

# MASTER'S IN MANAGEMENT

(MSc)

SPECIALIZE IN:

BUSINESS ANALYTICS  
FINANCE AND INVESTMENTS  
ENTREPRENEURSHIP AND INNOVATION  
GLOBAL AND DIGITAL STRATEGY



## KEY FACTS



FULL-TIME



24 MONTHS



2 TRACKS  
4 SPECIALIZATIONS



ENGLISH



6 TO 10 MONTHS  
PROJECT AND  
WORK EXPERIENCE

## PROGRAM STRENGTHS

### TWO TRACKS – TAILORED TO YOUR SKILLS

An innovative, pre-experience program with two tracks. One designed for creative and strategic thinkers, and one designed for quantitative decision analysts. You select your track during the application process. Depending on the track, you choose one of four specializations: Business Analytics, Finance & Investments, Entrepreneurship & Innovation or Global & Digital Strategy in the second year.

### PORTFOLIO MANAGEMENT PROGRAM (PMP)

You have the option to work in groups and manage a real-money portfolio of 3 million euros, while being coached by experienced asset managers and faculty. You are trained as a financial analyst in the first year and as a portfolio manager in the second year, and take over the responsibility of further developing a strategy to allocate and manage the funds.

### CAREER DEVELOPMENT

In the first year, you gain up to six months of professional experience in a German or international company. In your second year, you will work on a team based Social Impact Project with a selected NGO or social venture.

### SOFT SKILLS

Seminars focusing on building high-performance teams, presentation skills, consulting skills, verbal and written business communication skills and stakeholder management help you develop the personal skills necessary to succeed throughout your career.

### LANGUAGES

You will complete language classes either in German or another strategic language to navigate global business relationships. Students receive a free account on “Babbel”: an e-learning language platform.



## INTERNSHIP

The MIM includes significant in-company experience through an internship with global corporations, mid-sized companies or startups. The Career Services team works with you to find the right opportunity and guide you through the application process.

### Recent MIM student Internships

**AMAZON** – working in business intelligence and data science

**BOSCH** – working in product management

**DAIMLER FINANCIAL SERVICES** – working in risk management

**DELOITTE DIGITAL VENTURES** – working in consulting

**PROCTER & GAMBLE** – working in supply chain and logistics

**SIEMENS AG** – working in finance and commercial governance

**SONY** – working in research & development

**WAYFAIR** – working in product marketing

## SOCIAL IMPACT PROJECT

The five-week, applied fieldwork, Social Impact Project is a highlight of the MIM program. It offers you the opportunity to apply the business tools you acquire during the program to working for an organization with specific social objectives, such as a non-profit organization, a CSR department, a social entrepreneurship venture, or a for-profit organization.

### Recent social impact projects

**CRYPTO DEVELOPMENT FUND, MUNICH** – Create a market entry approach and a sales strategy for potential social impact investors.

**DHL CORPORATE CITIZENSHIP, INDIA** – Identifying potential opportunities as well as obstacles for a collaboration with SOS Children Villages in India

**GROWTHAFRICA, ETHIOPIA** – Contribute to scaling up the operations, network, and funds of an accelerator supporting African entrepreneurs

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## INTERNATIONAL OPTIONS

### DOUBLE DEGREE

Spend your first year at ESMT Berlin and your second at Yale School of Management, before submitting your dissertation at ESMT. Applications for the Yale program will only be accepted after enrollment at ESMT and admission is not guaranteed. Successful candidates will earn a MIM from ESMT and a Master of Management Studies in Global Business and Society from Yale.

### EXCHANGE

ESMT has partnered with Imperial College Business School in the UK, Singapore Management University, IE in Spain, and the Smith School of Business at Queen's University in Canada to offer you an enhanced global study experience. These semester exchange options are offered after the core module in the first year of the MIM or in the second year, depending on the institution.

Please check [degrees.esmt.berlin/mim](https://degrees.esmt.berlin/mim) for the latest updates on international options.



