

# AN MBA OUT OF THE ORDINARY

INTERNATIONAL MBA



# QUICK FACTS

**Format:** Full-time

**Length:** 1 year

**Intakes:** Apr-15, Sep-15, Jan-16

**Languages of Instruction:** English and Spanish

**Campus:** Madrid

**Student Profile:**

Unconventional thinkers with an average of 5 years of work experience:

- **90%** international students with more than 70 nationalities
- **60%** have non-Business or Economics related degrees
- Average Age: **29**

Delphine  
Stoeckel  
French

**Program Features:**

- 40% customizable
- Comprehensive Professional Fitness program
- Business Impact & Start-up Labs
- Beyond-Business Courses
- Leadership Development program, Dual Degree options, Consulting Projects, 150 Electives, International Exchanges, Venture Lab, language classes and other options

**Careers:**

- 90% of students employed within 3 months after graduation
- 50+ Company presentations on campus per year

**Application Deadline:**

Rolling admissions process

**Financial Aid:**

40%+ of Master Degree candidates receive financial assistance

**URL:** [www.ie.edu/international-mba](http://www.ie.edu/international-mba)

**Blog:** [news.imba.ie.edu](http://news.imba.ie.edu)

# THE IE STORY

In 1973, three visionary entrepreneurs found Instituto de Empresa in Madrid. The MBA and Executive MBA are born.

70's

Ten years later, IE inaugurates its International MBA with 5% international students, and the Entrepreneurship Department is founded to build an entrepreneurial thinking among all students.

The school also creates the IE Foundation and Alumni Association with the aim of fostering relationships among alumni and promoting research on management topics.

80's

By the end of the 1990s, IE has entered the top 25 business schools in the world and has partnerships, such as the Sumaq Alliance, with nearly 100 prestigious business schools on five continents.

90's

In the early 2000s the International MBA increases its international student population to 35%, and IE builds one of the world's first MBA programs with online and offline learning. In 2006 IE University opens to serve undergraduates from around the world, and the IE Law School opens a year later.

2000's

IE is now a **top-ranked** hub for international business students and features **31 different Master programs**. More than 500 international faculty teach 6,500 students from 90 different countries in IE's undergraduate, Master, Doctoral, and Executive Education courses. IE's urban campus comprises 20 buildings in central Madrid, and there are **28 IE country offices** around the world. **More than 50,000 alumni** hold management positions in more than 100 countries.

TODAY

# INTERNATIONAL RECOGNITION

IE has undergone four decades of rapid growth and is now recognized by the international press as one of the world's leading business schools.



3 <sup>rd</sup>	in Europe	European Business Schools	December 2014
1 <sup>st</sup>	Worldwide	Online MBA Programs	March 2014
5 <sup>th</sup>	in Europe	MBA	January 2014
13 <sup>th</sup>	Worldwide	MBA	January 2014
5 <sup>th</sup>	Worldwide	Master in Finance	June 2014



2 <sup>nd</sup>	Worldwide	Full-time MBA (Non-US category)	November 2014
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5 <sup>th</sup>	Worldwide	MBA	May 2013
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3 <sup>rd</sup>	Worldwide	Business Schools	September 2011
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IE Business School is fully accredited by the world's leading accreditation bodies:





## TOP 10:

WHY CHOOSE  
THE INTERNATIONAL MBA AT  
IE BUSINESS SCHOOL

- 1 INTERNATIONAL RECOGNITION**  
A top-ranked MBA program at one of the best European Business Schools
- 2 BOOST YOUR CAREER**  
Become your own strategic career manager through our Professional Fitness Program
- 3 CUSTOMIZE YOUR MBA**  
Personalize your education by selecting the optimal courses for you
- 4 GO BEYOND YOUR BOUNDARIES**  
Be part of a classroom made up of unconventional thinkers like yourself, and explore in a truly diverse environment
- 5 IMPLEMENT YOUR IDEAS**  
Develop your entrepreneurial thinking in order to transform and create
- 6 SEE PAST YOUR OWN PERSPECTIVE**  
Empower your lateral thinking and challenge the status quo
- 7 LEAD THE RIGHT WAY**  
Enhance your Behavioral Fitness by strengthening your leadership, interpersonal and critical thinking skills
- 8 LEARN SOLID BUSINESS**  
Reinforce your business acumen and build a unique set of competencies in both traditional and more visionary courses
- 9 TAP INTO A GLOBAL NETWORK**  
300 on-campus events per year, 86 student clubs, more than 50,000 alumni, 80 alumni chapters and more than 200 annual events around the world
- 10 LIVE MADRID**  
Enjoy a cultural experience in the capital of Spain, and learn Spanish, the third most common business language in the world

# THE IE INTERNATIONAL MBA:

## A HOTHOUSE FOR UNCONVENTIONAL THINKING

The last decade has seen countless new opportunities and challenges in the business world. Expanded connectivity, smart technologies, and increasing lifespans are changing how we think about work. What's more, companies are becoming more global than ever before, and demographic changes are shifting economic power. More than ever, business leaders must be adaptable problem solvers with a high degree of cultural intelligence.

To effectively prepare students for this world, the IE International MBA works like a hothouse: an environment tailored to the needs of individuals to accelerate their personal growth.

IMBAs discover their shared values and collective strengths as a global community by embracing unconventional thinking. They know that cultural differences are something to be celebrated.

In addition, professors who are experts in their fields, plus a streamlined core curriculum in business fundamentals, give students a foundation in entrepreneurial thinking that will be indispensable in their future careers.

