

Master in International Management



Sales & Marketing



Digital Business



International Business

“The world in a classroom...”

Choose one of three different specializations:



IE

Master in

International

Management

QUICK FACTS

Type: Full-Time

Profile: Young graduates with 0-2 years of work experience

Length: 10 months*

Intakes: February and September

Languages of instruction: English, Spanish or Bilingual

Admissions Period: Rolling admissions process, no deadlines

Campus: Madrid

*Optional Beyond Borders Experience, extending learning experience with a minimum of 3-month duration

A word from our Dean





The world is changing quickly and so are the challenges that face tomorrow's leaders. In response to this development, IE Business School has designed the Master in International Management as an innovative and international business program for high performing individuals. We help students develop an entrepreneurial mindset and a strong foundation of

management skills to succeed in a dynamic, global, and diverse business environment.

As working across international borders increases, so does the demand for capable leaders with an international perspective. Students of the Master in International Management acquire the necessary skills to be effective in an international setting through a global community on campus and a network of alumni in more than 100 countries.

In our aim to make business education as relevant as possible, we employ a host of innovative learning tools and methods that redefine how business is studied and how insights are shared. In the Master in International Management, students learn through multimedia simulations, case study discussions, and interactive workshops. Learning comes from opportunities to experience what real business situations are like.

Furthermore, our goal is to foster an entrepreneurial mindset among our students. We connect theory with practice, infusing entrepreneurship education throughout our curriculum and all extra-curricular activities. Thus it is not surprising that many Master in International Management students choose to start their own business upon graduation.

The Master in International Management offers a host of options which allow students to personalize the program in order to maximize its benefit based on their interests, needs, and aspirations. In the Specialization Period, for instance, students can develop their expertise in Sales & Marketing, Digital Business, or International Business. They may also choose to study the program in English, in Spanish or a combination of both languages (bilingual format).

Finally, IE Business School is considered one of the leading business schools in the world by international journals such as Bloomberg Businessweek, Financial Times, The Economist, or Wall Street Journal, and by international companies and organizations actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters.

In addition, the intensive cultural experience of living in Madrid – the vibrant capital of Spain – and living the Spanish way of life will transform students' perspective and broaden their capacity for adaptation.

We look forward to welcoming you soon.



Martin Boehm

Associate Dean, Master in International Management



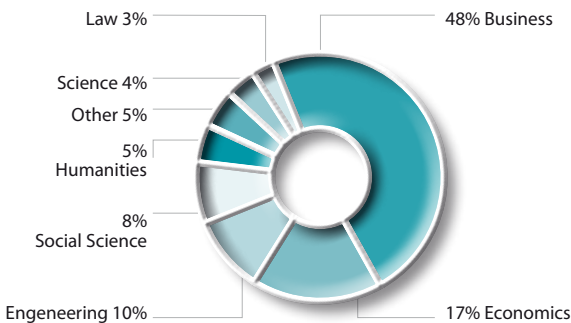
Who is the Master in International Management for?

Aimed at recent university graduates and young professionals at the start of their career, with 0 to 2 years of professional experience. The program is designed for high performing individuals with an entrepreneurial spirit who want an innovative and challenging business program and seek to broaden their scope of opportunity.

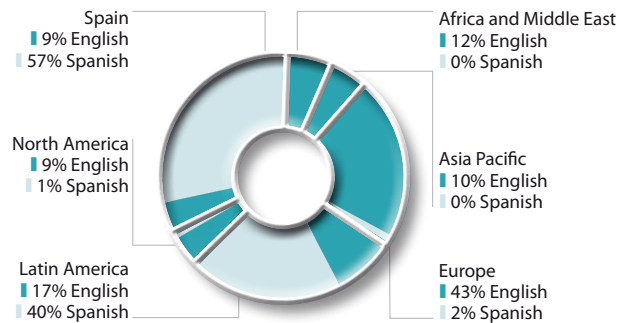


Class Profile

Undergraduate Degrees



Geographic Distribution*



Age

80% range	21-25 years
Average	23 years

Professional Experience

Average	1 year
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Diversity

International Students	70%
Nationalities	48

Gender

Male	58%
Female	42%

*Master in International Management class of 2011 (English & Spanish tracks).



"IE Business School truly defines the word "Diversity" for me. With the majority of my classmates each representing a different nationality, it brings a unique balance to the classroom, inspiring different thoughts and opinions. As an international student myself, the fear of isolation is easily diminished knowing that many of my peers are walking in my shoes."

Odette Carey
Bahamas. Class of 2009.

Term I: Fundamentals

Term II: Core Management

February Intake

February - April

May - July

Summer Break

September Intake

September - December

Winter Break

January - March

Pre-Program (Optional)
Intensive Spanish Classes
Quantitative Methods (Online)

START MODULE

Corporate Immersion Week (CIW)

Corporate Immersion Week (CIW)

Language Classes (English / Spanish)

Week 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22



Global Immersion Week (GIW) (February and September intakes)

Term III: Specialization Period
 English or Spanish

September - December

April - July

Sales & Marketing

- September intake: English or Spanish
- February intake: English

Digital Business

- September intake: English

International Business

- September intake: English or Spanish
- February intake: English or Spanish

International Exchange

Final Exam and Graduation

Beyond Borders Experience
 Optional

January - March

September - December

I. International Exchange
II. Social Impact Project
III. Dual-Specialization*

*For the February Intake, the Dual Specialization takes place from April to July

23 24 25 26 27 28 29 30 31 32 32

Minimum of 3 months

The Beyond Borders Experience (BBE) (Limited places available)

The optional Beyond Borders Experience opens up a world of choices which complement your studies at IE Business School, furthering your academic knowledge whilst offering the experience so essential to put your knowledge into practice.