## MIM 2020 CLASS PROFILE



**148**

STUDENTS



**23**

AVERAGE AGE



**6**

MONTH AVERAGE  
WORK EXPERIENCE



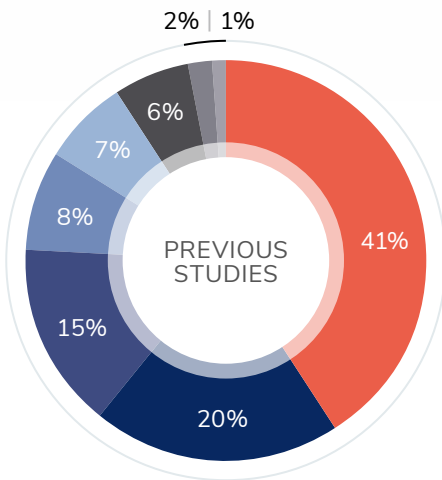
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WOMEN

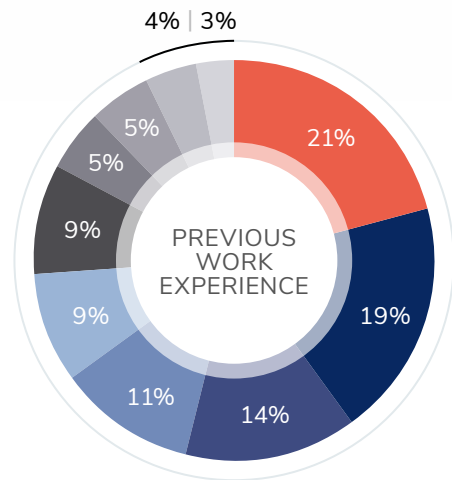


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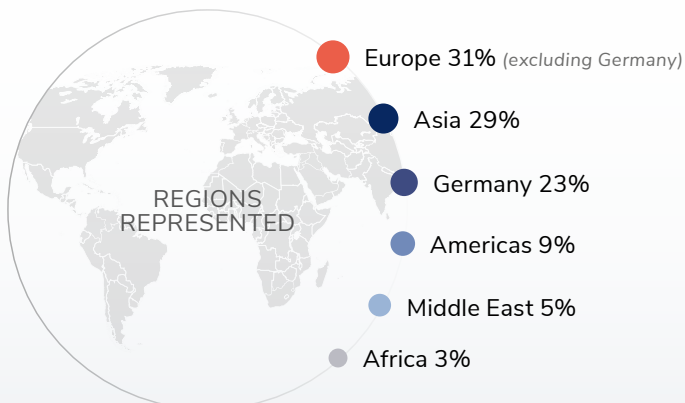
INTERNATIONAL



- Business / Management
- Engineering
- Economics
- Environmental & Natural Sciences
- Humanities / Arts
- Accounting / Finance
- Computer Science / IT
- Other



- Consulting
- Other
- Financial Services
- Technology
- Healthcare
- Manufacturing
- E-commerce & Retail
- Media / Entertainment
- Energy
- Hospitality



43 NATIONALITIES

ALGERIA	ITALY	PORTUGAL
AUSTRIA	JAPAN	ROMANIA
AZERBAIJAN	KENYA	RUSSIA
BELGIUM	SOUTH KOREA	SERBIA
BOLIVIA	LEBANON	SLOVENIA
BRAZIL	MALI	SOUTH AFRICA
CHINA	NEPAL	SPAIN
HONG KONG	NETHERLANDS	SWITZERLAND
TAIWAN	NICARAGUA	THAILAND
COLOMBIA	NIGERIA	TURKEY
CROATIA	NORWAY	UKRAINE
FRANCE	PAKISTAN	UNITED KINGDOM
GERMANY	PARAGUAY	UNITED STATES
INDIA	PHILIPPINES	
INDONESIA	POLAND	