Barnaby  
Ferrero  
Italian/British



STEP  
OUTSIDE  
YOUR  
COMFORT ZONE

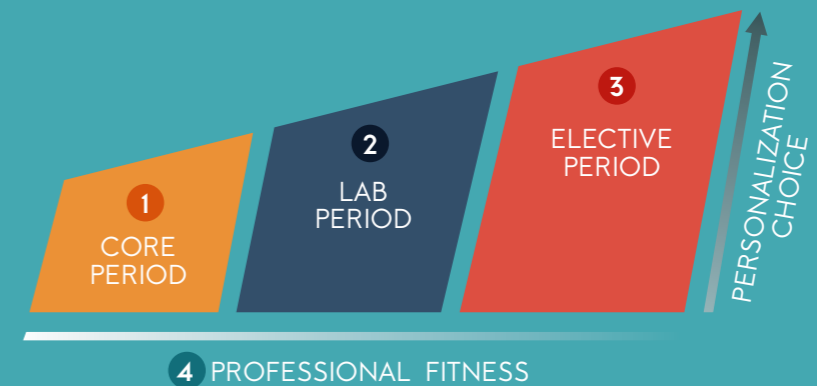
# THE IMBA PROGRAM

## NOT A ONE-SIZE-FITS-ALL APPROACH

The IE International MBA is designed for those who can think outside the box and challenge conventional thinking. To increase your competitiveness, in just one year the program helps you act upon your ideas and offers ongoing feedback that focuses on you and your individual career aspirations. IE's innovative pedagogy pushes traditional classroom boundaries in order to be most effective and relevant to you and your career in an evolving world of business.

To help you develop faster, 40% of the program can be tailored to your individual personal and professional goals. Furthermore, the program emphasizes important universal skills, such as critical thinking, communication, and collaboration.

The IE International MBA encourages all students to develop their entrepreneurial thinking so that they can be competitive in any industry or new venture.





# IMBA CORE PERIOD



## NOT YOUR AVERAGE CORE

IE's **streamlined Core Period** is founded on business fundamentals, but to **give IE students an edge** over other MBA graduates, the curriculum also includes courses in Innovation and Design, Critical Management Thinking, and Entrepreneurship.

### 1. DEVELOPING AN ENTREPRENEURIAL MINDSET

- Entrepreneurial Management I
- Entrepreneurial Management II

### 2. MASTERING BUSINESS FUNDAMENTALS

- Financial Accounting
- Managerial Economics
- Managerial Decision Making
- Managerial Accounting
- Corporate Finance

### 3. INTEGRATING GENERAL MANAGEMENT PERSPECTIVES

- Marketing Management
- Leading People & Teams
- Strategy
- Operations Management

### 4. THINKING BEYOND BUSINESS

- Innovation in a Digital World
- Critical Management Thinking
- Business, Government & Society



Professor  
Daniel  
Blake

## IMBA LABS



After the Core Period, you will **choose one of two accelerated Labs** directly matching your own professional goal: do you want to create maximum impact within an existing company or do you want to start your own business? The highly innovative Lab Period marks a disruptive approach to business education by fostering integrative thinking and experiential, challenge-based learning. The idea is to enrich the core curriculum with uniquely packaged, relevant and hands-on input that you would otherwise not get in an MBA program.

In the **Business Impact Lab**, you focus on developing your integrative skills and cross-disciplinary management perspectives to be ready to create real impact from day one in any organization you will join post-MBA. You acquire the tools to question the status quo and to implement transformational ideas in a corporate setting. There are real challenges by real companies, but your solutions may be anything but ordinary. Critical knowledge areas include...

- Corporate Entrepreneurship
- Corporate Business Model Innovation
- Mastering the Big Data Challenge
- Strategy Implementation
- Change Management
- Corporate Governance and Board Dynamics



In the **Start-up Lab**, you will be immersed in an incubator-like atmosphere together with other peers who want to start their own venture. Real entrepreneurs know that a start-up consists of a series of experiments with painful trial-and-error iterations. In this Lab, we prepare you for this challenge in a uniquely hands-on, inspiring and safe learning environment. It is the catalyst that will help you excel later in the Venture Lab during the Elective Period. Critical knowledge areas include...

- Navigating the Start-up Ecosystem
- Mastering the Entrepreneur's Toolbox
- Start-up Mechanics & Entrepreneurial Readiness
- From Zero to Product: Towards a MVP
- Growth Hacking & Generating Market Traction
- From Bootstrapping to Series A Funding

For students interested in social responsibility and social enterprise, there is also a Social Impact Lab option available.

After the Labs Period, you will have the chance to participate in international discovery trips, such as IE Venture Days, or a social impact initiative in Ethiopia or Brazil as part of the Global Immersion Experience.

## THE ELECTIVE PERIOD



Do you want to keep studying or do you want to act? Do you want to keep working on an inner transformation or do you want to keep exploring? During the elective period, you'll find among others...

- **Initial choice of 150 Electives Courses:** Cluster your electives based on your individual interests and career focus
- **Consulting Projects:** Take advantage of IE's partnership with the Wharton School of Business and consult with a company, or take part in our own competitive IE Consulting Project
- **Exchanges (World Unplugged):** Maximize your learning at one of our partner Schools around the world for 3 months or 1 week
- **Global Network Week:** Learn side-by-side with students from other elite business schools as a part of the Global Network for Advanced Management convened by Yale University
- **IMBA in Practice:** Put your learning to work in a 7 to 10 week long internship



- **Social Impact Project:** Undergo a transformative leadership development program while gaining consulting experience in South Africa, Peru or Brazil
- **Venture Lab:** Incubate your start-up idea and get face-time with our global network of investors

Your learning culminates in a final Integrative Exercise in front of a faculty jury. You may choose a final case study, a business management simulation, or your Venture Lab or Social or Business Impact Project.

After the Integrative Exercise, a select group of students will go on to participate in IMBA Unplugged, which includes, among others, long exchange options, a post-academic internship or dual-degree and 1+1 options at Yale, MIT, Brown, Fletcher and other IE master programs.

