



INSEAD

MBA Programme

Empower Your Future



The Business School
for the World®

The INSEAD MBA Advantage

Consistently ranked within the top three MBA programmes in the world by the Financial Times, there is a myriad of reasons why INSEAD’s accelerated full-time 10-month MBA programme stands out from every other programme in the world:

Multiple Perspectives

Class of 2019

1018

Students
(two intakes: Jan & Sep)

26–32yrs

Average age range

90

Nationalities

350

Women

3–8yrs

Average range of
work experience

Geographical Diversity

Europe	38%
Asia Pacific	33%
North America	13%
South America	6%
Middle East	6%
Africa	4%

Beyond Diversity

At INSEAD, everyone is a minority. With no dominant nationality in the class, you will open up to a world of new perspectives.

Agility & Resilience

The intensity of a 10-month programme equips our students with the ability to multitask, respond to changes and tackle complex situations.



Global Community

The bonds fostered with one another during the programme often translate to lifelong friendships and business opportunities. You will join the INSEAD family of over 58,000 influential alumni in more than 170 countries.

World-class Faculty & Research

With a wealth of experience and talent, our faculty creates top-notch programmes and cutting-edge research that influences businesses around the world.



From Aspirations to Reality

Be it a career switch, advancement or new business venture, the INSEAD MBA helps our graduates realise their professional aspirations.

Responsible Leadership

Through the Personal Leadership Development Programme, we empower students with the right expertise and mindset to go out into their respective fields and create a positive impact on society, driving business as a force for good.

One Year to Challenge Your Perspectives

Two classes per year: Starting in January (graduating in December the same year) & September (graduating in July the following year)					
Two months per period					
<div>Period</div> <div>0</div> <div>Pre-MBA Elements: Business Foundations Week Exploring Management Challenges: BlaBlaCar (online) Language Classes Webinars</div>	<div>Period</div> <div>1</div> <div>Financial Accounting Financial Markets & Valuation Introduction to Strategy Organisational Behaviour I Prices & Markets Uncertainty, Data & Judgement</div>	<div>Period</div> <div>2</div> <div>Corporate Financial Policy Leadership Communication Foundations Managerial Accounting Managing Customer Value Organisational Behaviour II Process & Operations Management</div>	<div>Period</div> <div>3</div> <div>Business & Society: • Ethics* • Political Environment • Public Policy Macroeconomics in the Global Economy 4 Electives <small>* Conducted in Period 2 for the September intake.</small></div>	<div>Period</div> <div>4</div> <div>4 Electives</div>	<div>Period</div> <div>5</div> <div>Capstone: Your First 100 Days + 3 Electives</div>
<div>An average of 90 electives to choose from in these areas:</div> <div><div>• Accounting & Control</div><div>• Decision Sciences</div><div>• Economics & Political Science</div><div>• Entrepreneurship & Family Enterprise</div><div>• Finance</div><div>• Marketing</div><div>• Organisational Behaviour</div><div>• Strategy</div><div>• Technology & Operations Management</div><div>• Others (Courses in areas such as negotiations and communication)</div></div>					
<div>✂ Periods 3 - 5: Take advantage of the campus exchange (optional)</div>					
<div>📅 Internship/summer experience in July & August for January intake (optional)</div>					
<div><div>👥</div>Personal Leadership Development Programme</div> <div>with individual and group coaching</div>					
<div><div>📁</div>Personalised Career Development</div>					

Personal Leadership Development Programme (PLDP)

Throughout the curriculum, you will also go through the PLDP, designed to guide you towards heightened self-awareness through personalised coaching, interpersonal skills and effective communication. You will need to prepare a Personal and Professional Identity Narrative essay and complete your 360-degree before Period 1 starts.

Customise Your Programme: Elective Courses and Field Trips

From Period 3, INSEAD offers you an average of 90 electives. A number of electives take learning beyond the classroom. Courses such as “Building Businesses in China” or “Building Businesses in Silicon Valley” are examples of field trips that give you the opportunity to meet a variety of alumni, entrepreneurs and executives in different countries, creating a unique hands-on experience.