You will be able to choose from a host of personalization options:

Dual-Specialization

The Dual Specialization provides a unique opportunity for students to pursue a diverse set of academic interests. Instead of specializing only in one academic area such as Digital Business, International Business, or Sales & Marketing students can gain expertise in two academic areas in less than 18 months.

The most challenging questions and problems of our time cannot be addressed by one profession. As a consequence, recruiters increasingly demand candidates with expertise in multiple and diverse areas. The Dual Specialization of the Master in International Management offers an answer to this demand by bridging academic areas and by providing students with the knowledge and skills of different academic areas. The Dual Specialization clearly improves a student's job opportunities due to specializing in two areas instead of one.

International Exchange

Students may opt to study abroad at one of our partner institutions during the Specialization period or the BBE.

This additional international learning experience adds not only range and depth to the program but also wider networking opportunities after graduation. For an updated list of partner schools, please visit www.master-international.ie.edu

Social Impact Project

The next generation of business leaders are compassionate, socially aware and want to make money, but not at any cost. The Social Impact Project provides participants the opportunity to engage in a 6-week immersion experience in an emerging economy, giving them the opportunity to work in the space where business meets the social sector. Whether you're interested in Corporate Responsibility, Sustainability, Non-Profit work, or simply want to gain experience in the citizen sector, the Social Impact Project will help you meet your goals.

Customize Your Program





Language and Specialization Options

	September Intake		February Intake	
	English	Spanish	English	Spanish
Language				
Core Period	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Specialization				
Sales & Marketing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Digital Business	<input checked="" type="checkbox"/>			
International Business	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

"One of the elements of the Master in International Management that I found most appealing was the Beyond Borders Experience (BBE) Module. I participated in a project with a renowned NGO, something that will surely provide me with the experience I need to continue in the sector. The possibility to customize my program to fit my needs and ambitions was an invaluable feature of the Master in International Management at IE Business School."

María Alejandra Zapata

Venezuela. Class of 2008.

The Cystic Fibrosis Foundation, Houston, USA.



Sales & Marketing

Be an expert in the latest marketing and commercial trends

Why study this specialization?

The scope of today's marketing challenge is breathtaking, and proliferation is the reason. Recent advances in technology, media, and distribution have created an explosion of new customer segments, sales and service channels, marketing approaches, as well as products and brands. But despite better information about customers and lower cost of communication, marketing to consumers and businesses is becoming more complex and difficult every day. Marketers, even the most sophisticated, are struggling to keep up. The same picture holds true in business-to-consumer (B2C) and business-to-business (B2B) industries which are as varied as packaged goods, pharmaceuticals, and retail banking.

Within this new context, rather than just relying on traditional marketing approaches, which have become less effective, marketers need to adopt a more proactive approach towards marketing their products to consumers and businesses. Marketers have to develop new techniques and skills to transform this proliferation into an opportunity rather than a threat.

The Sales & Marketing specialization will help mould versatile professionals who are competent in confronting these new challenges and who have a strategic vision to profit from this proliferation. The specialization will focus on the acquisition of relevant skills and competencies that distinguish effective sales and marketing managers in the face of the 21st century.



"The Sales & Marketing specialization equipped me to launch my career in the Category Management department at Colgate Palmolive and now at L'Oréal. Armed with resources from insightful classes and lectures, experienced and talented classmates, and international seminars, IE Business School served as a unique passport to the professional world."

Maya Elaramouni
Lebanon. Class of 2007.
Brand Manager L'Oréal.



"The Sales & Marketing specialization is an excellent opportunity to implement our belief that the business community and the academic world can form a powerful combination in generating new talent. It will act as a catalyst to expand on and strengthen the knowledge and skills of future directors in the field of sales and marketing, while fostering corporate social responsibility."

Giuseppe Tringali
CEO. Grupo Telecinco and Publiespaña



What you will learn?

- Develop the skills to leverage social media and new technologies to conduct marketing research and to learn about the needs of your customers
- Design sustainable marketing strategies considering the proliferation of customer segments, marketing channels, and means of communication
- Understand the key principles in designing brand strategies to fence of new entrants or to challenge incumbents in traditional industries
- Create world class customer experiences in order to win the loyalty game against your competitors
- Gain a better understanding of how to design marketing campaigns
- Nurture your skills to innovate and to be creative in order to deliver the products and services customers demand in the market
- Learn how to capitalize on the opportunities offered by digital marketing



Who are the top employers of our students?