\* Availability and timing of customization options during the program are subject to change and can depend on specific intakes

# PROFESSIONAL FITNESS



To focus on your individual career aspirations, you will be enrolled in a Professional Fitness program once a week, in parallel to the required core components of the International MBA at IE. Professional Fitness contains two unique elements: Career Fitness and Behavioral Fitness.

These two elements are vital to work on your post IMBA plans from all angles, as besides an effective career strategy, adequate behaviors and soft skills will need to be developed to further increase your competitiveness in the business world.

## CAREER FITNESS

To equip you with the necessary toolkit and career strategy to succeed in an increasingly complex and competitive job market, IE has developed a unique "Career Fitness" stream. It focuses on 5 milestones. Some of the corresponding activities include:

Salvador Santana  
American/Dominican



### CAREER FITNESS ROAD MAP



#### 1. GET INSPIRED:

- IMBA Alumni Panels: get insight and success stories from IMBA Alumni
- Leading career speakers

#### 2. PERSONAL BRANDING:

- Defining your professional framework
- Leveraging your strengths
- Radical career change

#### 3. SOCIAL MEDIA:

- Networking on LinkedIn
- MBA Development Programs workshop

#### 4. HR AND HEADHUNTERS:

- Competency-based interviews: learn what recruiters want
- Why recruitment firms always call the same candidates

#### 5. CAREER TARGETING:

- Interviewing Boot Camps
- Industry/Sector presentations and panels
- Woman's careers talks

## BEHAVIORAL FITNESS

Leading yourself and others is fundamentally about behavior; and behaviors happen moment by moment across every workday. Well-trained behaviors are what will drive your own performance, the performance of your teams, and ultimately your career.

Ask any senior manager, entrepreneur, or recruiter about professional success and they'll say that beyond being good at your specific area of work, success is driven by the quality of the behaviors and attitudes that you bring to your work.

Behavioral Fitness is an integrated leadership training program designed to help you develop a foundation of the critical behaviors necessary to support your long-term professional success. No one becomes physically fit by going to the gym for a few days, and no professional should expect to be behaviorally fit by spending a few hours learning about skills like listening, teamwork, or decision making. It takes focus and practice day after day, moment by moment.

### BEHAVIORAL FITNESS ROAD MAP

The Behavioral Fitness training is designed to turn your time in the International MBA into a "gym" where you practice new and more productive workplace behaviors. It is about transforming yourself, and it is also about learning how to lead others to do the same.



#### COMMUNICATING FOR SUCCESS

Effectively communicate your ideas, proposals and plans to win over any audience.

#### BUILDING HIGH PERFORMANCE TEAMS

Understand the conditions that drive team performance, and how you can contribute your best as a member of a team.

#### MAKING CRITICAL DECISIONS

Understand and avoid cognitive biases in making everyday judgments and decisions.

#### HACKING HABITS

Implement a neuroscience-based framework to make sustainable improvements in your professional behaviors.

#### MANAGING & LEADING MINDFULLY

Train your attention to build your self-awareness and become more open, focused, and less reactive.

#### ASSESSING & DEVELOPING PEOPLE

Develop the management skills to help others perform at their best.

#### INFLUENCING & PERSUADING

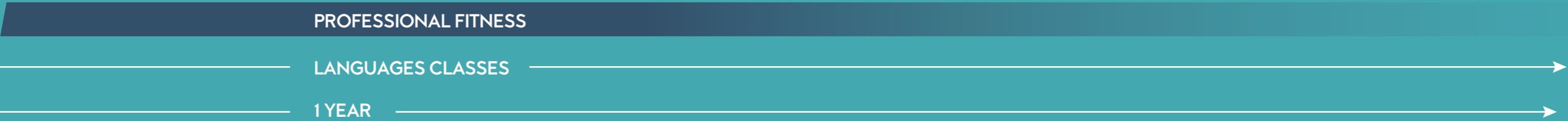
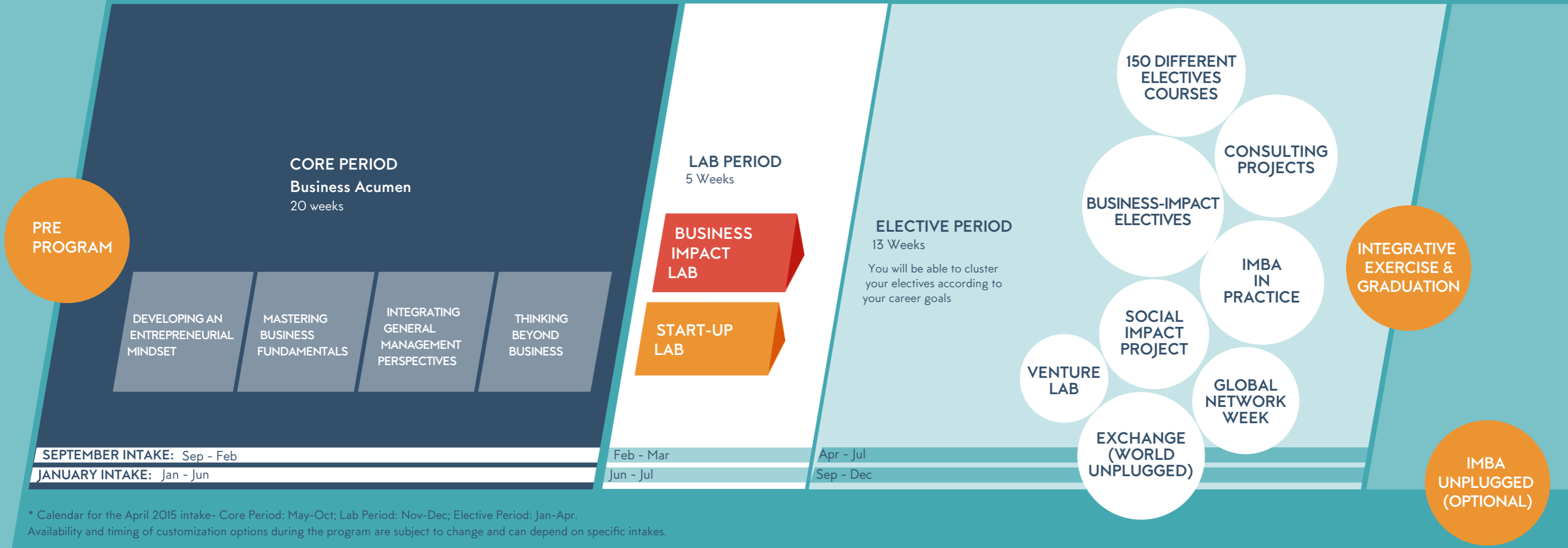
Fine-tune your ability to construct convincing stories and arguments to drive action and change.