Campus Selection & Exchange

You will have the opportunity to spend at least one Period on another INSEAD campus from Period 3 onwards. Depending on your intake (January or September), you may also choose to spend Period 4 or 5 at one of our partner schools (Wharton, Kellogg or CEIBS).

Wharton and Kellogg will be of particular interest to those seeking to build network in North America – or simply to experience a top U.S. business school.

CEIBS – available only to January starters – offers an inside view of the world’s most dynamic economy and a head start for anyone looking to do business in China. For September starters, you can choose to do an exchange on our Abu Dhabi campus during Period 3.

Please note that campus exchange is managed through a bidding process and is subject to specific requirements.

Excellent Career Opportunities

The global team at the INSEAD Career Development Centre (CDC) is committed to helping MBA students find their true career passions or maximise their pre-determined goals. The CDC is comprised of personal career coaches, employer engagement specialists, and events and data management

experts. CDC partners with students in their career searches, offering support from self-assessment to relationship building with employers. Students are able to customise their career development experience with our unique approach:



Period 0

Prior to your arrival, you will have an opportunity to engage with CDC through a series of live webinars covering CDC basics, CV creation, and relationship building fundamentals. These webinars best position you to arrive at INSEAD ready to engage with CDC and take ownership of the world of opportunities that INSEAD provides.

Careers Core

During Period 1 and Period 2, CDC offers six core courses, eight industry overviews, and Practice & Perfect sessions to equip you with the skills and competencies to find your first post-MBA job, capitalise on your current employment status, and manage your long-term career.

Careers Electives

Over the remaining three periods, CDC offers a variety of career electives covering a range of subjects from interview preparation to salary negotiation. Students have the freedom and flexibility to pick and choose what is most relevant to their career paths and job search focuses.

