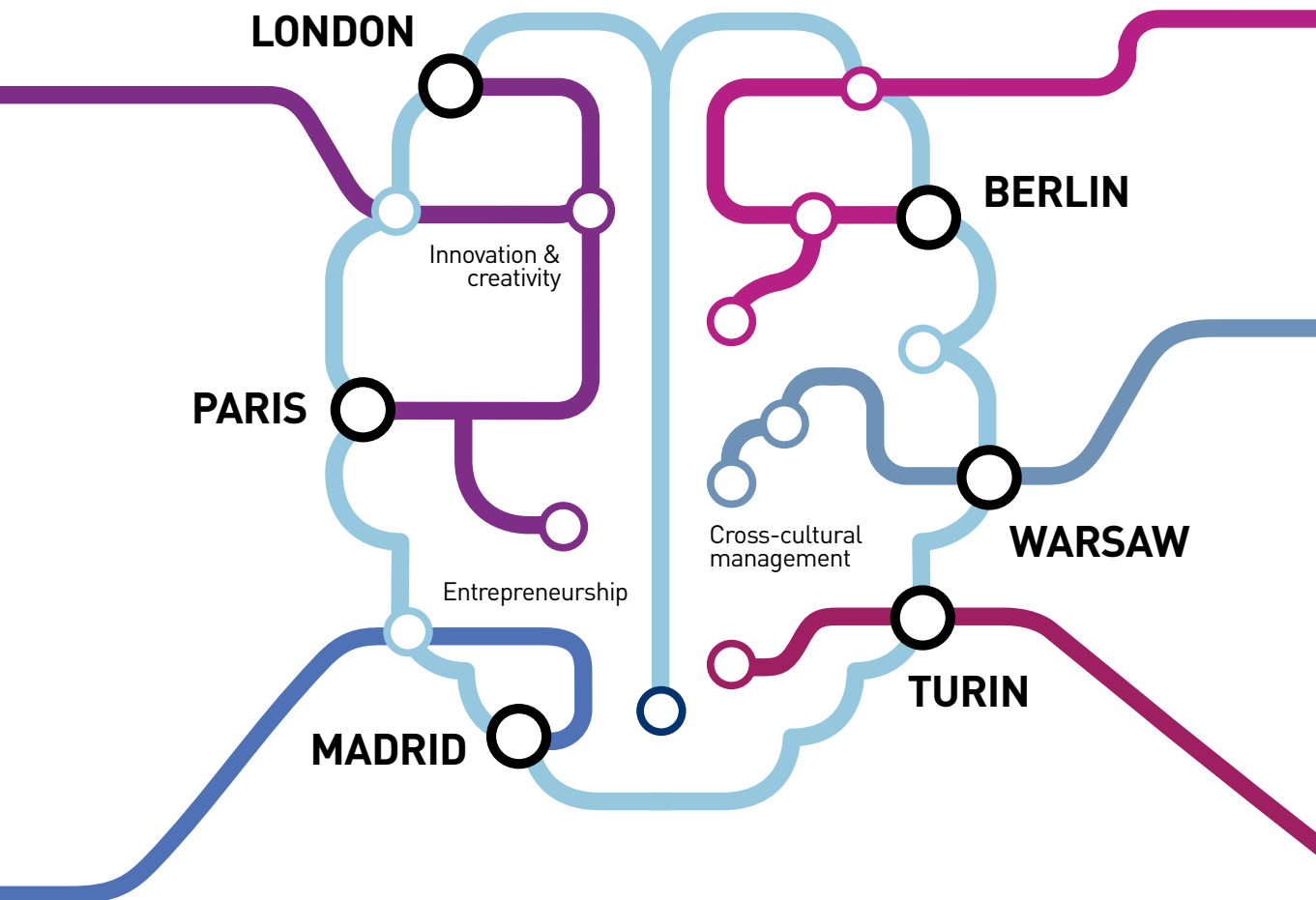




BUSINESS SCHOOL

# MASTER IN MANAGEMENT

2017 - 2018



affiliated to



EUROPEAN IDENTITY  
GLOBAL PERSPECTIVE

The World's First Business School (est. 1819)





# CONTENTS

## MASTER IN MANAGEMENT

- 5 A MESSAGE FROM THE DEAN AND THE DEAN FOR ACADEMIC AFFAIRS
- 7 AN INTRODUCTION TO THE MASTER IN MANAGEMENT

### ESCP EUROPE

- 8 The European School with a global Vision
- 10 Partner Universities across the Globe
- 12 Berlin campus
- 14 London campus
- 16 Madrid campus
- 18 Paris campus
- 20 Turin campus
- 22 Warsaw campus
- 25 Academic excellence at an international standard
- 26 Promoting an entrepreneurial spirit

### MASTER IN MANAGEMENT

- 29 Programme overview
- 30 Specialising within a general management programme
- 35 Experiential learning
- 36 The Apprenticeship track
- 39 As many as 5 degrees
- 40 Your career is important
- 42 Joining in a dynamic student community
- 44 An Alumni network that spans the globe

### ADMISSION TO THE MASTER IN MANAGEMENT

- 46 Admissions and practical information
- 50 Contact and meet the admissions teams

**EUROPEAN IDENTITY**  
**GLOBAL PERSPECTIVE**

The World's First Business School (est. 1819)



# ESCP EUROPE QUICK FACTS

**6** **CAMPUSES**  
Berlin, London, Madrid,  
Paris, Turin, Warsaw

The World's  
**1<sup>st</sup>**  
Business School  
(est. 1819)

**100** **ACADEMIC  
ALLIANCES**  
worldwide

**3** **INTERNATIONAL  
ACCREDITATIONS**  
AACSB, EQUIS and AMBA

**4,000** **STUDENTS**  
representing **90**  
nationalities

**5,000** **MANAGERS AND EXECUTIVES**  
in executive training each year

More than  
**130** **RESEARCH-ACTIVE  
PROFESSORS**  
representing 20 nationalities

**45,000**  
**ALUMNI** in 150 countries worldwide

# A MESSAGE

## FROM THE DEAN AND THE DEAN FOR ACADEMIC AFFAIRS

Established in 1819, ESCP Europe is the oldest business school in the world. Its mission is to develop the next generation of transnational business leaders, preparing them to embrace the opportunities offered by cultural diversity.

With its six urban campuses in Berlin, London, Madrid, Paris, Turin and Warsaw, ESCP Europe's true European Identity enables the provision of a unique style of cross-cultural business education and a Global Perspective on international management issues.

Through a combination of innovative pedagogy, cross-campus programmes and a research-active faculty, ESCP Europe is an essential contributor to the development of the transnational management culture so essential in today's global business environment.

Our network of 100 partner universities extends the School's reach from European to worldwide. Triple-crown accredited (EQUIS, AMBA, AACSB), ESCP Europe welcomes 4,000 students and 5,000 executives from 90 different nations every year, offering them a wide range of general management and specialised programmes (Bachelor, Master, MBA, PhD and Executive Education).

The School's 45,000-strong alumni network counts members from 200 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP Europe to provide unique career opportunities on an international scale.

The aspiration of ESCP Europe is the credo of Europe: to remain faithful to its humanistic values while at the same time anticipating the new ways of the world.



**Prof. Frank Bournois**

Dean of ESCP Europe  
Business School



**Prof. Andreas Kaplan**

Dean for  
Academic Affairs



6

# MASTER IN MANAGEMENT

## KEY FACTS

#4

Worldwide Financial Times

**MASTER IN MANAGEMENT  
RANKING**

2

**-YEAR**  
programme

35

specialisations

Study in

2<sup>TO</sup>4

**COUNTRIES**

Become  
fluent in

3

languages

Up to

5

**DEGREES**

25

**DUAL  
DEGREE  
PARTNERS**



## KEY BENEFITS

Gain international business knowledge with an

**INTERCULTURAL PERSPECTIVE**

Be ready to jump into the job market with your

**10 MONTHS OF WORK EXPERIENCE**

Increase your career options with our **45000-STRONG**

**INTERNATIONAL ALUMNI NETWORK**

# AN INTRODUCTION TO THE MASTER IN MANAGEMENT

7

The unique model of ESCP Europe is based upon its six urban campuses and offers the possibility of an integrated pan-European curriculum. This allows our students to experience living and studying in different countries and different languages, without having to compromise on academic excellence.

