Why is HEC Paris right for YOU?
+ 4,000 STUDENTS ENROLLED IN DEGREE PROGRAMS

- Master in Management: <3,000 students | 40% international | 50 nationalities
- 5 Specialized Masters/4 MSc: 500 students | 50% international | 40 nationalities
- MBA, Full-time/Part-time: 400 students | 85% international | 90 nationalities
- PhD: 79 students | 53% international
- Executive Education: + 1000
- Summerschool Programs: <300/year
### Facts and Figures

<table>
<thead>
<tr>
<th>#2</th>
<th>BUSINESS SCHOOL IN EUROPE AND #1 SEVEN OUT OF THE LAST 9 YEARS (FINANCIAL TIMES RANKING 2014)</th>
</tr>
</thead>
<tbody>
<tr>
<td>#5</td>
<td>BUSINESS SCHOOL WORLDWIDE (TIMES HIGHER EDUCATION ALMA MATER INDEX: GLOBAL EXECUTIVES RANKING 2013)</td>
</tr>
<tr>
<td>#2</td>
<td>MASTER IN MANAGEMENT (MIM - GRANDE ÉCOLE) WORLDWIDE (FINANCIAL TIMES RANKING 2015)</td>
</tr>
<tr>
<td>#1</td>
<td>MASTER IN MANAGEMENT (MIM - GRANDE ÉCOLE) IN FRANCE (LE POINT 2015, LE PARISIEN 2014, LE FIGARO 2014, CHALLENGES 2013 RANKINGS)</td>
</tr>
<tr>
<td>#1</td>
<td>MSC INTERNATIONAL FINANCE WORLDWIDE (FINANCIAL TIMES PRE-EXPERIENCE GLOBAL MASTERS IN FINANCE RANKING 2014)</td>
</tr>
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<td>#4</td>
<td>FULL TIME MBA WORLDWIDE (WHICH MBA? THE ECONOMIST - OVERALL RANKING 2014)</td>
</tr>
<tr>
<td>#1</td>
<td>TOP 50 SCHOOLS (EXECUTIVE EDUCATION) WORLDWIDE (FINANCIAL TIMES COMBINED RANKING 2014)</td>
</tr>
</tbody>
</table>

| 100% | STUDENTS FROM LEADING UNIVERSITIES WORLDWIDE |
| 700 | AVERAGE GMAT AROUND IN ALL PROGRAMS |
| 95 | NATIONALITIES |
| 65% | INTERNATIONAL FACULTY MEMBERS |
| 110 | PERMANENT FACULTY |
| 100% | PhD FROM LEADING UNIVERSITIES |
| 29 | NATIONALITIES IN THE FACULTY |
| 57 | AFFILIATE PROFESSORS |
| 262 | INTERNATIONAL COMPANIES ON CAMPUS EVERY YEAR |
| >360 | CAREER EVENTS ON CAMPUS EVERY YEAR |
| 54,000 | ALUMNI OVER THE WORLD |
| 1000 | EVENTS EACH YEAR AROUND THE GLOBE |
| 340 | ACRE WOODED CAMPUS |
| 25 | PROFESSIONAL SPORTS COACHES |
| 78 | OVERSEAS GROUPS |
| 130 | STUDENTS CLUBS ON CAMPUS |
Close ties to the Corporate World

Placement
- Career Services
- 95% placement within 3 month after graduation
- 30% of HEC alumni begin their careers abroad
- 20,000 job and internship offers/year
- Each year, more than 250 companies recruit on campus for internships and full-time positions

The HEC Foundation:
- Sponsored by prestigious multinational Companies
- Supporting HEC’s ambitions
- Participating in its strategic orientation
- Providing a direct link between academic and business world (Certificates, Company projects, Seminars, Business games, Conferences)

Benefiting students and companies:
- Unique way to value contact between students and corporations
- A contribution to the development perspectives of HEC Paris
1. High quality standards:

- More class hours >400h
- Small classes <50 students
- Always the main instructor in front of you: no TA

2. Balance between Theory and Practice:

- 50/50: Research faculty / Practitioners - Theory / Practice
- A lot of group work to foster team spirit
- Real-life case-studies & company projects
- 8 Certificates to enhance students’ expertise

3. The human factor is critical:

- Personal Development program:
  - Career events & workshops,
  - Career roadmap, mentoring program, etc.
- Campus life:
  - Strong ties among students
  - Entrepreneurship spirit
- HEC Alumni on campus
20 km South West of Paris
5 km from Versailles
340 acre campus
On-campus housing (1530 rooms, 69 apartments)
Sports facilities: tennis courts, soccer and rugby fields, a gymnasium, fitness center...
Off-campus: golf, diving, sailing, swimming, horse riding...
130 student clubs

Student restaurant
Fully equipped computer rooms with internet & network access
Library with access to internal & external databases
Medical center, day-care center, Ecumenical center
Language lab, computer lab, library

