESS MARKETING	15
63	CASH IS KING: A SERIES OF CASH FLOW STORIES	15
8	Challenges and Opportunities for the Media Industry	15
9	COUNTRY ECONOMIC ANALYSIS	15
10	Cybersecurity and Ethical Hacking	15
11	Data Analysis Using Python	15
12	Design-Led Innovation: Service Design	15
13	Digital Consulting Project	15
14	Digital Marketing: social, mobile & analytics	15
15	DIRECCION ESTRATEGICA DE PROYECTOS	15
16	Entrepreneurship in Emerging Countries	15
17	FAMILIES IN BUSINESS	15
18	Finance for Marketing and Sales Professionals	15

19	FINANCE FOR MULTINATIONALS IN PRACTICE	15
20	FINANCIAL SKILLS FOR CONSULTING	15
21	Gender Equality: Issues for Developed and Developing Countries	15
22	GESTION DEL TALENTO	15
24	Innovación de Procesos y Servicios	15
25	Innovation: Past and Future	15
26	INTELIGENCIA COMPETITIVA	15
28	LUXURY STRATEGY	15
29	M&A Accounting	15
30	Managing Digital Experiences and Usability	15
31	Managing Disruptive Tech	15
32	Managing Tech Startups	15
33	Marketing 2.0, Redes Sociales, Mobile y Analytics	15
34	MARKETING DE SERVICIOS	15
35	Marketing for Sustainable Organizations	15
36	Marketing Intelligence	15
37	MARKETING STRATEGY FOR DECISION MAKING	15
38	MARKETING STRATEGY FOR DECISION MAKING (ESP)	15
39	Marketing, deporte y creación de valor	15
40	NEGOCIACIÓN	15
41	NEGOTIATION	15
42	New Business Models	15
43	PRICING STRATEGY (ESP)	15
45	Pricing: Winning the Profit Game	15
46	Private Equity and Venture Capital	15
47	PROCESS INNOVATION AND NEW BUSINESS MODELS	15
49	PROJECT MANAGEMENT	15
50	Real Estate Economics And Finance	15
51	Retos y Oportunidades de la Economía Española	15
52	Risk Management	15
53	Scaling your Start-Up	15
54	Scenario Planning & Business Model Innovation	15
55	SERVICES MARKETING	15
56	SPORTS, MARKETING AND VALUE CREATION	15
57	SUSTAINABLE FINANCE	15
58	Talent Management	15
59	Technology Analysis and Forecasting	15
60	TECHNOLOGY COMMERCIALISATION	15
62	VALUATION OF INTANGIBLES	15