In all six countries where ESCP Europe is present, students can benefit from our extensive network of companies, institutions and organisations. The Master in Management offers the opportunity to obtain the national diplomas in six countries. If they wish, students can also spend one or two semesters at one of our many partner universities worldwide, where in some cases they can also be awarded an additional diploma.

During the two-year Master in Management programme, our students first learn about the various fields of business management at an advanced level before acquiring deeper knowledge in one of several specialisations. These specialisations include the classical business functions, for example Finance and Marketing, but also other areas such as Media Management and Public Administration. A student can therefore obtain a dual qualification by, for example, studying core business modules in the first year at the London and Paris campuses, before spending a second year specialising in entrepreneurship in Madrid, sustainable development in Berlin, or a variety of fields at a partner university.

A thorough understanding of Europe is an important learning objective of the Master in Management, and ESCP Europe offers several seminars to enhance this experience. The whole class meets at the European Parliament for three days in order to learn and experience the complexity of EU decision-making.

Despite its strong European identity, the Master in Management also has plenty of time for world affairs. This is reflected through international internships or periods of study in such exciting cities as Boston, New Delhi or Shanghai. The number of job offers our students receive and the bright career paths they then follow all over the world serve as a testimony to the relevance of the unique experience ESCP Europe has to offer.



**Prof. Fabien De Geuser**

Academic Director

**Thomas Allanic**

Programme Director



# THE EUROPEAN SCHOOL WITH A GLOBAL VISION

ESCP Europe, the World's First Business School, was founded in 1819 by a group of economic scholars and businessmen, including the well-known economist Jean-Baptiste Say and the celebrated trader Vital Roux. Say was an advocate of economic liberalism and is often credited with having coined the concept of entrepreneurship as early as 1800. Roux is particularly known for having largely contributed to the elaboration of the Commercial Code in 1807, as well as for his up-front thinking in innovative pedagogy. One can therefore argue that the creation of ESCP Europe represented the invention of the 'business school' concept.

## THE WORLD'S FIRST BUSINESS SCHOOL (EST. 1819)

**1819**

On the 1st December, **the World's First Business School** is established by a group of economic scholars and businessmen in Paris. Since this debut, ESCP Europe had a **Global Perspective** as one third of its students were international.

**1973**

On 5th April, the concept of ESCP Europe as a multi-campus business school is born. Inaugurations of campuses in the United Kingdom and Germany soon follow. This landmarks the School's deep **European Identity**.

**1988**

The School expands its borders once again, by opening its 4th campus in Madrid.

**2004**

ESCP Europe enters Italy with its 5th campus in Torino.

**2011**

ESCP Europe is founding partner of heSam, a consortium of renowned institutions for research and higher education structured around the Sorbonne-Panthéon University.

**2015**

The School established its sixth European campus via a strategic alliance with the Warsaw-based Kozminski University, the only business school in Central and Eastern Europe with triple accreditation (AMBA, EQUIS, AACSB).



## ESCP EUROPE: SIX CAMPUSES IN MAJOR EUROPEAN CITIES

**BERLIN:** The Berlin campus is located close to one of the historical centrepieces of Berlin, the Charlottenburg Palace. Located in baroque gardens, it overlooks the School's beautiful late-19th century building. Throughout the year, there are events and conferences on the latest business issues. The Berlin campus is a staatlich anerkannte wissenschaftliche Hochschule in Germany.

**LONDON:** Located in West Hampstead in northwest London, this campus offers students state-of-the-art facilities in a traditional Victorian building. The bright city lights and the business community are only a tube ride away, while the fashionable area of West Hampstead offers a broad cultural experience away from the hustle and bustle of inner-city life.

**MADRID:** Located only a couple of metres away from the National Park of Monte del Prado, the Madrid campus is an ideal place for students to focus on their studies and professional development. The surrounding gardens and parks set the scene for the hard work and personal reflection necessary during the development of managerial competences.

**PARIS:** The Paris campus is conveniently located in the centre of the city. It is the largest of ESCP Europe's five locations, hosting the greatest number of faculty and students as well as one of the most prestigious Grandes Ecoles in the country. With extensive on-campus facilities and several student clubs and associations, a strong sense of school spirit and community prevails.

**TURIN:** The Torino campus is located in a beautiful building with modern facilities. Torino is one of the main business centres of the Italian economy and home to many architectural masterpieces. It is also one of the favourite student cities in Italy. The Torino campus has strong relationships with a number of Italian and international companies, which contribute to its governance.

**WARSAW:** Our campus is based at Kozminski University, located in Warsaw's north-eastern district of Praga Północ. It is one of the city's most historic neighbourhoods, with the art community and tourists alike drawn by its charm, museums and beautiful outdoor spaces. Kozminski University prides itself on providing world-class academic, social and sporting facilities for students at its 3.4 hectare, city-centre campus.

*I just founded a company in Berlin active in the field of Digital Fabrication. I chose the Master in Management because I think it's essential to have a sound background in accounting and finance because if you want to run a company successfully, you have to know these two subjects very well. ESCP Europe has great professors in these fields.*

**Murat Vurucu**, Class of 2015  
Founder and Marketing Director, Next Dynamics, Berlin



# PARTNER UNIVERSITIES ACROSS THE GLOBE



## Americas

**ARGENTINA** / Universidad de San Andrés / Instituto Tecnológico de Buenos Aires (ITBA)

**BRAZIL** / Fundação Getulio Vargas - EBAPE / Institute of Education and Research (INSPER) / University of Sao Paulo - FEA

**CANADA** / HEC Montréal / Simon Fraser University / Queen's University / University of Ottawa

**CHILE** / Pontificia Universidad Católica de Chile / Universidad de Chile

**COSTA RICA** / INCAE

**MEXICO** / Instituto Tecnológico Autónomo de México (ITAM) / **Tecnológico de Monterrey**

**PERU** / Universidad del Pacífico

**USA** / American University / Babson College / Boston College / **Cornell University** / **MIT**

**Sloan School of Management** / University of Illinois / **University of South Carolina** / University of Southern California / **University of Texas** / University of Washington / University of Wisconsin / Washington University in St. Louis

## Middle East and Africa

**ISRAEL** / University of Tel Aviv

**SOUTH AFRICA** / University of Stellenbosch

## Europe

**AUSTRIA** / Universität Wien

**BELGIUM** / Solvay Brussels School of Economics and Management, ULB

**CZECH REPUBLIC** / University of Economics (VSE)

**DENMARK** / Aarhus School of Business

**FRANCE** / Centrale / Supélec / ENSAE

**FINLAND** / Aalto University

**GERMANY** / Handelshochschule Leipzig / Humboldt Universität zu Berlin / Technische Universität Berlin / WHU - Otto Beisheim School of Management

**ICELAND** / Reykjavik University

**IRELAND** / Trinity College / University College Dublin

**ITALY** / Libera Università Internazionale Degli Studi Sociali

(LUISS) Guido Carli / **Università Ca' Foscari di Venezia** /

**Università degli Studi di Torino**

**NETHERLANDS** / Maastricht University / Rotterdam School of Management

**NORWAY** / BI Norwegian School of Management

**POLAND** / **Cracow University of Economics** / **Kozminski University** / **Poznan University of Economics**

**PORTUGAL** / **Universidade Católica Portuguesa**

**RUSSIA** / **Higher School of Economics**

**SLOVAKIA** / **University of Economics of Bratislava**

**SLOVENIA** / University of Ljubljana

**SPAIN** / **Universidad Carlos III** / Universidad de Navarra

**SWEDEN** / Lund University / University of Gothenburg

**SWITZERLAND** / Universität St.Gallen

**TURKEY** / Sabanci University / Bogaziçi University

**UNITED KINGDOM** / **Aston Business School** / **City University London** / Lancaster University / University of Bath

## Asia and South Pacific

**AUSTRALIA** / Queensland

University of Technology

/ University of Adelaide /

University of Melbourne

**INDIA** / Indian Institute of

Management Ahmedabad / Indian

Institute of Management Bangalore

/ **Indian Institute of Management**

**Calcutta** / **Indian Institute of**

**Management Kozhikode** /

**Indian Institute of Management**

**Lucknow** / **Management**

**Development Institute**

**JAPAN** / Chuo University / Kobe

University / Osaka University /

Waseda University

**PEOPLE'S REPUBLIC OF CHINA**

/ Guanghua School of

Management / Lingnan

(University) College, Sun Yat Sen

/ Peking University / Renmin

University - School of Business /

**Shanghai Jiao Tong University**

/ **Tongji University** / Xiamen

University / Zhejiang University

**REPUBLIC OF CHINA (TAIWAN)**

/ **National Chengchi University**  
(NCCU)