#### LEADING THROUGH TRANSFORMATION

Develop skills for leading people through inspiration, emotion and energy.

#### CREATING A LEADERSHIP VISION

Envision the leader you want to be, and develop a trajectory to realize your vision.



EXPAND  
YOUR CULTURAL  
INTELLIGENCE

# DIVERSITY 3.0

## The Most Potent Fertilizer for Unconventional Thinkers

IE recruits students that embrace unconventional thinking and have unique talents. At IE Business School, we believe that unconventional thinking should be embraced as sticking to the same old patterns will only lead to the same old results.

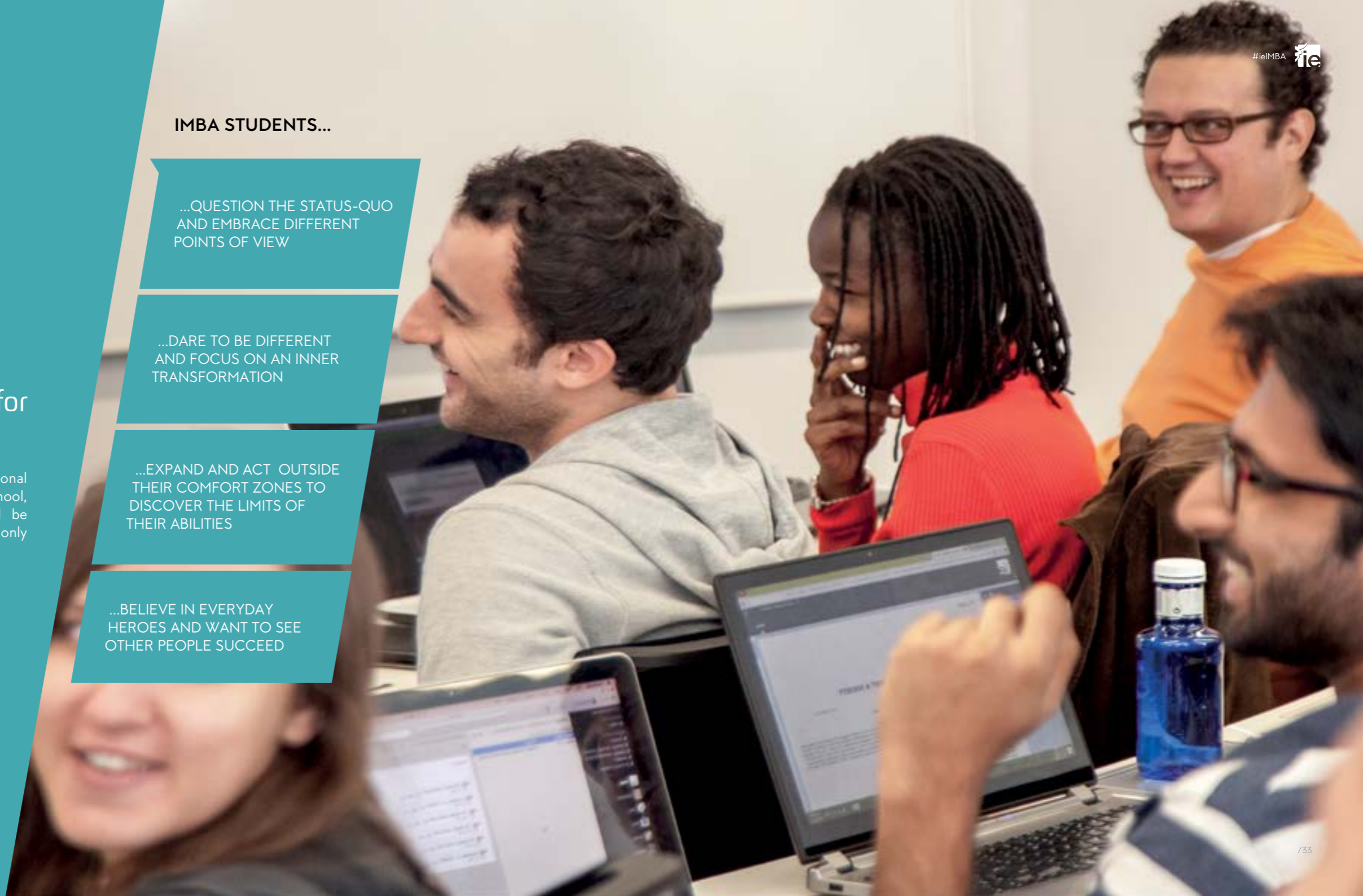
### IMBA STUDENTS...