## MIM CURRICULUM TIMELINE

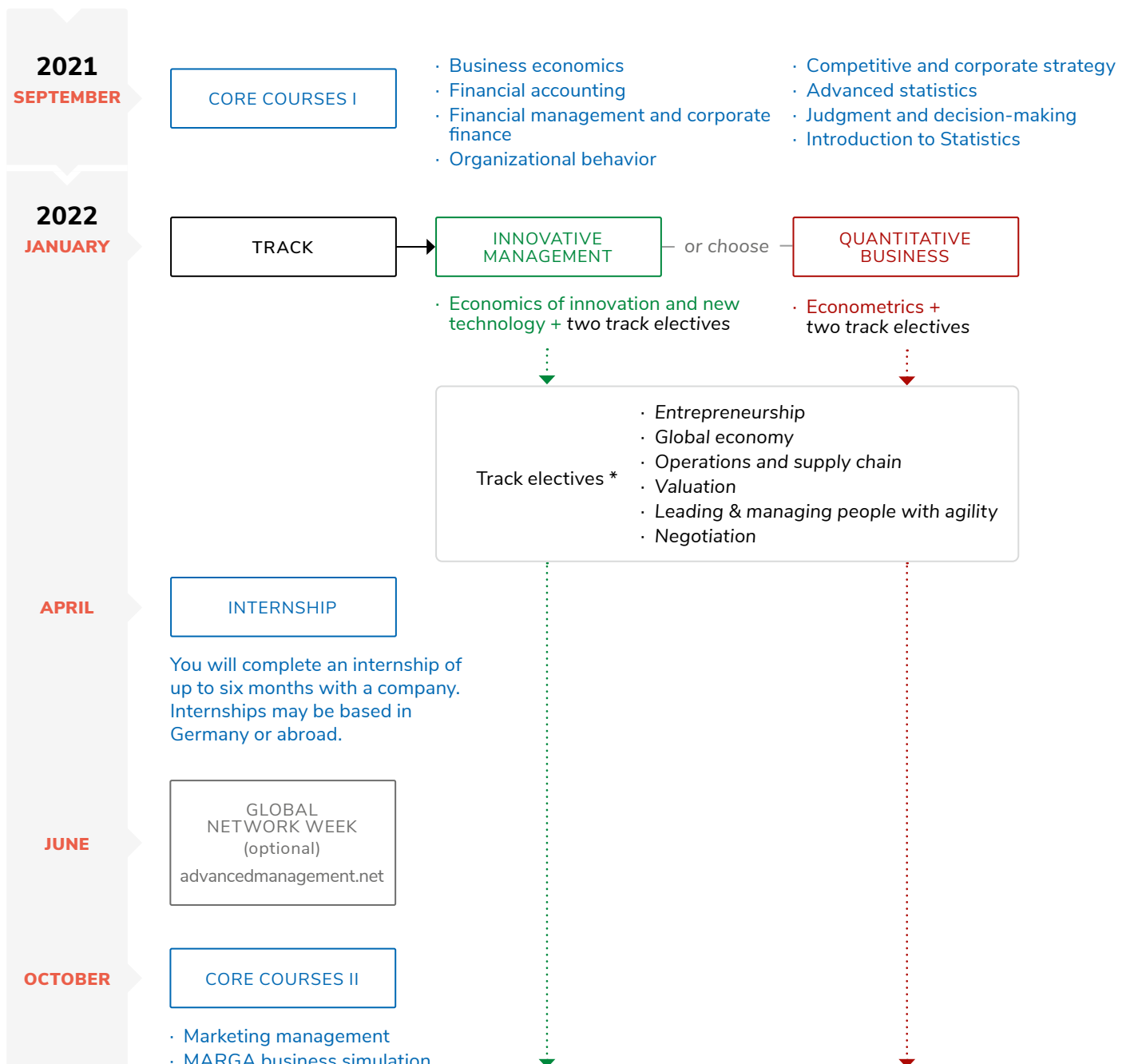
The MIM curriculum is designed to provide a solid academic foundation. You can tailor your studies by choosing a track and electives according to your interest and skills.

During the first year, you complete the business core together with all MIM students. After these first months, the MIM students split into the two tracks: Quantitative Business and Innovative Management. During the next phase, you participate in an internship for up to six months and can choose the option to attend the Global Network Week.

Your second year starts off back on campus in Berlin with all MIM students to complete the core courses, including the MARGA business simulation. The class is then again split into the respective specializations which you will

have chosen according to your track: Business Analytics, Finance & Investments, Entrepreneurship & Innovation or Global & Digital Strategy. The final semester of the two-year program brings along the Social Impact Project, which you will be working on in a group for six weeks, as well as the Master's Thesis, which must be completed over three months.

Running throughout the whole program: The Portfolio Management Program is an optional two-year elective in which selected students actively manage a real-money portfolio. Foreign language courses take place for all students on a weekly basis. And finally, soft skills workshops are built into the program to support your personal and professional development.