**SAR OF CHINA (HONG KONG)**

/ City University Hong Kong /

Chinese University of Hong Kong

**SINGAPORE** / Singapore

Management University

**SOUTH KOREA** / Korea

Advanced Institute of Science

and Technology (KAIST) / **Korea**

**University Business School**

(KUBS)

**THAILAND** / Chulalongkorn

University / Thammasat

University

**VIETNAM** / CFVG

**Bold indicates Double Degree offer**



BAHNHOF POTSDAMER PLATZ

# BERLIN

13



## **Study in Berlin, one of the most innovative and creative cities**

### **City of Berlin**

With its unique history and culture, the German capital has become a symbol for both European life and international outlook – and of course famous for a diverse economy. With its 3.5 million inhabitants and around 40,000 more coming every year, Berlin is a fast-growing city which offers a high quality of life at relatively low cost of living.

### **Cultural Variety**

Berlin is a multicultural city with more than 180 different nationalities living here (2015). They shape the character of the city, imbuing it with cultural flair and variety. Many of the global players also have a subsidiary in Berlin, e.g. Google, Amazon, EY, Price Waterhouse Coopers, Siemens, Bombardier Transportation and Total S.A.

### **The Economic Factor**

Berlin is characterised by a rich multifaceted economic structure, from industrial companies with a long tradition and strong medium-sized companies to a very dynamic services sector as well as innovative IT and high-tech companies. Today, Berlin is especially known for its vibrant start-up culture, and for its creative industry; it has become an important media centre.

### **Lifestyle**

People value Berlin for its pulsating scene and night life as well as for its spacious parks and bohemian quarters. They enjoy its numerous “beer gardens” and savour the wide variety of restaurants, coffee shops, markets, museums, theatres and concert halls.

### **The Campus**

ESCP Europe’s Berlin campus is located near one of the historical centrepieces of the city, the Charlottenburg Palace. Throughout the year, there are events and conferences on the latest business issues. ESCP Europe is a state-recognised university in Germany.

## **CONTACT**

### **Viktoria SCHUBERT**

Berlin Admissions Coordinator  
mimberlin@escpeurope.eu  
+49 30 32 2007 205





# LONDON

15



## London, a truly multicultural experience in the heart of a vibrant city

### International Social Scene

ESCP Europe is a unique school that attracts students and academics of more than 90 nationalities to our London campus. Students live and study in an exciting and vibrant city in the centre of a truly multicultural environment.

### The Location and Campus

Located in West Hampstead in north-west London, ESCP Europe's UK campus offers students state-of-the-art facilities in a traditional Victorian building. The bright city lights and the business community are only a tube ride away, while the fashionable area of West Hampstead offers a broad cultural experience away from the hustle and bustle of inner-city life.

### The Career Opportunities

Students benefit from our strong connections in major industries, and we play an essential role in our students' lives by expanding and nurturing the skills vital for their future careers.

## CONTACT

### Juliette MARIK

London Admissions Coordinator  
mimlondon@escpeurope.eu  
+44 20 7443 8872







# MADRID

17



**Cosmopolitan, sophisticated, bustling, energetic, vibrant... Madrid is full of energy as only a capital city can be.**

From Puerta del Sol and the Plaza Mayor to the Plaza de España, Malasaña, Chueca and the Bernabeu football stadium, it's not just the sheer size of the city that makes it stir. It's the madrileño attitude - a love of socialising, cultural flare, and the warmth of its people. Every corner you turn reveals something to surprise and delight you.

## **International Environment**

Madrid is home to some of the best business schools in the world, offering a diverse and international community that provides a chance to study alongside students from around the world. It is also one of the most affordable cities for students in Europe. A great opportunity to live and travel in Europe!

## **Launch your Career**

Known as a hub of industry and innovation, the Spanish capital is one of the leading financial centres in Europe, offering great opportunities for students to establish professional contacts and gain relevant experience. At ESCP Europe we strive to keep pace with the changing demands and trends of the economy, embracing new technologies and innovation to meet the needs of both students and future employers. Our aim: to enhance employability. We work with top-notch companies like Deloitte, EY, PwC, Ferrovial and Accenture, among many others. We are committed to offering our students the best internships, and our partner companies the most talented trainees.

## **The Campus**

The Madrid campus is located in a residential area close to the heart of the city. It is an ideal place for students to focus on their studies and professional development. A short bus ride will take you to the city centre to enjoy everything a capital like Madrid has to offer.

## **CONTACT**

**Alejandra RUBIO**

Madrid Admissions Coordinator

mimmadrid@escpeurope.eu

+34 91 171 9025





# PARIS

19

**The ESCP Europe Paris campus, a landmark in the French academic and economic landscape.**

## **A Legendary City**

Legendary capital of fashion, business incubator and number one tourist destination worldwide, Paris is defined both by innovation and tradition. The city is a constant invitation to discover its monuments. Architecture, museums, star exhibitions, gastronomy, theatres, fashion shows and trendy shops, Paris offers the largest concentration of attractions.

## **Attractive Place to Study**

Many fairs, trade shows, international congresses and events are held in Paris. The campus is literally at the crossroads of new economic and societal trends shaping the future of the French capital.



## **A Key Location to Launch your Career**

Paris offers a global economic environment to international companies as well as to smaller ones. Entrepreneurial spirit is encouraged by the facilities and extensive network of connections offered. The Paris campus is an active player with its incubator and hub for student start-ups.

## **La Défense, a Major Business Hub**

La Défense is the first European business district which is home to more than 2,500 companies and provides extensive career opportunities for ESCP Europe graduates.

## **The Campus**

The ESCP Europe Paris campus is situated downtown in the 11th arrondissement, at the heart of Paris. Steeped in nearly two hundred years of history, the Paris campus is the largest of the six campuses and hosts the largest number of faculty and students. The building is classified as a historical monument. With extensive campus facilities, a strong sense of school spirit and community prevails.

**Come and live the best experience of your life in an unforgettable city.**

## **CONTACTS**

### **Sandrine JOHANNET**

Admissions and Promotion Manager  
mimparis@escpeurope.eu  
+33 1 49 23 21 15

### **Caroline CHAMPONNOIS**

mimparis@escpeurope.eu  
+33 1 49 23 22 54



# TURIN

21



## Why Turin should be the next step in your post-graduate training and career

### Dynamic

Turin is the dynamic and attractive capital city of Piedmont. It's a lively city that knows how to renew itself and look to the future. It has become a fresh, smart, modern and open-minded hub of all that is European.

### Internationally Appealing

Turin attracts many international students by offering a wide range of higher education opportunities, as its academic poles and post diploma schools are among the most prestigious in the world.

### Business Centre

The territory is the cradle of many important Italian companies, such as Accenture, Avio, Caffarel, Comau, Ferrero, Intesa Sanpaolo, Lavazza, Martini & Rossi, Reply, Robe di Kappa, Unicredit, all of which (among many others) are available to recruit our students.

### Italian Lifestyle

Turin has plenty of exciting places to visit and it hosts lots of events and international cinema, art and music festivals. The city has a rich culture and history, and is renowned for its palaces, art galleries, restaurants, churches, theatres, libraries, squares, gardens, museums and other venues. All this makes it one of the world's top "Places to Go" according to the *New York Times* in 2016.

### The Affordable Choice

Compared to other Italian and European cities as far as cost of living and access to services go, Turin is not only an enjoyable city, but also a worthwhile choice from an economic point of view.

### The Campus

Student headquarters is located on the premises of the main building of the University of Economics of Turin. The Turin campus has strong relationships with a number of Italian and international companies that contribute to its governance.

## CONTACT

**Silvia TOMATIS**

Turin Admissions Coordinator  
mimturin@escpeurope.eu  
+39 011 670 58 92





# WARSAW

23



## **The ESCP Europe Warsaw campus, at the heart of Central and Eastern Europe**

### **Located at the Heart of Europe**

Warsaw is the capital and largest city of Poland. Its population is estimated at 1.740 million residents within a greater metropolitan area of 2.666 million residents, which makes Warsaw the 9th most populous capital city in the European Union.