...QUESTION THE STATUS-QUO AND EMBRACE DIFFERENT POINTS OF VIEW

...DARE TO BE DIFFERENT AND FOCUS ON AN INNER TRANSFORMATION

...EXPAND AND ACT OUTSIDE THEIR COMFORT ZONES TO DISCOVER THE LIMITS OF THEIR ABILITIES

...BELIEVE IN EVERYDAY HEROES AND WANT TO SEE OTHER PEOPLE SUCCEED





**Celine Salman**  
 28, American/Lebanese  
 She is an architect with design and project management experience in the hospitality and food & beverage industries. She has lived in DC, NYC, Dubai and Beirut and is a trained dancer and fitness instructor. She is looking to grow in corporate hospitality or to shift into real estate development.

**Sherif Seif El Nasr**  
 30, Egyptian/Canadian  
 He is a Math and Statistics Major with a career in the financial markets in Dubai. In line with his passion and lifestyle of health, fitness and nutrition, through IE's famous Venture Lab he is starting his own business in the health & nutrition industry that will launch in Dubai.

**Pier Spinazze Andrea**  
 28, South African  
 He is a doctor having spent a year in plastic and trauma surgery. He has studied in Italy, UK and the US. He has climbed Mount Kilimanjaro and cycled from Sudan to Kenya and is thinking of changing careers.

**Amalia Carvajal Sardi**  
 27, Italian/Colombian  
 An Art History and Marketing double major, Amalia worked at a museum and an auction house before focusing on marketing, first as a communications specialist and afterwards as an external consultant.

However, as new ideas and new ways of thinking don't just leap fully-formed out of the ground, they, and the minds that produce them, need nurturing. During the IE International MBA these nutrients come in form of the diversity found on campus.

At IE Business School we believe that real diversity means more than a collection of flags from around the world. To form an ecosystem where MBAs can benefit from the expertise of their peers, your classes will not only be filled with talents from more than 70 countries, but the diversity that you will encounter goes beyond simple geographic and cultural differences to generate a rich atmosphere of critical thinking, mutual growth, and strong, shared values.

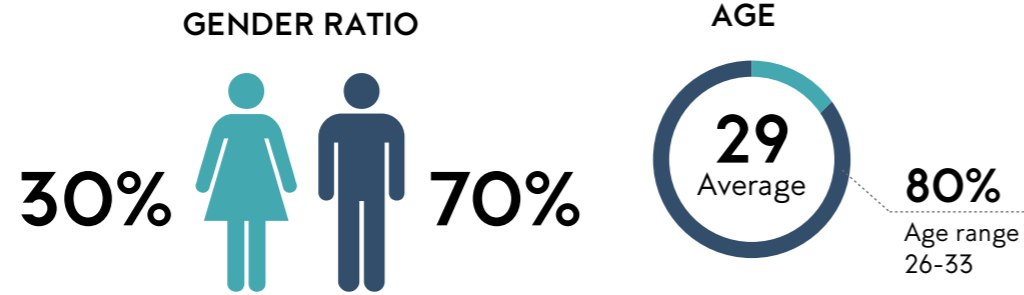
To get an idea of this type of diversity, a possible workgroup at IE could consist of:

**Nir Hindi**  
 34, Israeli  
 "Entrepreneurs are the artists of the business world" is his favorite quote. He started his first company during his bachelor degree and continued doing so during the years. Entrepreneurship, Technology, Art and Business are the subjects he likes to mix. After the MBA, equipped with more tools, he plans to be involved in the global start-up ecosystem.

**Sarah North**  
 25, American  
 She has professional experience in production and an educational background in economics and accounting. She was a professional dancer for several years and travelled through South America while teaching dance. She is looking for a career change.

**Federica Ilaria Fornaciari**  
 25, Italian  
 She has a degree in Business Administration and a MSc in Marketing. She spent a big part of her academic and professional career abroad, specializing in Retail and Go-to-Market strategies for the Luxury Industry, and working as a Consultant and a PMM in e-commerce. She loves to sing and play piano in her free time.

# YOUR CLASS PROFILE



**WORK EXPERIENCE**

5 YEARS AVERAGE

**NATIONALITIES**

70-75

**INTERNATIONAL STUDENTS**

90-92%

## UNDERGRADUATE DEGREES

40%

Business + Economics

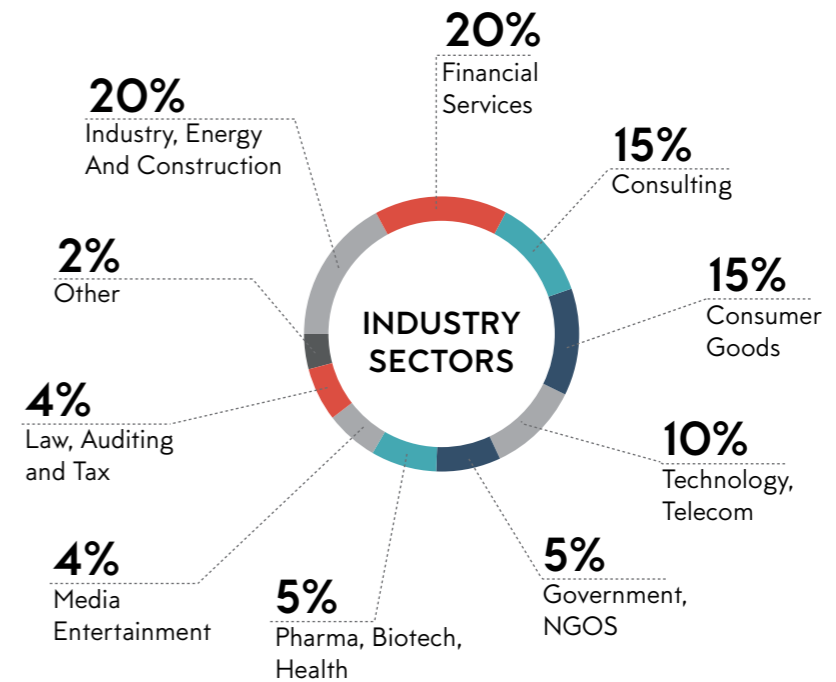
60%

Engineering, Sciences, Information Technology, Social Sciences, Law, Others

## GEOGRAPHIC DISTRIBUTION



- 15% North America
- 25% Latin America
- 35% Europe
- 15% Asia
- 10% Africa & Middle East