Top 3 Recruiters in Each Sector

Corporate Sectors

Danaher
GSK
Restaurant Brands International

Management Consulting

Bain & Company
Boston Consulting Group
McKinsey & Company

Financial Services

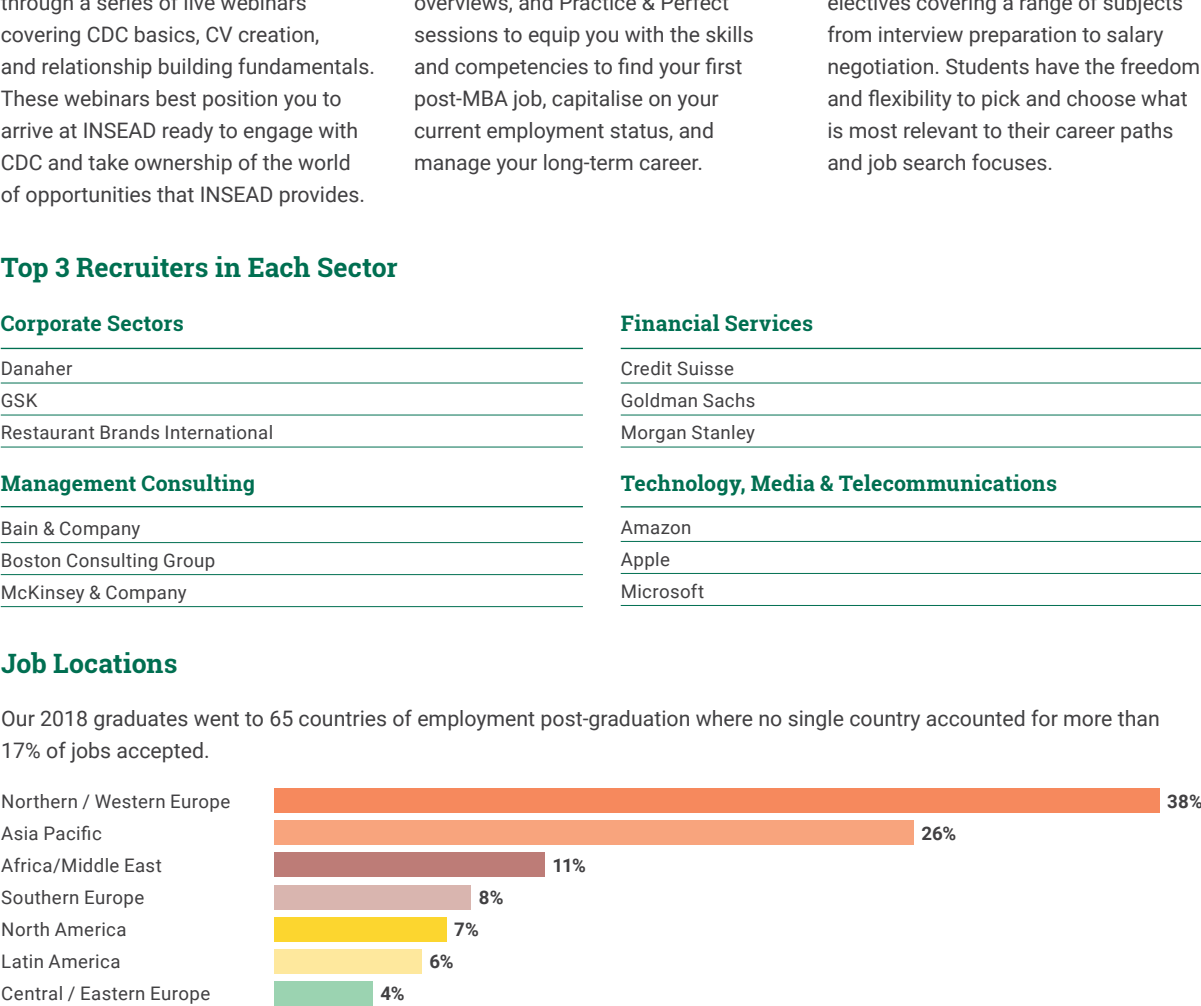
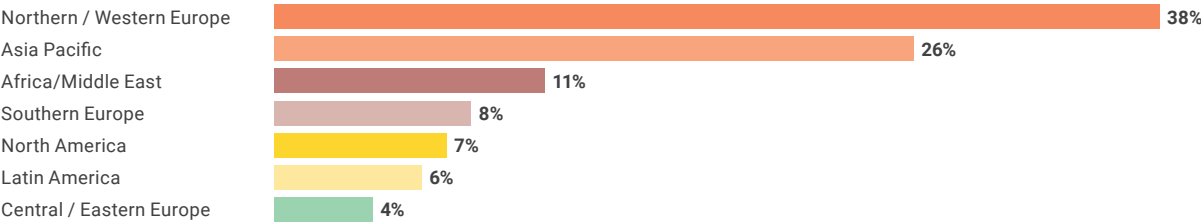
Credit Suisse
Goldman Sachs
Morgan Stanley

Technology, Media & Telecommunications

Amazon
Apple
Microsoft

Job Locations

Our 2018 graduates went to 65 countries of employment post-graduation where no single country accounted for more than 17% of jobs accepted.



Employment Statistics

Class of 2018

US\$ 109,800
Median annual salary post-graduation

US\$ 27,000
Median sign-on bonus

65
Countries of employment post-graduation

78%
Changed one dimension after graduation: country of work, sector or job function

Visit our website to download the Employment Statistics Report:
www.insead.edu/employment-statistics

INSEAD Women

The case for empowering women has never been stronger, not just because it is the right thing to do but because it is the smart thing to do. A growing body of empirical work shows that improving gender balance in the workplace boosts employee retention and organisational performance. It encourages economic growth and benefits society more broadly. Education plays a critical role in developing **gender balance in leadership**. INSEAD is committed to being a key player in this space.

INSEAD develops the **next generation of female and male business leaders** inspired and equipped to address gender balance throughout their careers in an integrated way through the **INSEAD Gender Initiative (IGI)**. We are evidence-based, rigorous and innovative. The IGI engages faculty, staff and alumni – male and female alike – to positively impact education, businesses and society.

Leading by example: To walk the talk, we are working towards gender balance within our own organisation,

leveraging academic insights and investigating best practices across diverse cultures.