### **Careers**

Warsaw holds the 6th place in the world according to the Global Investment Intensity index, making it an economic hub. Sharing borders with Germany, Czech Republic, Slovakia, Ukraine, Belarus, Lithuania and Russia, Poland's location is ideal for launching your career in Central and Eastern Europe.

### **The Campus**

The Warsaw campus is located on the premises of Kozminski University (KU), the only Polish Business School with triple accreditation (AMBA, EQUIS, AACSB). KU's modern campus is comprised of: lecture theatres, classrooms, IT facilities, a library, a gym, a bookstore, and student canteens. KU is an internationally renowned and accredited private business school.

## **CONTACT**

### **Fabien TYRLIER**

European Admissions Advisor  
mimeuropean@escpeurope.eu  
+33 1 49 23 27 77







# ACADEMIC EXCELLENCE

## AT AN INTERNATIONAL STANDARD

The School offers academic excellence at an international standard. This is recognised by several national and international rankings, in which ESCP Europe is regularly placed in the top positions. In particular the multicultural and international dimensions of the programme are consistently recognised.

The Master in Management programme consists of an international student body representing: over 70 countries; multicultural group work; geographic mobility in terms of countries of study and internships; and an internationally renowned faculty.

### AN OUTSTANDING FACULTY COMMITTED TO THEIR STUDENTS

ESCP Europe's full-time faculty members devote a large portion of their time to research in order to develop and disseminate knowledge at the forefront of their fields for the benefit of students, corporations, and society as a whole. They regularly publish their work within leading international outlets, and are active members of national and international research networks. Moreover, each faculty member has one day per week for consulting activities and as such stays closely connected to the business world.

*« Teaching to me means using key research findings to stimulate clever and demanding students to look at things from new angles. »*

**Valentina Carbone**, Italian, Ph.D. (Ecole Nationale des Ponts et Chaussées)  
Professor of Supply Chain Management, Paris campus



*« Teaching Master in Management students is a remarkable opportunity to share and discuss cutting-edge knowledge with highly talented individuals who continually impress me. »*

**Othman Cole**, British, Ph.D. (Judge Business School, University of Cambridge)  
Professor of Finance, London campus



*« Teaching Master in Management students allows to me to show how sustainability is not just a fashion – it is the future. »*

**Sylvie Geisendorf**, German, Ph.D. (Kassel University)  
Professor for Environment and Economics, Berlin campus



*« Teaching students from all over the world is truly valuable for a professor; learning to grasp the real diversity of backgrounds and cultures in our student body translates into an amazing human experience. »*

**Véronique Tran**, Swiss, Ph.D. (University of Geneva)  
Professor of Organizational Behaviour, Paris campus



*« For me, teaching Master in Management students means participating in a chorus of perspectives, the like of which I've rarely experienced elsewhere. »*

**Luca Visconti**, Italian, Ph.D. (Bocconi University)  
Professor of Marketing, Paris campus

# PROMOTING AN ENTREPRENEURIAL SPIRIT

ESCP Europe places an increasing value on capturing and nurturing an entrepreneurial spirit: as true for established businesses as for start-ups. Our ChairEEE, sponsored by EY and BNP Paribas, strongly promotes the belief that cultivating this entrepreneurial spirit is important for all students in all disciplines.

**Courses** include an entrepreneurship specialisation taking students through the stages of self-reflection and leadership style through the essential business functions (finance, marketing, organisational development etc).

**Incubators and accelerators:** The School has three 'Blue Factory' incubators in Berlin, Madrid and Paris, as well as an accelerator in Paris with 23 startups at present. Overall, the School has supported the creation of 255 companies since 2009.

**Events** include real and simulated opportunities for students to pitch their business ideas to panels of investors and experienced entrepreneurs. The flagship event is the annual 'Made in ESCP Europe' pitching event in Paris. In addition, all campuses organise Entrepreneurship Festivals during the annual Global Entrepreneurs Week.



*I chose to take the Entrepreneurship specialisation, which is a very intense programme: on top of providing me with strong skills and experiences (and real friends), the specialisation gave me an in-depth knowledge of the entrepreneurial scene. In the last year of studies, I decided not to do an internship; instead I launched a start-up with a classmate. The start-up has clearly benefited from the ESCP European spirit: our main offices are in Berlin and Paris, we have a commercial office in London and the production is in Italy.*

**Benedetto Levi**, Class of 2013  
Co-founder and COO at ExtraVerso, Milan



*ESCP Europe allowed me the wonderful opportunity to study in Berlin where I decided to stay and create my own company. To have an understanding of all business aspects like marketing, strategy, finance and law is essential for creating your own company. I have recently had the honour of being named Director of the Berlin campus's Blue Factory, the ESCP Europe incubator which helps entrepreneurs to start their own companies.*

**Jérôme Feys**, Class of 2008  
Founder and CEO, Vescape GmbH, Berlin



A school **FOR** entrepreneurship  
Fostering maximum **DIVERSITY** and **PARTNERSHIPS**  
**MIXING** all teaching, research and communication activities,  
to stimulate **SERENDIPITY** and **INNOVATION**

Headplace: / /

# BLUE FACTORY

COLLABORATION • COMMUNITY • EUROPE • INNOVATING FOR SOCIETY



## MADE IN ESCP EUROPE

*ESCP Europe was for me the unique opportunity to learn in an international context and a changing world. Having learned the theory, then putting it into practice with the Entrepreneurship chair's "Startup Checkup", I was well-equipped to start a career in finance consulting. I also created Pedagogia, a startup that provides guidance counseling to students in Central Africa.*



**Christian Charles Nkana**, Class of 2015  
Financial Services Consultant, EY, Paris  
Founder, Pedagogia, Yaounde



# PROGRAMME OVERVIEW

29

<b>Degree</b>	<b>Germany:</b> Master of Science <b>UK:</b> MSc in Management <b>Spain:</b> Master Europeo en Direccion de Empresas <b>France:</b> ESCP Europe Master in Management Grande Ecole <b>Italy:</b> Laurea Magistrale in Economia <b>Pologne:</b> MSc in Management plus over 25 dual degree possibilities through partner universities worldwide
<b>Duration and start date</b>	Timing is flexible with degree completion from 20 months – 4 years with a mid-August or early September intake
<b>Programme language</b>	English, French, German or Spanish. All students gain fluency in three languages.
<b>Students</b>	Talented recent graduates with the motivation and desire to build a strong foundation for a successful international career in business.
<b>Average age</b>	23
<b>No. of nationalities represented</b>	70
<b>Average graduating class size</b>	900
<b>Curriculum</b>	10 Core Courses, a choice of 140 electives, and 35 specialisations. 5 seminars and a Master thesis. A total of 40 weeks of professional experience is required before degree completion. The aim is to expand your knowledge of management and shape your vision of the business organisation in a multi-country context. Skills development and in-company learning are an integral part of the process.
<b>Rankings</b>	ESCP Europe is ranked global number 4 by the Financial Times.
<b>Accreditations</b>	AMBA, EQUIS and AACSB
<b>Fees</b>	European Union Nationals: €14,400 per year Non-European Nationals: €18,400 per year Catch-up courses: €1,020 - €1,940
<b>Scholarships</b>	Based on merit or financial need
<b>Enrollment period for 2017 intake</b>	July 2016 - April 2017 (Note: Students who received their degree in France: January 2017 - February 2017)
<b>Admissions qualifications</b>	Candidates must hold a Bachelor degree (equivalent or higher) after having completed at least three years of university studies (180 ECTS) OR a French Licence (or higher) recognised by the Ministère de l'enseignement supérieur et de la recherche. Applicants may submit an application in the same year they obtain their Bachelor degree (Licence).

# SPECIALISING WITHIN A GENERAL MANAGEMENT PROGRAMME

## 1<sup>ST</sup> YEAR: ACQUIRE GENERAL MANAGEMENT KNOWLEDGE FROM A CROSS-CULTURAL PERSPECTIVE

- Corporate Finance
- Corporate Law
- Economics
- Financial Reporting under IFRS
- Human Resource Management
- International Marketing Decisions
- Management Control
- Operations Management
- Organisation and Management
- Strategy

Several of the core courses of the ESCP Europe Master in Management integrate a specific cross-cultural perspective and international approach, in line with the School's positioning and based on the latest developments in research.