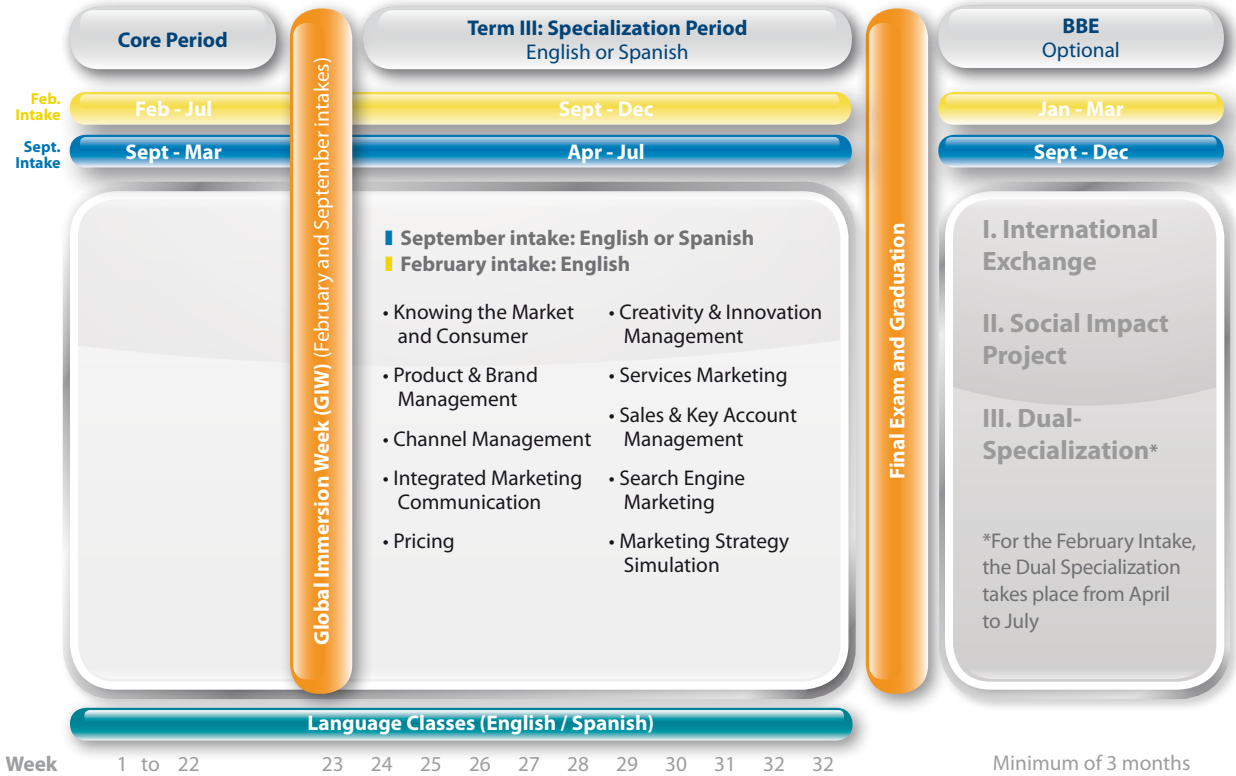
Adidas, Carrefour, Elizabeth Arden, Johnson & Johnson, L'Oréal, LVMH, Nivea, Procter & Gamble, Starbucks, Unilever.



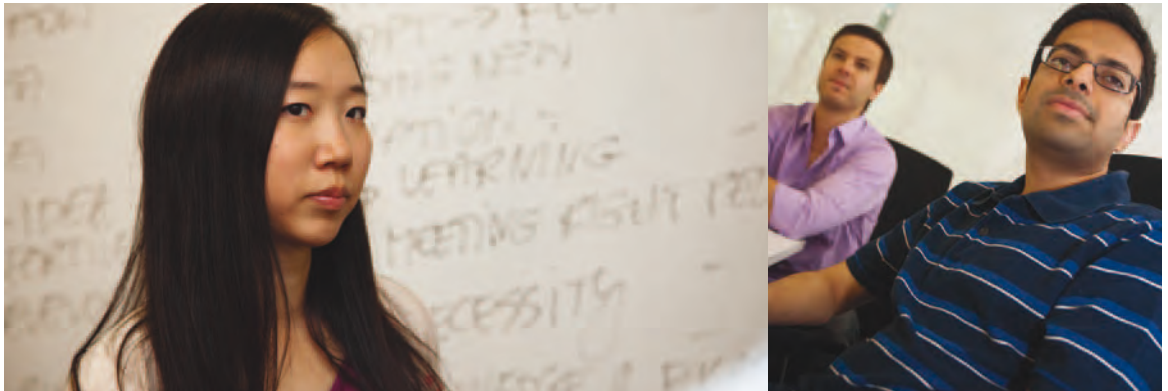
"I'm currently working at L'Oréal as senior product manager. My responsibility is to oversee both ongoing product strategy and new launches of the anti-aging skincare category under L'Oréal's Dermo Expertise brand for the Thai market. The sales & marketing specialization equipped me to be a better, more well-rounded marketing professional with a sound working knowledge not only of my chosen specialization but also of business management, thus preparing me to meet the challenges of the real marketing world."

Patr Bhalakula
Thailand. Class of 2009

The Sales & Marketing Specialization comprises the following subjects:



The structure and/or content may be altered depending on the faculty, market dynamics and company demands.



Digital Business

Explore the innovation process and how companies are moving to a collaborative network that solves the needs of consumers, employees, and other stakeholders

Why study this specialization?

We live in an era of constant change. Entire industries emerge or are being destroyed by the advent of new technologies. The transformation and challenges we are witnessing are similar to the development of the first telephone or TV network, the main difference being that the changes are happening much faster. From retailing to telecommunications, proven business models are challenged and shaken by rapid technological change.

In such an environment, the only professionals to succeed are those who are prepared to foresee important technological changes and are capable of implementing their vision of the future. Digital Business students will develop an understanding of the trends behind this transformation and an integrated view of the market, and will acquire an understanding of how to grow a business in an industry marked by technological change. The challenge lies in the ability to understand those challenges and be prepared to react quickly to develop new business opportunities.