NOVEMBER

SPECIALIZATION

ENTREPRENEURSHIP  
AND INNOVATION

- The human factor of innovation
- Startup challenge
- Design thinking
- Entrepreneurial finance
- Matchmakers in digital economy

or choose

GLOBAL AND DIGITAL  
STRATEGY

- Strategic international management
- Digital business transformation
- Digital marketing
- Digital innovation and entrepreneurship
- Matchmakers in digital economy

BUSINESS ANALYTICS

- Data science for analytics
- Risk modeling with spreadsheets
- Advanced decision making tools
- Value chain analytics
- Machine learning & causality
- Predictive analytics

or choose

FINANCE AND  
INVESTMENTS

- Investments (Portfolio theory and asset pricing)
- International finance and risk management
- Entrepreneurial finance and fintech
- Alternative investments
- Machine learning & causality
- Predictive analytics

2023  
APRIL

SOCIAL IMPACT  
PROJECT

Work on a group assignment in an NGO, nonprofit, or a social impact project in a for-profit company.

MAY

MASTER'S THESIS

Thesis may be an academic project with independent study and research or applied work in a company in conjunction with academic research related to the work you are doing.

SEPTEMBER

GRADUATION

#### Workshops and Programs that run throughout the two-year program:

- Portfolio Management Program (optional)
- Foreign language for international business
- Soft skills workshops: Building high performance teams, Personal effectiveness in business presentations, Intercultural business communication, Consulting skills, Project management

- Required courses
- Innovative management track
- Quantitative business track

FIND OUT MORE ➔

\* Certain track electives may be prerequisites for some specializations

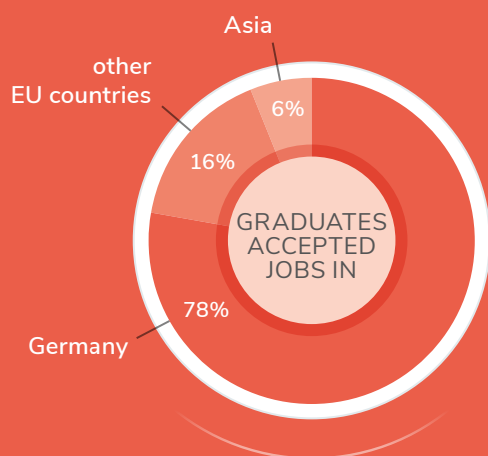
Curriculum is subject to change. For up-to-date information, visit our website [degrees.esmt.berlin/mim](https://degrees.esmt.berlin/mim)

## EMPLOYMENT STATISTICS AND CAREER SERVICES

Career management is an integral part of the MIM program with regular seminars and workshops built in. From day one you will start working to improve your CV and interview skills. You will take part in company presentations and visits, as well as the annual ESMT Career Fair.

By the end of the MIM program, you will better understand how to plan your job search strategy, navigate your own career path, build and activate your own networks and negotiate your desired salary.

### JOB LOCATIONS AFTER GRADUATION



Average salary:  
**€ 55,314**  
(including bonus)

### GRADUATES ACCEPTED POSITIONS IN THE FOLLOWING INDUSTRIES



## EXAMPLES OF GRADUATE POSITIONS

**ADIDAS** – Assistant Manager Digital Analytics (Nurnberg)  
**AUDI** – Procurement Officer (Ingolstadt)  
**BASF** – Reporting Specialist (Berlin)  
**CLEARAGO** – Product Manager (Berlin, startup)

**DELOITTE** – Consultant (Zurich)  
**GOLDMAN SACHS** – Analyst (Frankfurt)  
**GOOGLE** – Account Strategist (Dublin)  
**SOFTBANK ROBOTICS** – Sales Manager (Berlin)



## ADMISSIONS AND FINANCING

### APPLICATION REQUIREMENTS

- ✓ A first degree in any subject
- ✓ Ideally no more than 18 months of postgraduate work experience
- ✓ Strong quantitative skills for applicants to the Business Analytics and Finance & Investments specializations (GMAT or GRE is recommended and may be requested)
- ✓ TOEFL score (95 points minimum) or equivalent proof of English fluency
- ✓ Online application including one reference and essays
- ✓ Individual interview in person or online

FIND OUT MORE ➔

### PROGRAM FEES AND APPLICATION DEADLINES

The Master's in Management program begins in late September. Graduates earn a Master of Science in Management degree (120 ECTS credits).