*I wanted my career to be in finance, so I chose several finance courses, but I knew that the best road to jobs in finance was through auditing. This is why I followed the Financial reporting and audit specialisation. I am now the CFO of a business unit of Valeo covering Japan, Thailand, Korea, Indonesia and India.*

**Benoit Leclercq**, Class of 1997  
CFO, Valeo Niles, Tokyo



## 2<sup>ND</sup> YEAR: SPECIALISE IN ONE OF SEVERAL AREAS

<ul style="list-style-type: none"> <li>• Finance, accounting and management control <b>NEW</b></li> <li>• International business 1</li> <li>• International business 2</li> <li>• International sales management <b>NEW</b></li> <li>• Option E Entrepreneurship: Technology and digital economy <b>NEW</b></li> <li>• Sustainability</li> </ul>	<b>BERLIN</b> CAMPUS	<ul style="list-style-type: none"> <li>..... German</li> <li>..... German</li> <li>..... German</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> </ul>
<ul style="list-style-type: none"> <li>• Business consulting</li> <li>• Creativity marketing management</li> <li>• Option E Entrepreneurship: Entrepreneurship, intrapreneurship and innovation <b>NEW</b></li> </ul>	<b>LONDON</b> CAMPUS	<ul style="list-style-type: none"> <li>..... English</li> <li>..... English</li> <li>..... English</li> </ul>
<ul style="list-style-type: none"> <li>• Business project management 1</li> <li>• Business project management 2</li> <li>• Communication and new media</li> <li>• Marketing and digital communication</li> <li>• Marketing and digital strategy</li> <li>• Option E Entrepreneurship: Societal entrepreneurship</li> </ul>	<b>MADRID</b> CAMPUS	<ul style="list-style-type: none"> <li>..... English</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> </ul>
<ul style="list-style-type: none"> <li>• Consulting dynamics and practices <b>NEW</b></li> <li>• Droit et finance</li> <li>• Economie</li> <li>• Finance (1 semester)</li> <li>• Finance (2 semesters)</li> <li>• Finance d'entreprise</li> <li>• Finance de marché</li> <li>• Go to market <b>NEW</b></li> <li>• HR Leadership and talent management <b>NEW</b></li> <li>• Information financière et audit (IFA)</li> <li>• Innovation</li> <li>• International business development</li> <li>• Internet of things <b>NEW</b></li> <li>• Management control <b>NEW</b></li> <li>• Management des ind. cult. et médiatiques</li> <li>• Marketing manager</li> <li>• Option E Entrepreneuriat</li> <li>• Performance management systems</li> <li>• Public management</li> <li>• Re-think: Alternative models of organisations and management <b>NEW</b></li> <li>• Research in management</li> <li>• Stratégie et conseil</li> </ul>	<b>PARIS</b> CAMPUS	<ul style="list-style-type: none"> <li>..... English</li> <li>..... French</li> <li>..... French</li> <li>..... English</li> <li>..... French</li> <li>..... French</li> <li>..... French</li> <li>..... English</li> <li>..... English</li> <li>..... French</li> <li>..... French</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> <li>..... French</li> <li>..... English</li> <li>..... French</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> <li>..... English</li> </ul>
<ul style="list-style-type: none"> <li>• Finance and Accounting <b>NEW</b></li> <li>• Strategic Management <b>NEW</b></li> </ul>	<b>WARSAW</b> CAMPUS	<ul style="list-style-type: none"> <li>..... English</li> <li>..... English</li> </ul>

# COURSE CONTENT

## Year 1

Pre-term	Semester 1	EXAMS	Semester 2	EXAMS	Summer Break
Catch-up courses (if required)	Management and language core courses Themed seminar		Management and language core courses Themed seminar		Internship

# STUDY LOCATION AND LANGUAGE OPTIONS

## Year 1

Pre-term	Semester 1	EXAMS	Semester 2	EXAMS	Summer Break
Paris* (French or English) Turin* (English)	Berlin (English) Madrid (Spanish or English) London (English) Paris (French or English) Turin (English)		Berlin (English) Madrid (Spanish or English) London (English) Paris (French or English) Turin (English)		Internship

\*Pre-term and semester 1 campuses must be the same.

## CATCH-UP COURSES

The Master in Management is open to all students with a Bachelor degree, regardless of the field of studies. This adds to the cultural diversity and knowledge sharing during the course: engineers, social scientists, linguists and management students mix together to share their experience.

At the same time, all entering students must have validated 9 prerequisite courses. To bring non-management students up to speed, we offer "catch-up courses" that start before the fall term, and continue on during the first semester of studies. The prerequisite courses are as follows:

- Accounting
- Management accounting
- Statistics
- Information tools and skills (Excel)
- Business law
- Marketing
- Organisational behavior
- Economics
- Finance



## Course Content Year 2

Semester 3	EXAMS	Semester 4	EXAMS	Internship / full employment
Elective Courses/ Specialisation Themed seminar		Elective Courses/ Specialisation Themed seminar		
Master thesis		Master thesis		

### Option: Gap year(s)

Internships

## Study location and language options Year 2

Semester 3	EXAMS	Semester 4	EXAMS	Internship / full employment
Berlin (German) Madrid (Spanish or English) Paris (French or English) Warsaw (English) Partner university (English)		Berlin (German or English) London (English) Madrid (English) Paris (French or English) Warsaw (English) Partner university (English)		

*Why did I choose ESCP Europe? There are not only European students and Chinese students here, but there are also students from all over the world. Another factor for me is that the ESCP Europe campuses are located within the city, which means that I can take advantage of the environment and culture too.*

**Chen Chu**, Class of 2015  
Biotherm Marketing Development, L'Oréal, Paris





# EXPERIENTIAL LEARNING

35

Alongside the core courses, electives and specialisations, all students will participate in five thematic Seminars. These are key moments in the Master in Management curriculum with all current students coming together to benefit from the internationality of the programme.

- **Start@Europe:** With the participation of ESCP Europe faculty and key personalities in European politics, students discover how the European Union works and how laws are created at the European Parliament.
- **Kick-start your career:** Studies are only as good as the opportunities they open up. This is why ESCP Europe has created a seminar dedicated to professional development. Lectures and workshops address key topics such as professional project development, personal branding, creating dynamic CV and cover letters, interview training and networking.
- **Research Methods:** Required for the Master in Management degree, students learn the essential stages of writing a thesis.
- **Business Game:** This hands-on, 3-day seminar allows students to experience a computer-based business simulation that allows them to develop, implement and manage international business strategies of a simulated company.
- **Business in Europe:** The final seminar in the 2-year Master in Management programme gives students the opportunity to compete against each other to develop innovative sustainable solutions to real challenges put forth by social entrepreneurs across Europe.

## START@EUROPE

To immerse our students in the School's European dimension, all first-year Master in Management students experience a three-day seminar at the European Parliament. During this seminar, students attend conferences given by experts on the issues surrounding the economic, institutional and cultural aspects of European policy-making. The students also take part in a negotiation role-play to increase their insight.

The 'Start@Europe' seminar, jointly organised with the Ecole Nationale d'Administration (ENA) and supported by the ESCP Europe Foundation, is yet another indication of the School's commitment to Europe. The students, who represent more than 40 different nationalities, work together within the Parliament over a three-day period to obtain European awareness, crucial when undertaking the Master in Management.



# THE APPRENTICESHIP TRACK

## THE IDEAL WAY TO COMBINE STUDY AND PROFESSIONAL EXPERIENCE

ESCP Europe offers its students a variety of opportunities to gain valuable professional experience above and beyond business theory. Indeed, each student is required to complete at least 10 months of professional experience before graduation. Among classic work opportunities for students such as internships, ESCP Europe offers a very attractive option: apprenticeship.

The apprenticeship track combines in-company work experience with academic coursework at ESCP Europe. Students participating in the apprenticeship pay no fees for this period and additionally receive a salary from the company for whom they work. Apprenticeships are possible during your entire Master programme (M1 + M2) or only during your M2 year.

Apprenticeships are available for all students aged under 26 (when they start to work) from the European Union. Employment must be in a company governed under French law; accordingly the students must have a sound knowledge in French.