This program allows students to develop a deeper understanding of the strategic approaches that successful companies formulate in order to manage the myriad of opportunities and challenges they face, and to link innovation and execution in a fast-changing industry. It includes hard and soft skills which will equip students with the necessary abilities to excel in an environment of constant technological change.



"The Digital Business (DB) specialization provided me with great tools to work in a changing technological environment. Every kind of company needs to be able to understand and implement technology; the DB specialization provides you with the knowledge, skills and vision to always be one step ahead. Be prepared to work hard and learn from top professors and classmates. It will be an experience that will change your life."

Alberto Sandoval

Ecuador. Class of 2008.
Country Manager at BusinessWise Ecuador.



"Accenture's dual commitment to people and innovation underpins our strong support and enthusiasm for this. The specialization in Digital Business provides participants with a unique forum where they can enhance their development and learning. We are confident that we are fulfilling an important role; equipping tomorrow's leaders with the tools and knowledge they need to thrive in the digital economy."

Pedro Jurado
Managing Director Accenture



What you will learn?

- Skills required to manage any company in the different scenarios of the digital economy
- Knowledge that can generate new competitive advantage and new business models for companies that want to implement or are using innovative digital tools in the form of new channels of sales and distribution, marketing, information systems and communication
- Gain a deep and broad understanding of the changes brought to the market by new social and technological trends: from web 2.0 to social networking, from twitter to mobile games
- The technical competencies required to meet the challenges of the marketplace and fully understand the scope of technological change
- A global vision of what a converging enterprise should be, by understanding a new 2.0 customer, culture and technology from a different perspective
- The capacity to respond with integrated and innovative services and products
- Technological and digital evolution scenarios and their business impact



Who are the top employers of our students?

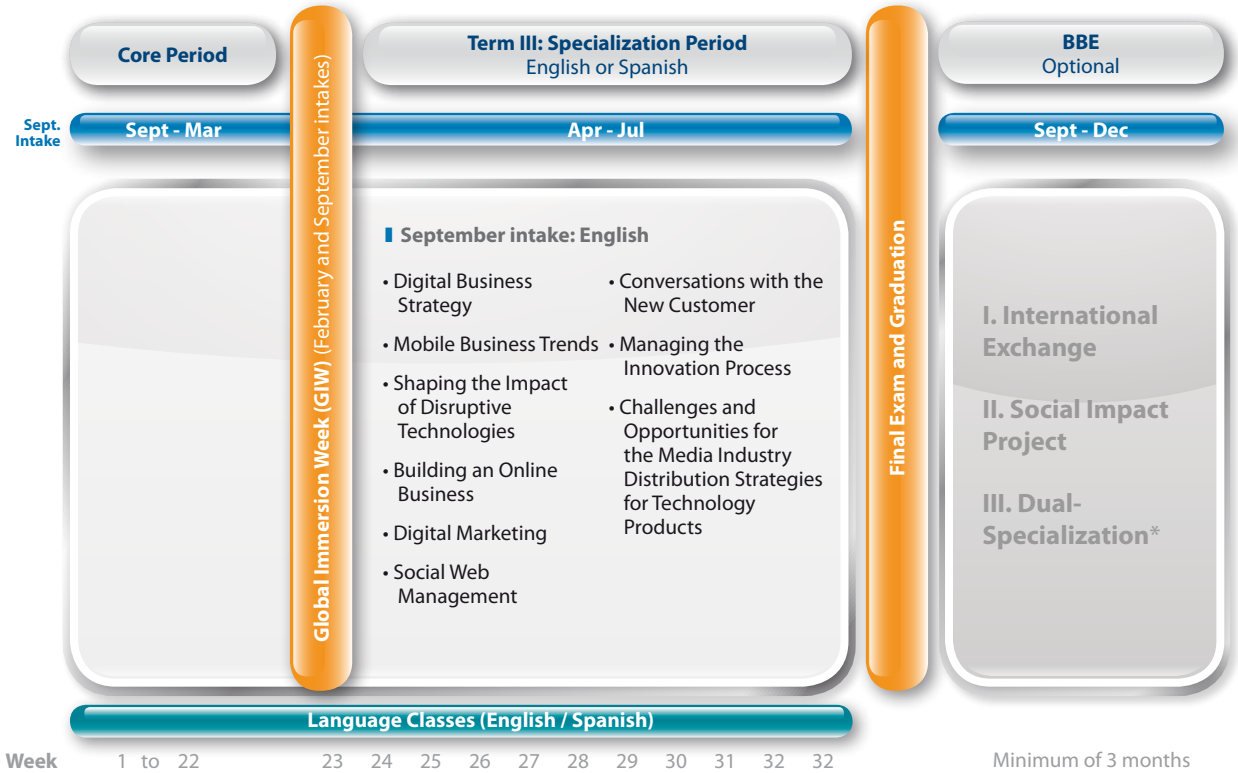
Accenture, Amadeus, Everis, Elogos, Ericsson, Google, IBM, Jazztel, Nokia, Telefonica.

"After graduating from IE Business School I joined Ericsson. The DB specialization provided me with a solid understanding of the industry. My efforts paid off in less than one year. I am now being a regional Middle East HR Business Partner, responsible for talent management for the same region - one of 10 in Ericsson globally."

Tamer Zikry
Egypt. Class of 2008. HR Business Partner, Ericsson Lebanon.