ESMT MIM Admissions operates on a rolling basis. **You can submit your application at any time prior to the final deadline.** Decisions are generally announced every two weeks. Earlier applications are given priority consideration for admission and scholarships.

#### Application milestones:

**Early-Bird Deadline:** March 31\*

**Final Deadline:** July 31

**MIM tuition: € 29,500** (paid in three installments over two academic years)

The MIM tuition covers all seminars, selected teaching materials, orientation, and career support.

*\*Admitted applicants who submit their completed MIM application by the March 31 deadline will benefit from a € 2,000 tuition reduction.*

### FINANCING OPTIONS

#### Scholarships

ESMT offers partial tuition scholarships based on academic merit and diversity to support highly qualified candidates.

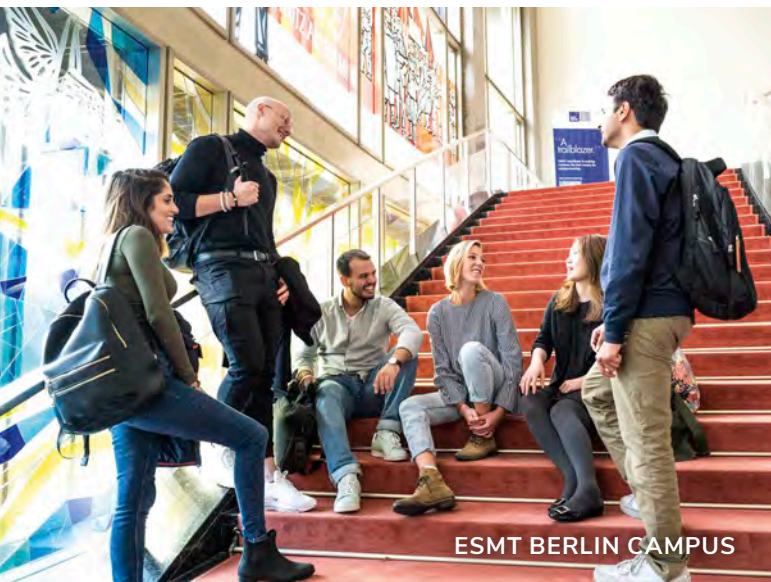
#### Lending opportunities

ESMT offers access to loans through **Prodigy Finance**. Candidates from over 150 countries can acquire loans for MIM tuition and living expenses.

**Brain Capital** offers students from the EU, Canada and the USA the ability to cover tuition fees and living expenses through an innovative funding scheme.

**Title IV and GI Bill loans** are available to US citizens who study at ESMT.

**Special funding options** are also available for nationals of other countries. For more information, visit our website.



### ONLINE APPLICATION

Visit [apply.esmt.berlin](https://apply.esmt.berlin) to start your application.



## ABOUT ESMT BERLIN

ESMT Berlin was founded by 25 leading global companies and institutions. The international business school offers an executive MBA, a full-time MBA, a part-time MBA in Business Innovation in blended format, and a master's in management. ESMT focuses on three main topics: leadership, innovation, and analytics.

ESMT **executive education programs** offer short-term training with more than 40 open programs (divided into clusters such as leadership, innovation or strategy). Courses are taught in English and German. The program portfolio also includes fully customized programs targeting the unique development needs and challenges of ESMT's customers.

ESMT faculty publishes in top academic journals. Additionally, the business school provides an interdisciplinary platform for discourse between politics, business, and academia. ESMT is a private business school based in Berlin, Germany, with a branch office in Shanghai, China.

## CONTACT

### ESMT

European School of Management and Technology GmbH

### ESMT Berlin

Schlossplatz 1  
10178 Berlin  
Germany

### Senior Admissions Manager:

Boban Sulic

Phone: +49 30 21231-1400

[admissions.degrees@esmt.org](mailto:admissions.degrees@esmt.org)

[www.degrees.esmt.berlin/mim](http://www.degrees.esmt.berlin/mim)

[apply.esmt.berlin](http://apply.esmt.berlin)

ESMT  
BERLIN

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