Why choose the Apprenticeship Track?

- You work in a company and become deeply involved in day-to-day business.
- You spend equal amounts of time at School and in-company, exercising day-to-day responsibilities under the guidance of a senior manager, with the support of a tutor.
- Tuition fee exemption and a monthly salary by your company over the full period of the contract.
- You receive apprentice-dedicated seminars from ESCP Europe helping you to make the most of your experience as well as an adapted curriculum and teaching stances from professors.



*Having the possibility in the second master year to combine the "Management of Culture and media industries" specialisation with professional experience at one of the biggest European audiovisual companies was an incredible opportunity. It gave me the profile companies in the sector look for to be offered a management position upon graduation. It's an experience that I highly recommend: it's an enriching challenge that gives you great time management skills.*

**Déborah Hadjej**, Class of 2016  
Programme acquisition consultant (apprentice)  
Canal +, Paris

## FOR M1 STUDENTS, OPTION 1: 24 MONTHS (ALL PRE-REQUISITES COMPLETED IN PREVIOUS STUDIES)

MASTER 1 Year	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
	In class: Paris campus			In company			In class: Paris campus			In class: Madrid campus			In company

MASTER 2 Year	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
	In class: Exchange programme or semester on an ESCP Europe campus other than Paris				In company					In class: Paris campus	In company	

## FOR M1 STUDENTS, OPTION 2: 18 MONTHS

MASTER 1 Year	Jan	Feb	Mar	Apr	May	June	July	Aug
	In class: Paris campus	In company			In class: Madrid campus	In company		

MASTER 2 Year	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
	In class or semester on an ESCP Europe campus other than Paris				In company					In class: Paris campus	In company	

## FOR M2 STUDENTS\*

MASTER 1 Year	June	July	Aug
	In company		

MASTER 2 Year	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
	3 days in class: Paris campus/ 2 days in company				In company	3 days in company/ 2 days in class : Paris campus				In class: Paris campus	In company	

\*In order to participate in the Apprentissage track during their second year of studies (M2), students must complete their M1 year on a full-time basis at any of the ESCP Europe campuses other than Paris. This is necessary to fulfill the requirement of studying on at least two different campuses, and no more than two semesters on any one campus.



# AS MANY AS 5 DEGREES

39

In line with our slogan “European Identity, Global Perspective”, ESCP Europe offers a multitude of possibilities on where to do your studies during the two-year Master programme (Master Year 1 – M1 and Master Year 2 – M2). Students can study in up to four different locations either on our own European campuses (during the first year and / or second year – M1 and / or M2) or at one of our international partner institutions around the world (during the second year – M2).

In order to comply with the programme’s obligations, you need to consider these rules when choosing where you want to study:

- You must study at a minimum of 2 and a maximum of 4 different locations
- You must study a maximum of 2 semesters on the same campus / location
- In Master 2 Year, potential exchanges with partner institutions have a duration of 1 semester. In the case of a double degree, the duration is 2 semesters (entire Master 2 Year – M2)
- To be eligible for a double degree with an international partner in your second year, you need to have studied at 2 different ESCP Europe campuses before starting the 3rd semester of studies
- Specific rules apply in order to obtain additional ESCP Europe degrees.

*The MIM program gave me all the soft and hard skills I needed to succeed at the end of my studies: get 3 degrees, experience 3 internships, be fluent in 4 languages and build a strong network.*



**Flavio Nappi**, Class of 2010  
President, ExtraVerso, Paris



*I followed the Master in Management Programme on the Paris, London and Berlin campuses. Initially, I wanted a double degree between Germany and France, but when I found out there was such a thing as a triple degree, I went for it. So as I had to move from one country to another, I had to find an internship in every country to validate the double degrees everywhere.*

**Nadine Ulrich**, Class of 2007  
Head of the Department for Construction, Energy and Environment  
German Chamber of Commerce, Shanghai

# YOUR CAREER IS IMPORTANT

Studies are only as good as the opportunities they open up. The Master in Management provides its graduates with a promising career, from the first internship to the first job after graduation. Close contact with companies worldwide offer ample opportunity to get in touch with potential employers; on-campus guest lecturers and special events bring students together with international business practitioners.

## INTERNSHIPS AS A START TO YOUR CAREER

During company internships, students work as integrated team members. Companies benefit from the students because they assimilate new projects and adapt easily to new situations from the very beginning of the internship, and students benefit from the opportunity to apply the classroom theory to real-life situations.

## CAREER SERVICE

The Career Services assist and support students at finding internships and provide career planning. In individual meetings, small groups and workshops, students' individual strengths and weaknesses are analysed, to develop their skills for successful job interviews. Individual review of application documents, personal consultations and career coaching are also part of the Career Services offered to students.

We offer, among other services:

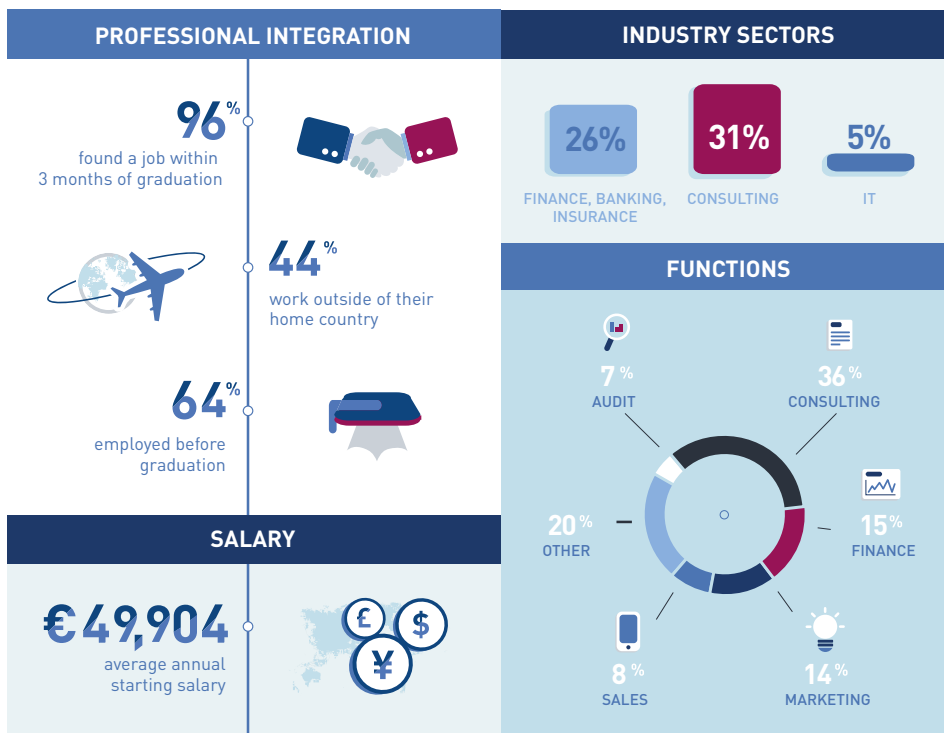
- career information sessions
- workshops on SWOT analysis
- individual consultation on application strategies and career planning
- interview preparation
- intensive career training
- individual coaching (including CV check)
- workshops and seminars with top international employers
- internship placement.

## CAREER DAYS

Thanks to extensive business contacts, ESCP Europe regularly organises exclusive recruiting events on all of the campuses. Leading companies from all industry sectors are given the opportunity to present their company and its career opportunities on campus, providing students interested in applying for an internship or a full-time job a direct contact with the company recruiter.



