



University of St.Gallen



The St.Gallen MBA

FULL TIME

Developing Responsible Leaders





“The University of St.Gallen, with its superb alumni network, is an excellent platform for getting in touch with business leaders from Switzerland, Germany, Austria and beyond. It has had a significant impact on my career.”

Stefan Kappeler, Switzerland (2011)
Associate, elea Foundation for Ethics in Globalisation

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“An MBA based on solid academic fundamentals, personal and professional development and ethical leadership.”

Prof. Simon Evenett

Academic Director, The St. Gallen MBA

MISSION STATEMENT

The mission of the St.Gallen MBA is to develop competent, entrepreneurial, internationally oriented and socially responsible managers who can master tomorrow's challenges.

ACADEMIC QUALITY

The St.Gallen MBA offers you a top class international experience, with faculty and content rivalling the best programmes in Europe and the world.

INTERNATIONALITY

With course content drawn from theory and business cases from around the world, an internationally mobile faculty and a highly diverse student body, the MBA Programme offers a truly international experience.

GEOGRAPHICAL ADVANTAGE

Pursuing your MBA in St.Gallen allows you to exploit and be inspired by Switzerland's advantages its international and multi-cultural orientation, a firmly established international business community and Europe's traditions of political and social democracy.

SUCCESSFUL AND RESPONSIBLE LEADERS

We develop internationally oriented and culturally versatile leaders trained to succeed using an integrative and interdisciplinary approach. Our graduates are socially aware and responsible managers accountable to shareholders and stakeholders. It is our ambition to educate MBA students to develop "a cool head, a warm heart and active hands"

(Prof. Dr. Martin Hilb).

A handwritten signature in black ink that reads "Simon Evenett". The signature is written in a cursive style with a horizontal line underneath the name.