SHARE  
EXPERIENCES,  
GAIN  
KNOWLEDGE

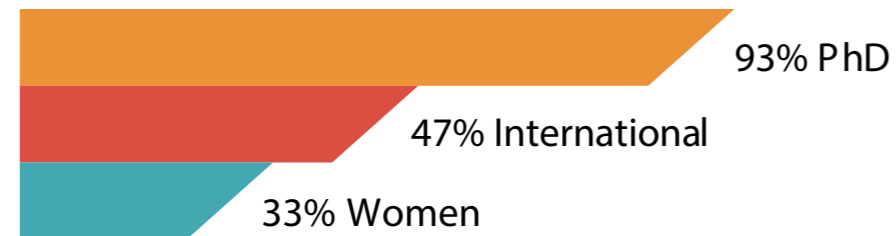
# THE IE IMBA FACULTY

## A VITAL INGREDIENT

IE's international faculty are experts in their fields. They come from diverse professional and academic backgrounds and will help you grow and maximize your potential.

To learn more about your future faculty, please visit

[www.ie.edu/business-school/faculty-research](http://www.ie.edu/business-school/faculty-research)  
<http://theotherside.blogs.ie.edu/>



### PARIZ DE L'ETRAZ

- President, Amazing Lab AG, Madrid, Zurich
- Ph.D. Management Sciences, Esade Business School
- Recently did a TEDx talk in Madrid on his trajectory as an investment banker turned business school professor and entrepreneurs mentor

### GAYLE ALLARD

- Economist, JP Morgan
- Ph.D. in Economics, University of California at Davis, USA
- Appearances on TV networks such as Aljazeera, Bloomberg, CNTV (China), Russia Today, reviewing topics on Spain's economy

### ROLF STROM-OLSEN

- Fulbright scholar and SSRC fellow in Spain
- PhD in History from Northwestern University
- Obtained a master's degree in advanced composition in classical music at the Royal College of Music



### JOSEPH PISTRUI

- Marketing management career in the consumer products industry, mostly with Bristol-Myers Squibb
- Ph.D. in Strategic Management and Entrepreneurship from Universidad Autonoma de Barcelona
- Member of the Duke Corporate Education Global Learning Resource Network



**ERIK SCHLIE**

- Senior Manager, PwC PricewaterhouseCoopers
- Ph.D. in Management Studies, University of Cambridge, UK
- Associate Dean of the International MBA
- Savors the finest of food and wine from all countries represented in the IMBA



**CRISTINA CRUZ**

- PhD in Business Economics and Quantitative Methods, Carlos III University (Madrid)
- Head of the Entrepreneurship Department, IE Business School
- Member of the research team of the Global Entrepreneurship Monitor, the largest single study of entrepreneurial activity in the world



**CATERINA MOSCHIERI**

- Holds the UK International Capital Market Association Certificate for Fixed Income and Derivatives
- Ph.D. in Strategic Management at Universidad de Navarra
- Her research has been featured or cited in the Financial Times, Forbes, and the IMF World Economic and Financial Surveys



**DANIEL BLAKE**

- Fellow, Niehaus Center for Globalization and Governance, Princeton University, 2010-2011
- Ph.D. Political Science, Ohio State University, 2010
- Senior Fellow, Program in Statistics and Methodology, Dept. of Political Science, Ohio State University



**MAX OLIVA**

- Development Director of the Emerging Leaders Program International at Tenaris
- Design Thinking degree, Stanford Graduate School of Business
- Co-founder of The Hub Madrid, a network of places for social innovators to interact



**LEE NEWMAN**

- Engagement Manager, McKinsey & Company
- Ph.D. in Psychology and Computer Science, University of Michigan, USA
- Completed two Master degrees in Management and in Technology Policy at MIT simultaneously

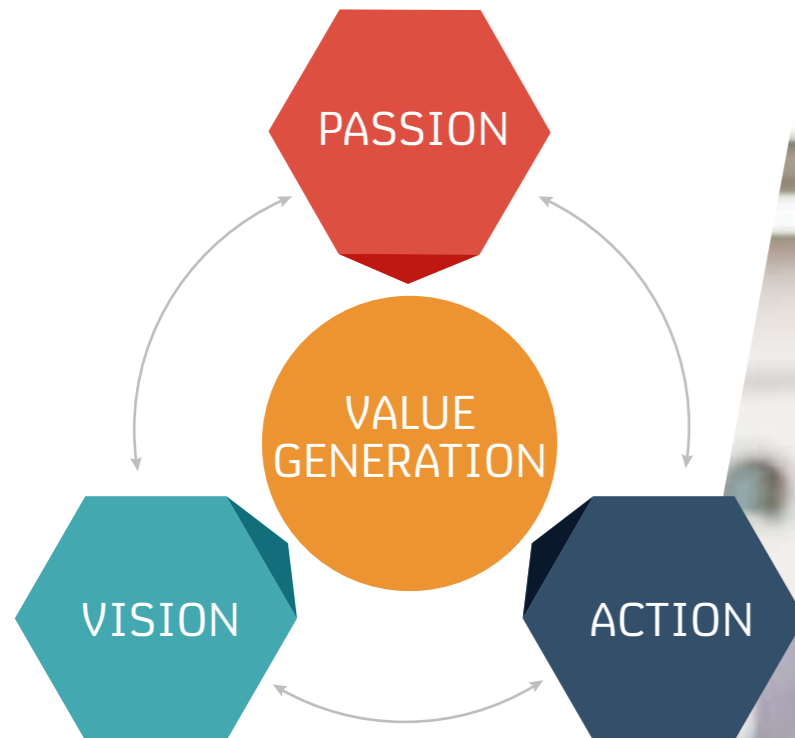
YOUR  
MINDSET  
DETERMINES  
WHAT IS  
POSSIBLE

# ENTREPRENEURIAL THINKING

## THRIVE IN ANY CONDITIONS

Entrepreneurial Thinking is the combination of action, passion, and vision—values that are necessary for dynamic leaders whether they are creating a company or creating change in an existing one.