## CAREER IMPACT



## Companies offering internships to Master in Management students

- **Automotive:** BMW, Daimler, Fiat, Ford, Renault, Volkswagen
- **Banking & Finance:** ABN Amro, AXA, BNP Paribas, Central European Bank, CSFB, Deutsche Bank, Goldman Sachs, JP Morgan, HSBC, Société Générale, Santander, UBS
- **Consulting:** Accenture, AT Kearney, Bain & Company, Boston Consulting Group, Capgemini, Ernst & Young, KPMG, Lexington Consulting, McKinsey & Company, PriceWaterhouseCoopers, Roland Berger
- **Cosmetics & Luxury Brands:** Beiersdorf, Bulgari, Estée Lauder, Hermès, Inditex-Zara, L'Oréal, LVMH
- **E-commerce & IT:** IBM, Intel, Movistar-Telefónica, Schlumberger, T-Mobile, Orange, AOL, Google, Apple
- **Electrics & Engineering:** ArcelorMittal, Bosch, EADS, General Electric, Siemens
- **Energy & Chemicals:** BP, Cognis, Henkel, Shell, Repsol YPF, Total
- **Food & Beverage:** Danone, Ferrero, Kraft, Lavazza, Martini & Rossi
- **Marketing & Communication:** ACNielsen, Addison Corporate, Emap Communication, GTI Specialist Publishers, IMG Artists, Saatchi & Saatchi, The Media Trust, Universal McCann
- **NGO:** Oxfam, Médecins du Monde
- **Pharmaceuticals & Healthcare:** GlaxoSmithKline, Pfizer, Siemens Medical Solutions

# JOINING IN A DYNAMIC STUDENT COMMUNITY

A strong sense of school spirit and community is a defining characteristic of ESCP Europe. Involvement in extra-curricular activities and student associations is strongly encouraged; we consider it an essential part of personal well-being and professional development.

Student life on each of the campuses is shaped by the initiatives and activities offered by some fifty clubs and associations which organise networking, and artistic and cultural events, political discussions, sports tournaments, social events, humanitarian activities, etc.

## **STUDENT LIFE AND ASSOCIATIONS**

### **AGORA**

AGORA, the student council elected by the students, plays an important role within the school. AGORA bridges the gap between the student body and the school administration, providing a forum to propose and discuss ideas concerning your life as a student at ESCP Europe.

### **Student Societies' Board (SSB)**

Elected by the students, the SSB organises social events which encourage networking amongst different intakes and nationalities. The Board drives and coordinates the student societies present on all 6 campuses.

### **Call ON'U**

A cross-campus organisation which prepares its yearly participation at the NMUN in New York City. Around 4,000 students from top universities worldwide embody diplomats and represent their country in various UN committees such as the Security Council or UNICEF. Members gain a unique experience in the spirit of European and international diplomatic relations.

### **ESCP Europe Consultancy, alias Junior Enterprise**

A student-run business association which works with corporate clients across Europe on a wide range of business ventures. The association attracts business-minded individuals keen to pursue their personal development on genuine business projects.

### **Sports clubs and activities**

Sports activities have a long tradition at ESCP Europe, and the Paris campus alone offers around 30 different disciplines. London campus students have access to the various sporting facilities at City University, and the Torino campus organises an annual regatta, bringing together both students and alumni.



## THE ESCP EUROPE REGATTA: STUDENTS AND ALUMNI SAIL TOGETHER

The ESCP Europe Regatta symbolises what ESCP Europe is all about. Once a year, students from all five campuses, as well as members of staff, faculty and alumni, gather in Italy for a weekend at sea. The event is a unique opportunity to fully exploit the potential of a multi campus school and to strengthen and broaden the group spirit key to the ESCP Europe community.

The ESCP Europe Regatta has become a landmark in the School's sporting, networking and social calendar. Around 500 participants sailed together in 2016, manning 42 yachts around Ischia, Italy. Working in teams to take first place, the event allows for excellent group bonding and the continued development of team-building skills.



# AN ALUMNI NETWORK THAT SPANS THE GLOBE



Boasting 45,000 graduates in over 150 countries, the Alumni network plays an important role in promoting the School, whilst also maintaining a commitment to building ties and a sense of community amongst all ESCP Europe graduates.

## ESCP Europe Alumni Association

The purpose of the ESCP Europe Alumni Association is to unite and organise this community. With 700 delegate alumni representatives and 13 full-time staff, it assists students throughout their studies and into their first job. The Alumni Association then provides resources to graduates for life-long professional and personal development.

The Association offers the following services:

- An alumni mentor for each student during his or her studies
- Career development workshops (interviews, resume writing, etc.)
- Over 30,000 job offers each year
- A directory available online and in paper form
- Groups organised by geographic area, professional sector, etc.
- Professional interest groups that organise events and conferences on industry-specific issues



*It's an honour to be here because we get to meet so many important and inspiring people, which will definitely help us to grow as entrepreneurs and as individuals. Making this type of contact is one of the main reasons I chose ESCP Europe.*

**Annabel Morgan**, Class of 2015  
Business Analyst, McKinsey & Company, London

## SOME PROMINENT ALUMNI

- **Jean-Philippe Aractingi**, Deputy Chairman of the Management Board, CFO at Rosbank
- **Patricia Barbizet**, CEO, Artemis/Vice-Chairman, PPE Group
- **Stephan Bole**, Managing Director, Nintendo France
- **Abel Fekih**, Ambassador of Tunisia to France
- **Jean-Christophe Flatin**, Global President, Mars Chocolate
- **Nicolas Franchet**, Director, Global Vertical Strategy at Facebook
- **Xavier Garambois**, Managing Director Europe, Amazon
- **Ignacio Garcia Alves**, Global CEO, Arthur D. Little François Kayat Managing Director, Lazard
- **Patrice Louvet**, Group President, P&G Beauty, Procter & Gamble
- **Anne Marion**, HR Chairman, Société Générale
- **Véronique Morali**, President, Fimalac Development and Vice President, Fitch Group
- **Morten Sandgaard Pedersen**, General Manager/Vice President France, Spain & Portugal, Lego Group
- **Franck Petitgas**, Global Co-Head of Investment Banking, Morgan
- **Stanley Nicolas Petrovic**, CEO, Eurostar
- **Klaus Schäfer**, CEO, Uniper - an E.ON company
- **Marc Speichert**, Global Client Partner, Google
- **Ulrich Steinert**, Generalbevollmächtigter, Chief Representative, Basalt AG
- **Olaf Swantee**, General Manager, EE (Orange / T-Mobile JV in the UK)
- **Cyrille Vigneron**, CEO Cartier France & Managing Director, Cartier Europe
- **Rolf Zinne**, CFO, BASF T.O.V. LLC, ADM

Throughout my career, my experience at ESCP Europe has helped me break down complex problems, choose the right framework, and express my thoughts in a confident and structured manner. When time permits I am quite involved in the London Alumni network, which has led to numerous opportunities and some great contacts. My greatest memories of my time at ESCP Europe are the sailing trips, the golf club and the fun international student body, many of whom have remained my friends to this day.



**Thomas Higginson**, Class of 2010  
Group Risk Advisor  
BP, London

# ADMISSIONS AND PRACTICAL INFORMATION

## FOR THE TWO-YEAR MASTER PROGRAMME

The application process for the 2-year Master in Management programme is determined by where you earned your Bachelor degree. For full details of each process, refer to our website.

### Previous studies in Europe (except France)

You have the choice between the European Master Admission Test and the International Admission Test.

#### European Master Admission Test

Testing and interviews take place on ESCP Europe campuses

- STEP 1**
- Online application:
  - University transcripts
  - Degree certificate or diploma (if available)
  - CV
  - Language test (if required)

- STEP 2**
- Verbal and mathematical aptitude test (SHL)
  - Language test(s)
  - Motivational interview

**Applications open**  
**October 2016 - April 2017**

### Previous studies outside of Europe

#### Global Admission Test

Interviews are carried out by Skype

- STEP 1**
- Online application:
  - GMAT, GRE, CAT or TAGE-MAGE
  - TOEFL, TOEIC, IELTS or Cambridge
  - University transcripts
  - Degree certificate/diploma (if available)
  - Personal statement
  - CV

#### For selected candidates

- STEP 2**
- Motivational interview by Skype

**Applications open**  
**October 2016 - April 2017**

#### International Admission Test (SAI)

Interviews take place in over 60 testing centers around the world

- STEP 1**
- Online application:
  - GMAT, GRE, CAT or TAGE-MAGE
  - TOEFL, TOEIC, IELTS or Cambridge Exam
  - University transcripts
  - Degree certificate or diploma (if available)
  - Two academic references
  - CV

- STEP 2**
- Motivational Interview in person

**Applications open**  
**July 2016 - April 2017**

### Previous studies in France

#### Concours d'admission direct (CAD)

Testing and interviews take place on the ESCP Europe Paris campus

- STEP 1**
- Online application:
  - TOEFL, IELTS, Cambridge Exam
  - TAGE-MAGE, GMAT or GRE
  - University transcripts
  - Degree certificate/diploma recognised by the MESR (if available)
  - Personal statement
  - CV

#### For selected candidates

- STEP 2**
- Motivational interview
  - Oral English test
  - Oral test in a second language

**Applications open**  
**30 January - 28 February 2017**

Candidates with specific backgrounds may apply to ESCP Europe through the corresponding admissions processes.