Professor Simon Evenett
Academic Director, The St.Gallen MBA

PROGRAMME HIGHLIGHTS

40 PARTICIPANTS

12 MONTHS

13 CORE MODULES

23 ELECTIVE CHOICES

→ INDUSTRY SPECIALISATIONS

→ 2-MONTH CORPORATE
CONSULTING PROJECT

→ INDIVIDUAL CAREER
COACHING

→ ALUMNI MENTORING

→ LANGUAGE CLASSES

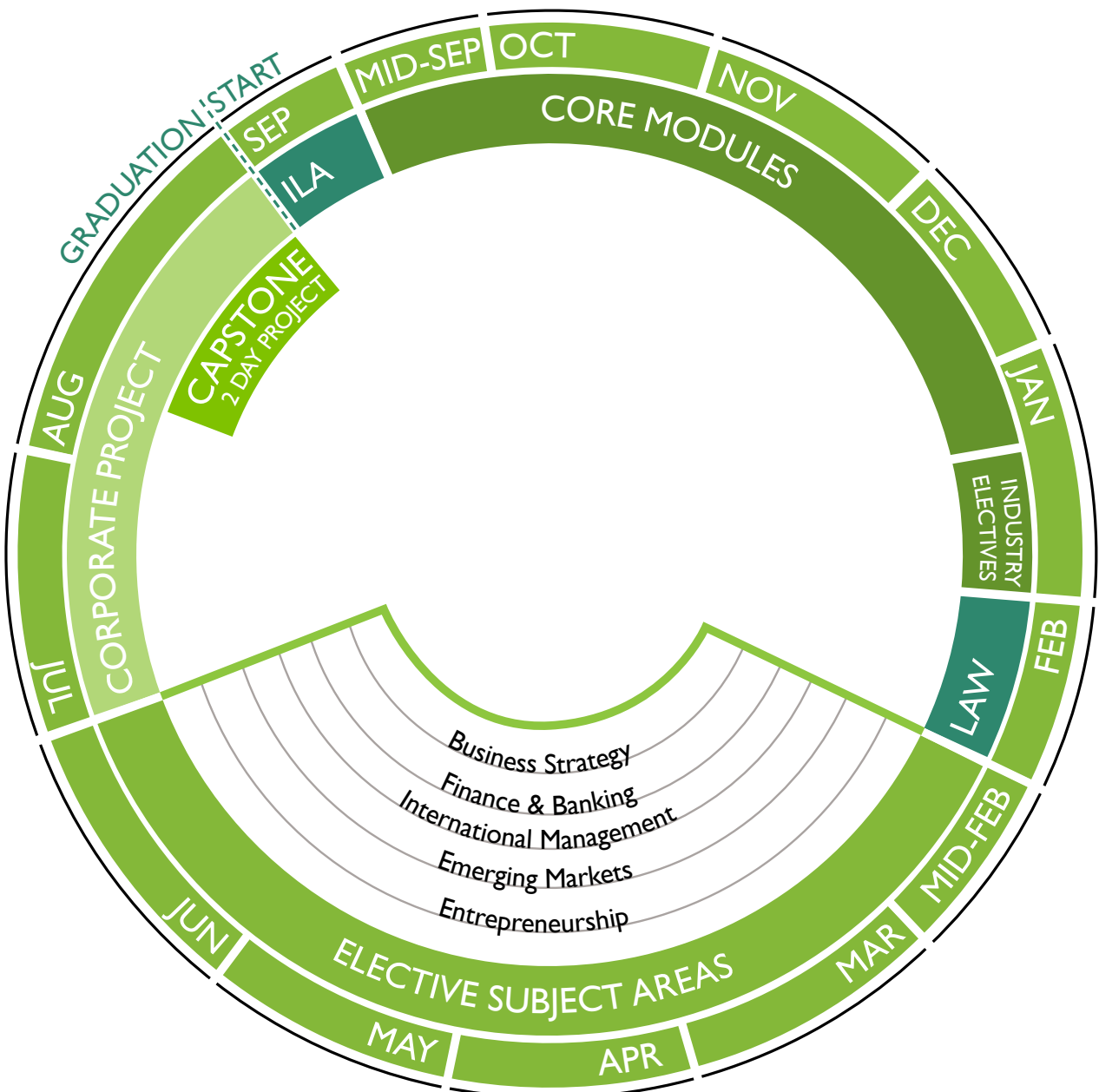


"The quality of the professors was phenomenal, with many being distinguished scholars in their fields, and the small class size was excellent for the right interaction and building long term relationships with both professors and classmates."

Jayasankar Peethambaran, India (2010)
IT Strategic Project Manager, Novartis

PROGRAMME STRUCTURE

The St.Gallen Full-time MBA is an intensive 12 month experience with a general management approach but with the option for you to tailor the programme towards your own specific career needs.





CORE MODULES

The first stage of the MBA from September to February comprises 13 core modules and covers a range of general management subjects. The modules are typically taught in blocks with three subjects delivered simultaneously across a 5-week period. A constant theme within this stage of the MBA is team and project work. Each module will consist of academic theory, guest speakers, and case studies all brought together with team project work. Teams will be allocated and change from module to module ensuring you benefit from the full range of experiences in the class.

BLOCK I

- Microeconomics
- Accounting & Controlling (Finance I)
- International Management

BLOCK II

- Macroeconomics and Financial Crises
- Principles of Modern Capital Markets (Finance II)
- Marketing and Communication

BLOCK III

- Competitive & Corporate Strategy
- Corporate Finance (Finance III)
- Organisational Behaviour & HR Management Leadership

BLOCK IV

- Operations Management
- Applied Value Based Management
- Financial Statement, Valuation/DCF, and M&A Modelling
- Information Technology

LANGUAGE REQUIREMENT

Located in the centre of Europe, St.Gallen offers job opportunities in a number of different language zones. To facilitate employment opportunities in the market of choice, we offer you complementary language classes. Non-German speakers are required to take the basic German classes to improve the overall experience of staying in Switzerland. German classes count as two elective courses.

NB: Due to the continuing evolution of the MBA programme to meet market demands, there is no guarantee that any specific module will run in future years.



ELECTIVE MODULES

During the elective phase of the MBA, over 20 electives are offered in 5 subject areas. These subject areas are intended as a flexible guideline to help you focus your MBA on a particular area of business. You are at liberty, however, to choose any combination of electives across subject areas in order to best use the MBA towards your personal career goals. You will be required to choose at least 6 elective modules as part of your MBA.