IMBAs know how to connect these principles and how to find the right balance in any scenario.



Yoav  
Shachar  
Israeli

## WHAT ARE ENTREPRENEURIAL MINDS LIKE?

They...

### VISION:

- ... imagine possibilities
- ... see business as a fluid and adaptable process
- ... want to expand their world

### ACTION:

- ... seize opportunities
- ... sacrifice in order to solve problems
- ... manage risks with discipline

### PASSION:

- ... love what they do
- ... strive for self-actualization
- ... desire to make a difference

In addition to entrepreneurial thinking, IMBAs possess the skills, and a business acumen that allows them to...

SPEAK LANGUAGES OF MULTIPLE DISCIPLINES, CONNECTED WITH DEEP UNDERSTANDING OF AT LEAST ONE FIELD

CONNECT TO OTHERS WITH EMPATHY

BUILD EFFECTIVE CROSS-FUNCTIONAL AND CULTURAL TEAMS

LEAD CONVERSATIONS BY ASKING THE RIGHT QUESTIONS

COMMUNICATE INFORMATION AND CONVICTIONS WITH SKILL

THINK CRITICALLY IN ALL CIRCUMSTANCES

KNOW HOW TO FILTER AND PRIORITIZE INFORMATION

APPRECIATE AND ACCOMMODATE DIVERSE CULTURAL NORMS

HAVE THE STOMACH FOR CONFLICT AND UNCERTAINTY

Marta Herrero Spanish

Punardeep Chopra Indian/Spanish



CHALLENGE  
YOURSELF



## CAREERS

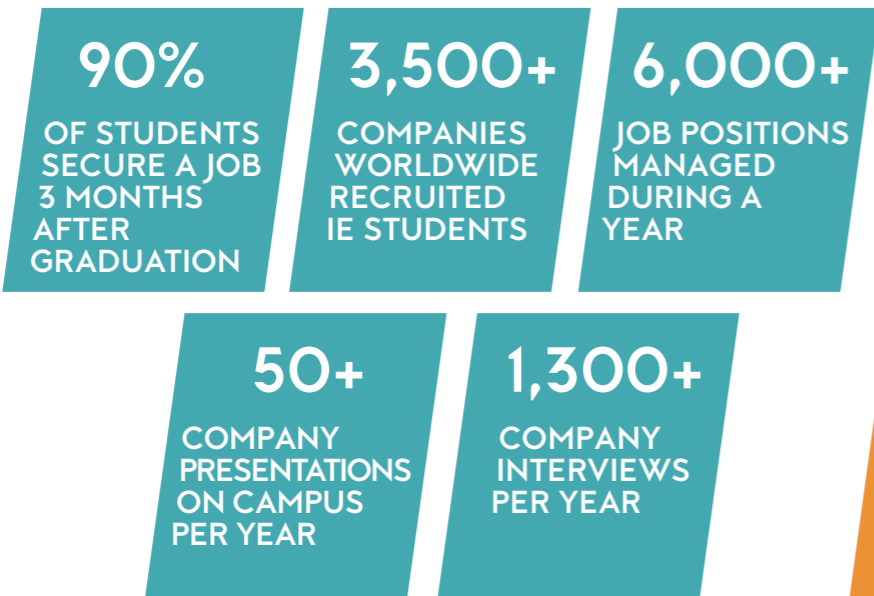
### YOU BRING THE TALENT, WE HELP YOU PUT IT TO WORK

When you leave the IE International MBA, you will be proficient in the fundamentals of business. You will also have the interpersonal skills and cultural intelligence to navigate the increasingly complex world of international business. What's more, you will have a foundation in entrepreneurial thinking that you can use to bring meaningful change to existing companies or to create new ventures.

# THE CORPORATE WORLD

IE's Career Management Center provides the resources to pursue your individual career goals towards the corporate world.

The Careers Management Center has achieved the following results for all IE schools:



Judy  
Wairimu  
Kenyan



## Some of the Services offered by the **Career Management Center** include:

- Career Advising
- Sector-specific advisors
- Company Presentations and Networking Opportunities:
  - Annual International Career Fair and 50+ company presentations per year
  - IE CV Book with full-time job listings and internships
  - Access to leading online career tools\*
- Membership in prestigious career service associations and alliances
  - MBA Career Services & Employer Alliance (MBA CSEA)
  - MBA Career Services for Working Professionals Alliance (MBA CSWP)
  - EFMD Career Services Steering Committee



MBA Career Services  
for Working Professionals  
**Alliance**

MBA Career Services  
& Employer Alliance  
Setting the Standard. Connecting the Industry.

Sebastiao  
Clara  
Portuguese

### \*Online Career Tools:

**Vault:** The world's leading source of Career Intelligence

**Workmaze:** Key information about top MBA recruiters

**MBA Exchange:** Professional development programs for MBAs

**InterviewBay:** Online mock interviews and job application reviews

**Going Global:** Resources for international career transitions

**Career Leader:** An integrated career self-assessment based on interests, motivators and skills

vault  
career intelligence

workmaze  
CAREER DIRECTION



CAREER LEADER

## WANT TO LEARN MORE?

Visit [www.careers.blogs.ie.edu/](http://www.careers.blogs.ie.edu/)  
or check out our Placement Report

# THE START-UP WORLD:

With respect to your career as an entrepreneur, IE's Entrepreneurship & Innovation Center will place you one step closer towards the right idea through its mentoring, resources, and initiatives.