Developing Pedagogy: We are developing our faculty to teach in a gender-balanced way across all programmes and educating students on the benefits of and the tools to develop an inclusive environment.

Engaging Alumni: To maximise our reach, we are raising awareness and providing practical knowledge that enables INSEAD alumni to become effective champions for gender diversity and inclusion.

Partnering with business and society: Through knowledge creation and sharing, we are supporting organisations to realise the benefits of improved gender balance with effective programmes and policies.

Find out more about **Women at INSEAD** at www.insead.edu/centres/gender-initiative

INSEAD is the top 3 provider of MBA female talent in the world

Some of our MBA Alumnae



Carolyn Fairbairn
*Director-General
Confederation of
British Industry
MBA'88J*



Karien van Gennip
*CEO
ING France
MBA'95D*



Leila Hoteit
*Managing Director
The Boston
Consulting Group
MBA'03J*



Sharon Agyapong
*Founder
Eya Naturals Ltd.
MBA'11J*



Jade Huang
*CEO
StyleSage
MBA'13J*





“Having moved four countries in the last five years, I experienced first-hand, the lack of community support available for young immigrant women. This motivated me to bring women from different backgrounds together and empower them with resources to help them reintegrate into the workforce, and find a renewed sense of purpose in what they do.”

Jeanne Kirwan
*Digital Management Consultant,
Active Volunteer, Biking & Yoga Enthusiast
INSEAD MBA'14D*



Your Journey Starts Here

Admissions Criteria

 ACADEMIC CAPACITY GMAT/GRE & University degree	 ABILITY TO CONTRIBUTE How you can contribute to the community during and after the programme
 INTERNATIONAL MOTIVATION Adaptability and flexibility in multicultural environments	 LEADERSHIP POTENTIAL Work experience and quality of your achievements

Admissions Process



Language Policy

Our MBA programme is taught exclusively in English. If English is neither your mother tongue nor the language in which your university degree was taught, you will need a certification of proficiency in English such as the TOFEL, IELTS or PTE Academics. If English is your mother tongue, you will instead need to provide proof of intermediate-level ability in one other official language. By graduation, all students will have to demonstrate basic-level ability in a third language.

Application Deadlines

We operate a staged admissions process, with four deadlines for each of the two intakes per year. Competition for each of the rounds is equal, but the earlier you gain admission, the more time you have to secure financing and arrange logistics. The application form typically opens two months before the first application deadline (Round 1) for each intake.

Round	Sep 2020 intake	Jan 2021 intake
1	18 Sep 2019	11 Mar 2020
2	06 Nov 2019	06 May 2020
3	15 Jan 2020	24 June 2020
4	26 Feb 2020	28 July 2020

Financing and Scholarships

Tuition fees for the **January 2020 intake** are **€87,000**. The fees are payable by instalments.

INSEAD distributed over \$5.7 million in scholarship funding to the 2019 graduating classes and 30% of students received awards – averaging €18,700.

Of those graduating in 2019, 15% received company sponsorship and 24% received loans from Prodigy Finance: www.prodigyfinance.com.

Admitted students are also eligible to apply for tuition financing from Brain Capital: www.braincapital.de

Once you have been shortlisted for an interview, you can apply for an INSEAD scholarship.

Our Mission

We bring together people, cultures and ideas to develop responsible leaders who transform business and society.



INSEAD does not discriminate on the basis of race, gender, religion, national or ethnic origin, age, sexual orientation, or infirmity.
INSEAD | Registration Number 199901016K | CPE Registration 21 June 2017 to 20 June 2023

INSEAD Europe Campus

Boulevard de Constance
77305 Fontainebleau Cedex, France
T +33 (0)1 60 72 41 90

INSEAD Asia Campus

1 Ayer Rajah Avenue
Singapore 138676
T +65 6799 5190

INSEAD Middle East Campus

Al Khatem Tower, Maryah Island
ADGM Square
P.O. Box 48049
Abu Dhabi - UAE
T +971 2 651 5200

 Printed by INSEAD on FSC® certified paper

insead.edu/mba