BUSINESS STRATEGY & OPERATIONS

- Managing Professional Services Firms
- Corporate Governance
- Crises Management
- Business Law
- Digital Marketing & Social Media
- Corporate Ecology & Sustainability
- Fundamentals in the Energy Business

FINANCE & BANKING

- Wealth Management
- Private Equity
- Principals of M&A
- Applied M&A
- Credit Risk Management

EMERGING MARKETS

- Competing in Emerging Markets
- Study Mission to Brazil
- Asian Capital Markets

INDUSTRY ELECTIVES

Many of our St.Gallen MBA alumni work in or retain a long-term association to Switzerland. Therefore, as part of the MBA we offer two weeks of industry electives focusing on key Swiss industries and delivered in cooperation with leading Swiss companies:

- Banking & Financial Services
- Pharmaceuticals
- Luxury Goods
- Industrials

Supporting companies for industry electives in 2013 include:



BAIN & COMPANY





INTEGRATING THEORY WITH PRACTICE

At the St.Gallen MBA, we have combined our two strongest assets - our small class size and exceptional industry contacts - to provide a unique learning experience. At key stages of the MBA, we give our participants the opportunity to get detailed and individual experience and feedback directly from industry.

INITIAL LEARNING WEEK

During the first weeks of the MBA programme, you will undertake a series of workshops and coaching sessions including topics such as concentration techniques, case study solutions, delivering on-point arguments, capturing and synthesizing information as well as dealing with a seemingly overwhelming plethora of information. These workshops conclude with an individual presentation on a business dilemma in front of a panel of judges. The panel, including a Professor, a career coach and an alumnus from industry, provide detailed feedback that will help guide you as you plan where to invest your time and effort during the MBA year.


LEARNING ASSESSMENT WEEK (LAW)

The principle objective of the St.Gallen MBA is to teach managers to make holistic, integrated and responsible decisions based on multiple stakeholders and business implications. Therefore, on completion of the core courses, participants undertake the LAW. Rather than a traditional examination period, the LAW involves a 90 minute individual spoken examination, including a case presentation on a live business issue. Participants will be examined by a panel made up of professors, line managers and recruiters from MBA partner companies.

CAPSTONE COURSE: REGIONAL BUSINESS FORUM

The Forum is a two day Capstone event held after completion of the corporate projects and prior to graduation. Each company presents a business scenario on which a team of MBA students works to deliver ideas and solutions. The event brings together regional businesses with MBA participants and is a chance for MBA participants to showcase their skills and abilities with real business issues prior to graduation.





“The LAW case study has allowed me to see the link more clearly between theory and practice. This initiative has taught me to seek interconnectedness among different disciplines - strategy, finance, operations, marketing - when making business decisions.”

Elitsa Slavena
(Class of 2012)

“The LAW’s use of live case studies provided the chance to calibrate assessment and quality aspects of MBA recruiting for Credit Suisse. This was a very good mix between a theoretical and practical approach.”

Roger Schläpfer
Strategic Recruiting, Credit Suisse





CORPORATE PROJECT

During the final term, you will be required to pursue a Corporate Project either as an in-company business project in a single company or as an academic research project covering a range of companies or a specific industry related issue. The Corporate Project provides you with the opportunity to apply your newly gained knowledge and skills in a practical context. Corporate Projects can be taken individually or in a team of up to three MBA participants and are supervised by MBA professors. Typically, in-company projects are sponsored financially by supporting companies. Students are encouraged to target and secure project placements directly with companies depending on their own unique career aims with support from Career Services, Professors and the MBA alumni community.

EXAMPLES

An MBA project could take the form of an industry analysis, a business plan or a strategy project. Typical examples would be:

- M&A feasibility research
- Market entry analysis
- Technology assessment
- International relocation strategy
- Introduction of new management principles

SINGAPORE DOUBLE DEGREE

As part of the St.Gallen MBA experience, you have the opportunity to spend the second half of the year at our partner institution, Nanyang Technological University, in Singapore. The Double Degree is taught both in Switzerland and Singapore over 14 months and participants join regular MBA classes in both institutions before receiving two MBA degrees. The first 6 months comprises core modules in St.Gallen, followed by 8 months of elective modules in Singapore.