The Digital Business Specialization comprises the following subjects:



The structure and/or content may be altered depending on the faculty, market dynamics and company demands.



International Business

Become a Global Manager willing to live
in a world of permanent evolution

Why study this specialization?

Globalization has led to fundamental changes in the economy, our social life, and our cultural habits, leading to increased complexity in many aspects. This development requires decision makers in business and society to update their knowledge continuously and to develop their capabilities in order to master unprecedented challenges.

Students of International Business will acquire the necessary skills to meet the challenges of a business environment that has become increasingly global in any given functional area of the firm. The program is designed to prepare global and multicultural professionals who feel comfortable to work in more than one corner of the global marketplace.

"Business knowledge is no longer enough to succeed. Studying the specialization in International Business not only equipped me with knowledge but also afforded the opportunity to develop skills and competencies. The program included training days with experts who enabled us to master a specific subject from all perspectives and in deep detail. We also had the opportunity to learn and practice skills such as negotiation, feedback, leadership, networking, and cross-cultural teamwork."

Sergej Vohrins

Latvia. Class of 2008. Amadeus IT Group.



"The workload was tremendous and rigorous, which probably makes my current position seem less stressful. The student body was also very diverse, with an incredible mix of nationalities, which is crucial to understanding today's truly global economy."

Kai Ting Hsu

Taiwan. Class of 2008.

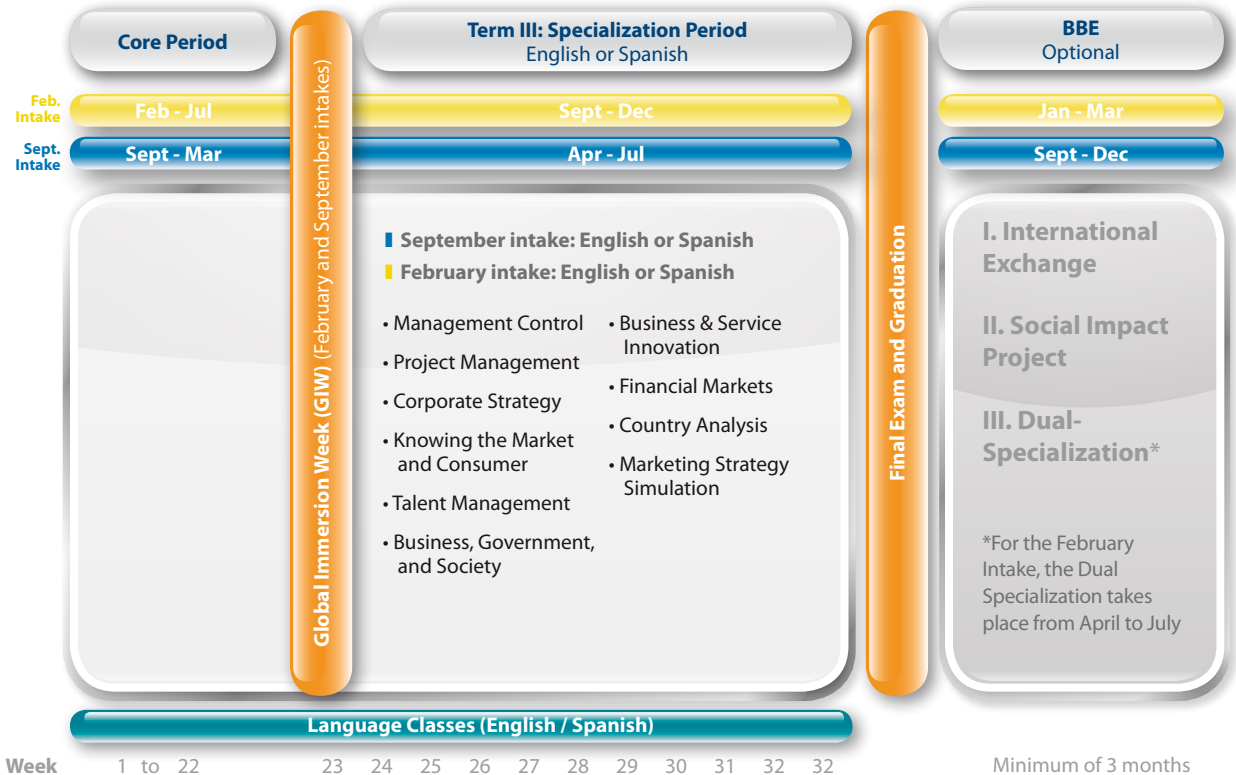


What you will learn?

- Learn how to structure and manage international companies
- Leverage the trend for increased internationalization in order to identify new business opportunities in the global marketplace
- Be aware of how to use technology and information systems as a competitive advantage
- Develop the necessary skills to develop and manage multinational projects
- Nurture the skills to negotiate in multicultural environments
- Learn how to approach human resource management in a transnational and diverse environment
- Develop the skills to analyze the political, economic, legal, and cultural aspects of the places where you will be operating and their implications for developing a successful enterprise
- Gain an understanding of the financial risks and opportunities of doing business internationally



The International Business Specialization comprises the following subjects:



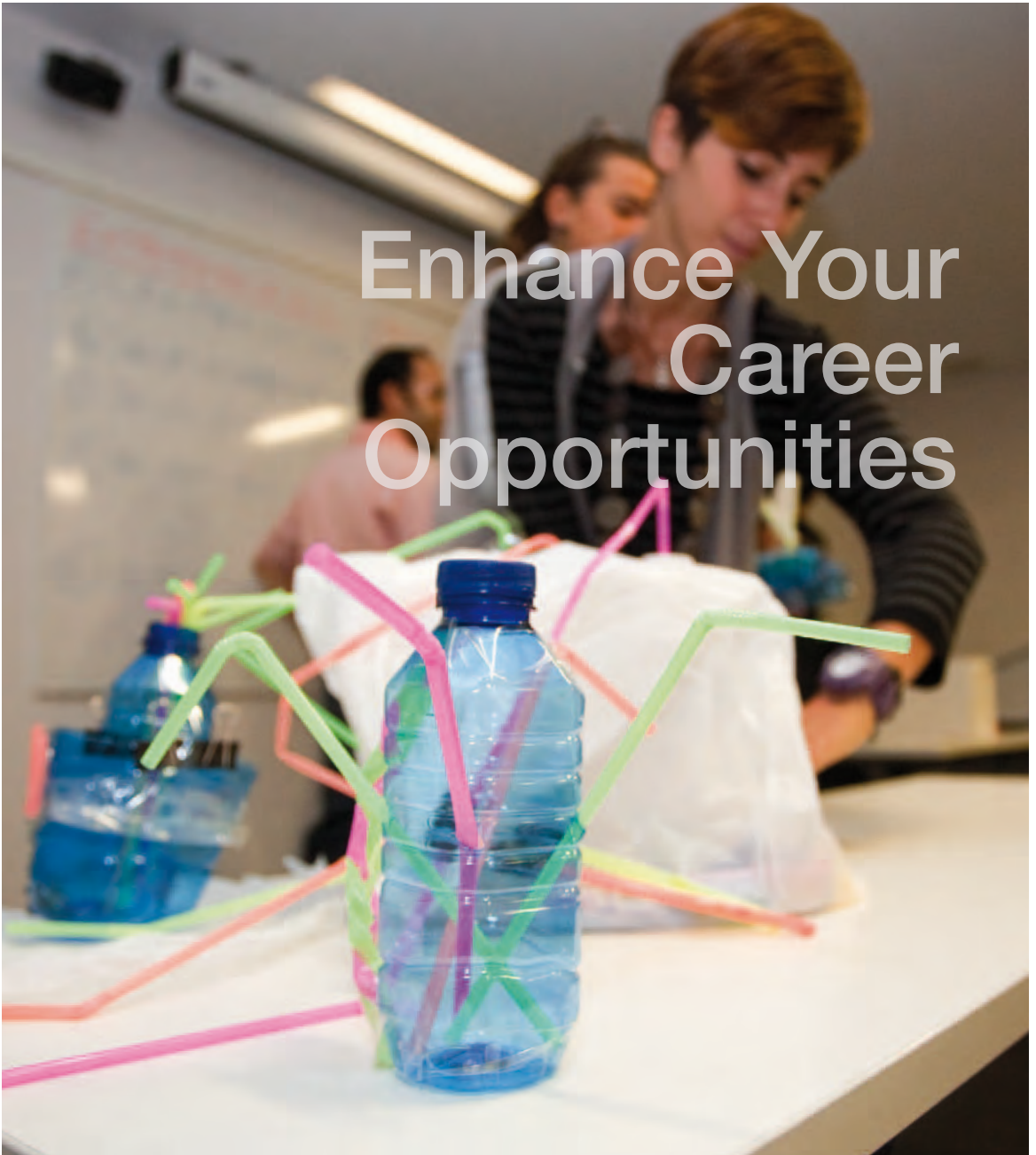
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Who are the top employers of our students?

CEMEX, IMS Health, Indra, KPMG, Loewe, Roche Farma, Roland Berger, Santander Global, Siemens, Vodafone.



Enhance Your Career Opportunities





How will this program benefit you?

Let's face it – at least one of the reasons you attend business school is to enhance your career prospects. At IE Business School we will provide you with the competitive edge to succeed in the job market. Some of the resources we provide to kick-start your career are:

- The Careers Management Center has designed a comprehensive program exclusively for the Master in International Management – the **Career Strategy: Personal and Professional Development** workshop series – to help students discern and achieve their career goals. As part of the Master in International Management students participate in workshops and activities to develop their skills in areas such as networking, interviewing, résumé and cover letter writing, and negotiations.
- Students of the Master in International Management have access to IE's Careers Management Center and its trained career counselors. These career counselors are available to work with students one-on-one along every step of their career trajectory from initial self-assessment through the job search and beyond.
- During the first week of October, IE is the venue for its **International Careers Fair**, an event which serves as an interface for leading companies from different sectors and IE students. Attended by over 100 companies, the International Careers Fair is the leading fair of its kind for master students in Spain. www.careers.ie.edu
- IE Business School is **considered one of the world's leading business schools** by international journals such as Bloomberg Businessweek, Financial Times, The Economist, or Wall Street Journal, and by international companies and organizations actively recruiting our graduates. By studying at IE Business School, students graduate with a brand recognized for its excellence among recruiters.