The specific backgrounds include:

- *Sportifs de haut niveau*
- *Students in an engineering school that has a partnership with ESCP Europe (Centrale/Supélec, ENSAE and Politecnico di Torino)*

Please see our website for more information.

## FOR THE PRE-MASTER PROGRAMME

Students having completed at least two years of university studies or the French *classes préparatoires* may apply for a pre-master year. Subsequent applications to the Master studies are not required.

### CLASSES PRÉPARATOIRES

See the brochure *Master in Management Grande Ecole, Année pré master*.

### Pre-Master Admission Test

Testing and interviews take place on the Turin campus

- |               |  |               |  |
|---------------|--|---------------|--|
| <b>STEP 1</b> | Online application:<br>University transcripts<br>Degree certificate or diploma<br>(if available)<br>CV | <b>STEP 2</b> | Verbal and mathematical aptitude test (SHL)<br>2 language tests in German, English, Spanish, French or Italian<br>Motivational interview |
|---------------|--|---------------|--|

**Applications open October 2016 - April 2017**



*What I've most enjoyed since graduating from ESCP Europe, is to work on a variety of jobs in which I always was exposed to new situations. I noticed that quite a few people I studied with had non-linear career paths and worked in environments very different from those that they imagined when we studied together. My advice would be to feel comfortable in taking the different opportunities you get even if you end up doing things you hadn't planned on doing. It will probably end up by taking you where you want to be.*

**Marc Scheer**, Class of 1993  
Executive Director,  
Luxembourg Trade and Investment Office, Abu Dhabi



## COSTS AND FINANCING

### 2017 Tuition fees

- Master Year 1: €14,400 for EU students / €18,400 for non-EU students.
- Master Year 2: €14,400 for EU students / €18,400 for non-EU students.
- Pre-Master Year: €14,400 (all students, EU and non-EU).
- Gap year: annual registration fee of €790.

A supplement of €1,020 to €1,940 for a catch-up courses will be due for those students without previous management studies.

Tuition fees may be subject to change. Please check our website for up-to-date information.

### Cost of living

The monthly cost of living in different cities varies greatly. The table below provides an indication of how they line up.

in EUR	BERLIN	LONDON	MADRID	PARIS	TURIN	WARSAW
<b>Accommodation</b>	<b>400</b>	<b>740</b>	<b>470</b>	<b>680</b>	<b>500</b>	<b>230</b>
<b>Meals</b>	<b>200</b>	<b>270</b>	<b>180</b>	<b>220</b>	<b>250</b>	<b>90</b>
<b>Transport</b>	<b>60</b>	<b>55</b>	<b>40</b>	<b>30</b>	<b>30</b>	<b>15</b>
<b>Leisure</b>	<b>250</b>	<b>125</b>	<b>150</b>	<b>180</b>	<b>250</b>	<b>70</b>
<b>Other</b>	<b>250</b>	<b>250</b>	<b>100</b>	<b>150</b>	<b>200</b>	<b>45</b>
<b>Total</b>	<b>1160</b>	<b>1440</b>	<b>940</b>	<b>1260</b>	<b>1230</b>	<b>450</b>



*Thanks to a grant from the ESCP Europe Foundation, I was able to benefit from full exoneration of my first year's tuition fees so that I could devote myself fully to my studies. I received this award as a mark of confidence from the ESCP Europe community. This gesture of solidarity has strengthened my determination to succeed.*

**Selva Danassegarane**, Class of 2014  
Project manager, Association Fratelli, Paris

## Scholarships

ESCP Europe strives to attract the best students, regardless of their financial background. As such, the School offers a selection of need and merit-based scholarships. Some 400 are awarded every year, representing a total of €2,300,000.

It is also possible to attain scholarships granted independently of the School. For further information please write to: [scholarships@escpeurope.eu](mailto:scholarships@escpeurope.eu).

- ESCP Europe scholarships finance 25%, 50% or 100% of the Master Year 1 tuition fees (reserved for EU students). Awards are made based on financial need. French students should apply for Higher Education Grants awarded by the CROUS.
- Non EU applicants joining the programme through the International Admissions Service Test (SAI) will be awarded scholarships based on merit.
- Some countries provide scholarships for their own citizens. Please obtain information in your home country by contacting the relevant government bodies and foundations.

## Other sources of financial aid include:

- Income from paid internships: while the salaries offered can vary significantly, most students receive between €400 and €1,900 per month during their internships. In many cases, work permits are not required as the internship is a compulsory part of the curriculum (please check with local requirements).
- Campus jobs: several jobs on campus are available and paid by the hour.
- Bank loans: tuition fees for the Master in Management represent around half a year's salary of the average graduate during his/her first job. Therefore, many banks offer student loans at attractive rates, with deferred pay back.
- Apprenticeships: tuition fees are covered by the student's employer (see page 34).

# CONTACT AND MEET THE ADMISSIONS TEAMS

## GLOBAL ADMISSION TEST AND EUROPEAN MASTER ADMISSION TEST

**Berlin** • Viktoria Schubert • [mimberlin@escpeurope.eu](mailto:mimberlin@escpeurope.eu) • Tel: +49 30 32 007 205  
**London** • Juliette Marik • [mimlondon@escpeurope.eu](mailto:mimlondon@escpeurope.eu) • Tel: +44 20 7443 8872  
**Madrid** • Alejandra Rubio • [mimmadrid@escpeurope.eu](mailto:mimmadrid@escpeurope.eu) • Tel: +34 91 386 9025  
**Paris** • Fabien Tyrlier • [mimeuropean@escpeurope.eu](mailto:mimeuropean@escpeurope.eu) • Tel: +33 1 49 23 27 77  
**Turin** • Silvia Tomatis • [mimturin@escpeurope.eu](mailto:mimturin@escpeurope.eu) • Tel: +39 011 670 58 92  
**Warsaw** • Fabien Tyrlier • [mimeuropean@escpeurope.eu](mailto:mimeuropean@escpeurope.eu) • Tel: +33 1 49 23 27 77

## GLOBAL ADMISSION TEST AND INTERNATIONAL ADMISSION TEST (SAI)

Nathalie Quintin • [mimglobal@escpeurope.eu](mailto:mimglobal@escpeurope.eu) • Tel: +33 1 49 23 21 45

## PRÉPAS/CAD ADMISSIONS

Sandrine Johannet • [mimparis@escpeurope.eu](mailto:mimparis@escpeurope.eu) • Tel: +33 1 49 23 21 15  
 Caroline Champonnois • [mimparis@escpeurope.eu](mailto:mimparis@escpeurope.eu) • Tel: +33 1 49 23 22 54

## PRE-MASTER ADMISSION TEST

Silvia Tomatis • [mimturin@escpeurope.eu](mailto:mimturin@escpeurope.eu) • Tel: +39 011 670 58 92

## OPEN DAYS, FAIRS AND FORUMS

All ESCP Europe campuses hold regular open days and information sessions, giving prospective students the chance to visit the campuses, find out more about the study programmes on offer, plus the chance to meet faculty, admissions staff and students or alumni where possible. We also host stands at careers exhibitions and postgraduate study fairs on a regular basis. For more information on any of these events, please visit our website.



**escpeurope.eu** 



## MASTER IN MANAGEMENT

### BERLIN

Heubnerweg 8 – 10  
14059 Berlin, Deutschland  
T: + 49 30 32007 0



### LONDON

527 Finchley Road  
London NW3 7BG, United Kingdom  
T: + 44 20 7443 8800



### MADRID

Arroyofresno 1  
28 035 Madrid, España  
T: + 34 91 386 25 11



### PARIS

79, av. de la République  
75543 Paris Cedex 11, France  
T: + 33 1 49 23 20 00



### TURIN

Corso Unione Sovietica, 218 bis  
10134 Torino, Italia  
T: + 39 011 670 58 94



### WARSAW

c/o Kozminski University  
International Relation Office  
57/59 Jagiellońska St.  
03-301 Warsaw, Poland  
T: + 48 22 519 22 89