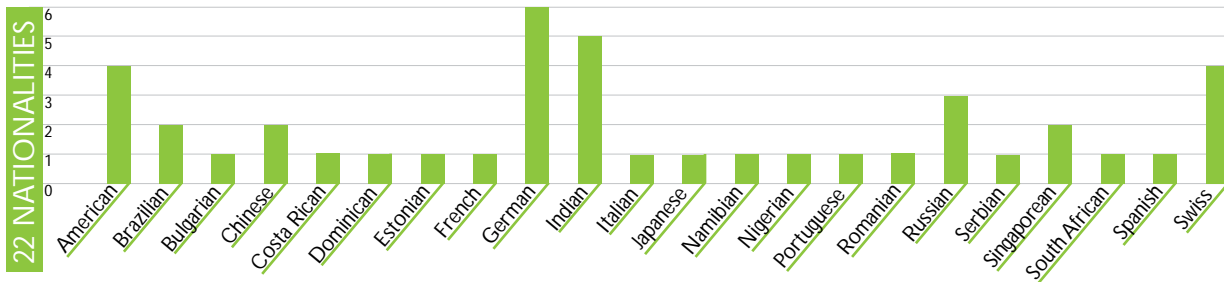




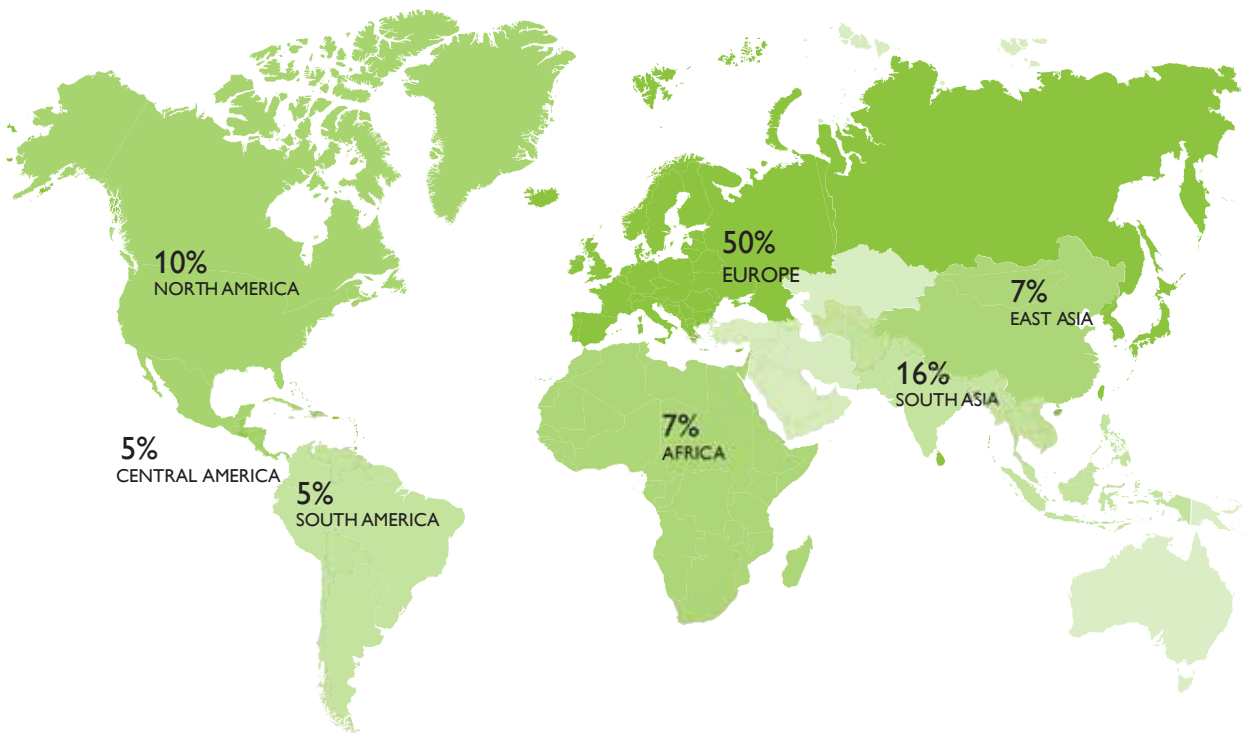
“What really sets St.Gallen apart from other programmes is the emphasis on personal development and soft-skills. The MBA helped me to improve my soft-skills, day in day out, in various training workshops and modules. Most importantly, the MBA helped to identify my personal leadership style and my key strengths and weaknesses.”

Nitin Madan, India (2010)
Business Innovation Manager, Swisscom

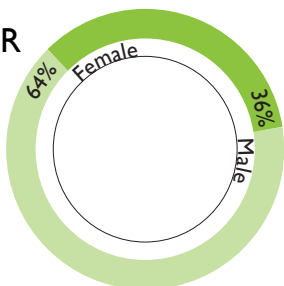
CLASS PROFILE



NATIONALITY BY REGION



GENDER



KEY FACTS

- Average age _____ 29
- Average years exp _____ 6
- Nationalities _____ 22