- By studying at IE Business School, students gain access to **over 40,000 alumni** spread across more than 100 countries. Becoming part of this community, which includes world leaders in corporate, non-profit, and government organizations, will be a valuable asset for a lifetime. www.alumni.ie.edu
- The **Executive Insight Series** which provides students with frequent opportunities to hear from national and international business leaders about their careers and the challenges of their industries. The Executive Insight Series adds a new dimension to the educational experience at IE Business School, allowing students to learn firsthand from business leaders and innovators.
- The **Corporate Immersion Week (CIW)**, offer students the opportunity to get an inside view of a company's operations. Recent immersion visits include the Madrid Stock Exchange, Accenture, or the Airport of Madrid.
- Our Master in International Management students get hands-on experiences by working on **real-life projects**. At the same time, these are excellent networking opportunities to secure a job even before graduation. Recent projects include work for L'Oréal, Coca-Cola, and Proctor & Gamble.
- Students constantly participate in, and win, **business competitions** like the Master Minds Challenge by Novartis, the Blackberry Challenge, and the Nokia Business Challenge.
- After completing the academic program, students have the option to embark on an **internship** and gain work experience, applying the theory learned in the classroom to practice.

For a complete Placement Report please visit our webpage: www.master-international.ie.edu



Master in International Management Corporate Partners

 Microsoft® accenture BlackBerry® NOKIA
Connecting People

"The combination of an integrated knowledge of management gained during the Master in International Management program, the soft skills gained during my previous AIESEC experience and my industrial engineering background has played a pivotal role in my success. I strongly believe that all these skills will serve to add value in a pharmaceutical business, where demographic change, technological development and stricter regulation will shape a new model for the industry."

Kelly Fung
Venezuela. Class of 2009. Roche Pharmaceuticals.



Larry Page & Sergey Brin, founders of Google were awarded IE Honoris Causa



Why choose
IE Business School?

Rankings

IE Business School is recognized by the international press, who rank IE as a leading international business school.

• Master in Finance	2nd worldwide		June, 2011
• MBA	3rd in Europe, 8th worldwide		January, 2011
• Executive MBA	7th worldwide		October, 2010
• European Business Schools	5th worldwide		December, 2010
• Distance Learning - International Executive MBA	1st worldwide		February, 2010
• MBA	1st worldwide		September, 2009
• MBA	3rd worldwide		August, 2011
• MBA	4th worldwide		May, 2011
• Business School	2nd in Europe, 3rd worldwide		September, 2011
• Ranking of Non-US school	3rd worldwide		November, 2010

Innovation and Internationalization

IE Business School shapes leaders that promote innovation and change in organizations, equipping them with an entrepreneurial mindset that generates employment, wealth and social well-being. Founded in 1973, the school has undergone a rapid process of growth and internationalization and is now recognized as one of the world's leading business schools.

IE Business School Faculty

Our international faculty is comprised of entrepreneurs, executives, academic experts and authors published in top journals. Many IE Business School professors have held executive positions in start-up companies or multinationals. They bring intellectual diversity and different perspectives of the business environment to the classroom to create a rich and challenging business program.

Accreditation

IE is accredited by the world's three leading accreditation bodies.



AACSB International
Association to Advance
Collegiate Schools of Business



EQUIS
European Quality Improvement System



AMBA
Association of MBA's

Entrepreneurial Studies

Founded by entrepreneurs for entrepreneurs.

While entrepreneurship is commonly seen as an activity, at IE Business School we think of it as a mindset. Being an entrepreneur does not necessarily mean starting your own business, although more than 10 percent of IE Business School graduates do just that. To further build on this entrepreneurial spirit, IE Business School has an Entrepreneurship Department with a team comprising over 100 external tutors who serve as mentors during the development of business plans. At IE Business School you will have access to training programs in the fields of corporate venturing, family venturing and independent venturing which will allow you to turn your dreams and passions into real business projects.

www.ie.edu/entrepreneurship

Innovative Learning

The teaching methods used in the Master in International Management are based on practical and interactive learning processes. Although almost all IE classes rely on the case method to drive the learning experience, professors also frequently use other techniques, such as role playing, multimedia applications or online business simulations. IE classes are not abstract or focused on theory. Instead, you will learn concepts, tools and theoretical foundations of management through the examination of real companies in the real world. At IE, students are continuously nurtured by a broad variety of methods fostering teamwork, decision-making skills development and open-mindedness.

Commitment to Society

IE's commitment to society permeates every aspect of the school, as reflected by core program content and consolidated initiatives like the IE code of professional conduct, the result of a joint effort by professors, students and alumni, and Social Impact Management at IE, a dedicated department that now plays a pivotal role in the day-to-day fabric of the school. Engagement of Master students in corporate social responsibility activities starts with the admissions process and continues through initiatives like the net impact chapter, IE Clubs focused on the Diversity, Entrepreneurship, and Women in Business, the Mentor Program, and internships in NGOS.

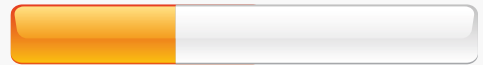
www.ie.edu/sim

IE Business School has a world class faculty of more than 90 full-time professors who maintain strong links with the corporate world through applied research and consultancy. In addition, more than 400 adjunct professors - business professionals who bring their practical insights straight into the classroom - help impart the most cutting edge management techniques available.

29 Nationalities
47% International



33% Women



93% Ph.D.



- 350** Part-time professors
- 30** Visiting professors
- 100** Conferences with guest companies
- 500** Professors through the Sumaq Alliance

"We want the IE Business School programs to be a place where people find their passion, a life transforming experience that goes beyond careers and jobs!"

David Bach

IE Business School, Dean of Programs



"We are creating the conditions for people and ideas to collide and realize more than the sum of their parts in the social and environmental arena."