Since its founding in 1973, the passion for entrepreneurship has always been at the core of IE Business School. Today, more than 1,500 IE students receive training each year in Entrepreneurial Management. Moreover, we are an opinion leader in entrepreneurship research and have founded a number of ongoing innovative initiatives, such as Pasion>ie, Spain Start-up co-investment Fund, Comprometi2.0, and the Wayra Madrid Boot-Camp and the Spain Start-up & Investor Summit.

IE's entrepreneurial spirit has materialized in Area 31, the school's private in-house incubation space. Depending on the nature of the project itself, IE offers a number of options and services to its students and alumni:

- VENTURE LAB
- KNOWLEDGE INCUBATOR
- VENTURE NETWORK
- IE'S ALUMNI INCUBATOR
- VENTURE DAYS

Student entrepreneurs at IE have the privilege of working with 12 dedicated entrepreneurship professors and more than 100 alumni and other mentors from Madrid and beyond. Many of these mentors are successful entrepreneurs or have senior positions in large companies. What's more, Area 31 is the full-time home to several companies and investors.

Family businesses are also common among IE students, and there are opportunities to exchange ideas and best practices in the IE Family Business Club and courses such as Family Venture or Entrepreneurship in Family Businesses.

## Venture Days

Our entrepreneurs all have a chance to compete in our regular Venture Days in **Madrid, Shanghai, Sao Paolo, Mexico, Providence, Berlin, Tokyo, Lisbon**, and many others around the world.

Muhammed Suhail  
Ahmed  
Indian



## DID YOU KNOW?

### IE IS THE FIRST BUSINESS SCHOOL

IN THE WORLD TO INTEGRATE AN ENTREPRENEURSHIP MODULE AS A REQUIRED COURSE FOR MBA STUDENTS

15%

OF IE BUSINESS SCHOOL STUDENTS SET UP THEIR OWN COMPANIES

### VENTURE LAB TRIPS

TO SILICON VALLEY, ISRAEL AND NYC

Want to learn more?  
Visit [www.ie.edu/entrepreneurship/](http://www.ie.edu/entrepreneurship/)

IE WORKS TOGETHER WITH THE

€40 MILLION SPAIN START-UP CO-INVESTMENT FUND

AREA 31

ACCOMMODATES UP TO 100 START-UPS ANNUALLY

### VENTURE NETWORK

A SERIES OF EVENTS CONNECTING START-UPS AND INVESTORS IN MADRID, BARCELONA, BOGOTA, HELSINKI, AND TEL AVIV

### IE VENTURE DAY

START-UPS HAVE RAISED OVER €12 MILLION AND HIRED OVER 120 FULL-TIME EMPLOYEES BETWEEN 2010 AND 2013

# SUCCESS STORIES

Some of our IMBA Heroes around the world include:

**Corporate World**

- RUCHITA VORA**  
India  
Business Development Manager  
TATA Consultancy
- UGO OGWO**  
Nigeria  
Head of Demand Forecasting, West Africa  
GlaxoSmithKline
- JOHANNES HINSCH**  
Germany  
Associate  
McKinsey & Company
- Virgil Fernandez**  
Philippines  
Emerging Markets Strategist  
Rogge Global Partners
- SARA BENEROSO**  
Spain  
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**CORPORATE WORLD**

**START-UP WORLD**

# ADMISSION TO THE INTERNATIONAL MBA

An MBA Out of the Ordinary requires that we recruit candidates who have demonstrated great success in their careers and who are comfortable with unconventional thinking, regardless of their professional backgrounds.

Different careers require different skills, and we choose candidates we think will complement one another. We take a holistic approach when evaluating each candidate in order to bring in the most talented, most interesting candidates with a range of competencies.

## REQUIREMENTS

- MINIMUM 3 YEARS OF FULL-TIME EXPERIENCE
- APPLICATION FORM
- A BACHELOR DEGREE OR EQUIVALENT
- GMAT, GRE, OR IE GLOBAL ADMISSIONS TEST
- ENGLISH LANGUAGE CERTIFICATE
  - TOEFL (100 minimum), IELTS (7.0 minimum), Cambridge Advanced or Proficiency (C1 minimum), or Pearson Academic (73 minimum)
- SUPPORTING DOCUMENTS\*
  - Bachelor Degree Transcripts
  - Bachelor Degree Diploma
  - 2 Letters of recommendation
  - 3 Essays
- APPLICATION FEE

In addition to the admissions requirements, a Competency Based Test will be compulsory (during the admissions process or once on Campus).

## THE PROCESS





# FINANCIAL AID

The IE Foundation awards tuition assistance to talented students based on merit, distinctive competencies and academic excellence.

We also have agreements with leading Spanish banks to offer students attractive loan packages to finance tuition and living expenses.

## REMEMBER...

You can start applying for loans or scholarships as soon as you submit your online application form

**EVERY YEAR ABOUT 40% OF MASTER DEGREE CANDIDATES RECEIVE SOME FORM OF FINANCIAL ASSISTANCE.**

Isabella Namodi  
Gaha  
Kenyan

Jacob  
Huber  
Swiss/American



### IE SCHOLARSHIPS

The IE Foundation grants around €4million in IE scholarship and fellowship awards.



### IE LOANS

- Free application
- Low interest rates
- Full time students can benefit from grace periods

To learn more about the opportunities mentioned above, visit **IE's Financial Aid** website:

[www.ie.edu/financialaid](http://www.ie.edu/financialaid)

and blog:

[financialaid.blogs.ie.edu](http://financialaid.blogs.ie.edu)



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**Please Note:** The information contained in this brochure is subject to change. IE reserves the right to modify program content, regulations and policies when deemed appropriate and in the best interest of the IE community. Please contact the program management team should you have any queries.



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