Max Oliva

Associate Director of Social Impact Management

IE Campus in Madrid

What students say about the IE Campus...

"... Many university campuses are far removed from day-to-day realities, and you feel like a student but you don't feel included in the business community and everyday life."

"... the fact that the IE campus is in the center of Madrid is fundamental. It is a great advantage and means it is easy for family and friends as well as visiting professors to come here."

What students say about Madrid...

"... I now have further employment opportunities as I am able to speak Spanish and have better connections, I also have more chances to access Latin America; a fast emerging market zone."

"The weather is fantastic: the pace of life is different. The popularity of Spain as a tourist destination means Madrid has flights to and all parts of the world... from a geographic point of view it is a great location and is superbly well connected..."

See videos and more at www.ie.edu/madrid

IE campus is situated in the heart of the vibrant city of Madrid, which means that IE students can experience everything it has to offer, including the official language; Spanish, native language to 500 million people worldwide and the world's second business language.

Madrid is the capital of Spain and Europe's fourth largest city. Its geographic location makes it a cultural crossroads, offering a wealth of history in its architecture and traditions, as well as breathtaking modernity. Its offerings include a world-class cultural heritage, with extraordinary artistic riches of the so-called 'Golden Triangle', comprised of the Prado, Reina Sofia and Thyssen museums. Visitors also enjoy a vast range of tourist activities and sports facilities both in the city and surrounding areas.

The people of Madrid are known for their zest for life. The city's restaurants, cafes and theaters, coupled with major shopping areas and malls that host everything from top international designers to exquisite local specialties make the city a hub of activity both day and night.

Madrid is home to most of the financial activities that take place in Spain. Ranked as the 13th largest economy in the world, the Spanish capital is home to more than 27,000 companies across different sectors. Undertaking academic training in Madrid offers you the opportunity to learn and develop across many facets of the business world. **The Spanish and cosmopolitan environment, together with a lively cultural and social scene, puts Madrid in a league of its own and provides the perfect backdrop for rounding off a unique educational experience.**

IE Life Learning Beyond the Classroom is a vital part of the IE Experience

The IE Student Office is the first point of contact for incoming students. To make your experience of studying at IE or living in a foreign country unique and enriching, the IE Student Office team offers a wide range of assistance for students and their families.

- For more information visit the Student Office web page: www.studentoffice.ie.edu





Admissions Process



Who should apply to this program?

The Master in International Management is aimed at recent university graduates and young professionals at the start of their career, with 0 to 2 years of professional experience. The objective of the admissions process is to select students with the greatest potential and who can make a significant contribution to the learning experience. We seek candidates who are dynamic, motivated, creative, and who have not only an excellent academic background, but also offer the kind of interpersonal skills that will permit them to obtain maximum benefit from the program.

Admissions Process

Admission is granted on a rolling basis and although there is no deadline for applications, early application is recommended given the limited number of places on the program.

The application and 3 essays, should be completed in the language (English or Spanish) in which you plan to study the core part of the program.

Should the Admissions Committee grant you an interview upon the review of your application and supporting documents, you will be contacted to schedule an interview. The interview examines the data provided in the application in greater detail, tests your communication abilities and evaluates whether your profile will meet the demands of the program. It is recommended that the interview be conducted in person, as it is an integral part of the admissions process. Interviews may be scheduled on campus, with one of our offices, in coordination with an IE event, or by phone should you be unable to meet us in person.

It will take roughly 2-3 weeks for the Admissions Committee to review your file and provide you with a final decision.

Admission is valid for two intakes, the intake you apply to and the following.

For further information regarding the admissions process, please refer to the website www.master-international.ie.edu where you also will find our online application.

Requirements

Academic Accreditation, Bachelors Degree or equivalent (transcripts and diploma)

Entrance Exam (GMAT, GRE or IE Admissions Test)

Language Certificate (English or Spanish) if you are a non native speaker of the language in which you are planning to study the program

1 page Curriculum Vitae

Two Letters of Recommendation

Photo and copy of passport)

Application Fee: 120 Euros

Financial Aid & Scholarships

To further foster diversity within our programs, the IE Foundation awards tuition funding assistance to talented students in need of financial aid based on merit, distinctive competences and academic excellence. IE also has agreements with leading Spanish banks to offer students attractive packages to finance tuition and living expenses.

To learn more about the opportunities mentioned above, visit IE's Financial Aid website: financialaid.ie.edu and blog:

financialaid.blogs.ie.edu

International Representatives

www.ie.edu/offices

ARGENTINA - Buenos Aires
argentina@ie.edu

EGYPT - Cairo
egypt@ie.edu

MIDDLE EAST & AFRICA
mea@ie.edu

UAE, QATAR, BAHRAIN & KUWAIT - Dubai
uae@ie.edu

BRAZIL - São Paulo
brasil@ie.edu

GERMANY - Munich
germany@ie.edu

PERU - Lima
peru@ie.edu

UK & IRELAND - London
uk@ie.edu

CHILE - Santiago de Chile
chile@ie.edu

INDIA - Mumbai
india@ie.edu

PORTUGAL - Lisbon
portugal@ie.edu

USA
Los Angeles
westcoast@ie.edu

CHINA - Shanghai
china@ie.edu

ITALY - Milan
italia@ie.edu

RUSSIA & UKRAINE - Moscow
russia@ie.edu
ukraine@ie.edu

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