A Campus to live and learn
Focus on “Ecole” and MIM – Grande Ecole
Ecole - A wide range of programs to match all professional goals

Grande Ecole Master’s Programs (18 months)

- Master in Management
- Master in Management & Public Affairs with MGIMO and Freie Universität Berlin
- Master in Management & Business Law: Paris1 – Panthéon La Sorbonne (French)

MSc 1 year

- Strategic Management
- International Finance
- Marketing
- Managerial and Financial Economics
- Sustainability and Social Innovation

A two-phase curriculum: foundation + specialization
More time to experiment & seize opportunities: Exchange, Double Degree, Internship, ..
Global leadership & Expertise

More specialized courses
Earlier on the job market
Additional specialized skills to boost your employability
Key benefits for you:

- A program with the perfect balance between theory and practice
- A 2 phase Curriculum structure combining Generalist knowledge and an expertise in a specific field
- English or Bi-lingual program
- International Opportunities (Exchange, DD, CEMS)
- <20 specializations in M2
- An access to Certificates sponsored by companies (optional)
- Personal Development Program
## MIM - A great diversity of students

<table>
<thead>
<tr>
<th>International</th>
<th>Nationalities</th>
<th>Median GMAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>40%</td>
<td>50</td>
<td>710</td>
</tr>
</tbody>
</table>

Europe 53%  
Asia 26%  
America 12%  
ROW 9%

- Bachelor Degree holders in:
  - Engineering 28%
  - Humanities 22%
  - Economics 22%
  - Science 6%
  - Business 20%
  - Other 3%
The Master in Management – Grande Ecole

GENERAL MANAGEMENT (60 credits ECTS)

HARD SKILLS

- Core courses in all disciplines of management
- Elective courses

M1

- Business Performance Management
- Company Law
- Corporate Finance
- Decision and Data Modeling
- Financial Accounting
- Financial Economics
- Financial Markets
- Leading Organizations
- Marketing
- Methods of Cost Analysis

OPERATIONS & SUPPLY CHAIN MANAGEMENT
- Operations & Supply Chain Management
- Statistics
- Strategy
- French course in the first semester of M1

One of the following courses:
- Accounting 2
- Corporate Tax Management
- Ethics & Sustainability
- Innovation & Entrepreneurship
- Management of Information Systems
- Modeling and Data Analysis with Excel
The Master in Management – Grande Ecole

Expertise in a specific field and research paper (60 credits ECTS)

**In English:**
- International Finance
- Managerial and Financial Economics
- Marketing
- Strategic Management
- Sustainable Development
- Quantitative Economics and Finance
- Entrepreneurship
- International Business: CEMS joint Degree
  - 29 partner universities [www.cems.org](http://www.cems.org)
  - MEP (Master Exchange Program)
    - UCLA, Duke, Babson, ITAM, UTDT, Tsinghua, SNU, University of Tokyo, NTU, GSOM, Kuwait, Melbourne, ...

**In French:**
- Financial Information, Auditing, Consulting
- E-Business, Digital transformation
- Entrepreneurs
- Media, Arts and Creation
- Project Management
- Public Management
- Research track
- Tax Strategy and International Law
- Journalism
- HR
Our Network of Alliances

North America:
› Massachusetts Institute of Technology
› New York University
› Duke University
› Georgetown University
› University of British Columbia
› Babson College
› Cornell University
› Indiana University
› McGill University
› Queen’s School of Business
› University of California at Los Angeles
› University of Michigan
› University of Southern California
› University of Texas at Austin
› University of Western Ontario
… South America:
› Fundação Getulio Vargas, EAESP
› Fundação Getulio Vargas, CPDOC
› Universidad Torcuato Di Tella
› Pontificia Universidad Católica de Chile
› Instituto Tecnológico Autónomo de México
› …

Europe:
› London School of Economics
› Universität St Gallen
› BOCCONI
› Freie Universität Berlin
› Technische Universität München
› University of Mannheim
› Copenhagen Business School
› ESADE
› Prague University of Economics
› Stockholm School of Economics
› St Petersburg University
› Universität Zu Köln
› …

Africa/Middle East:
› Koç University
› Bogaziçi University
› Kuwait University
› Technion – Israel
› University of Witwatersrand
› …

Asia/Oceania:
› Fudan University
› Keio University
› The University of Tokyo (Todai)
› Tsinghua
› National University of Singapore
› The University of Sydney
› National Taiwan University
› HKUST
› Indian Institute of Management
› Asian Institute of Management
› Hitotsubashi University
› Seoul National University
› Singapore Management University
› The Chinese U of Hong Kong
› The University of Melbourne
› …
MIM Career and Placement – class of 2014

98% found employment within 3 months

39% found a job outside their home country

98% employment within 3 months

39% job outside home country

International Students Post-MiM

Job Location

- 30% France
- 23% United Kingdom
- 25% Other European Countries
- 9% Asia
- 10% Americas
- 3% Africa & Middle East

Industry Distribution

- 37% Consulting
- 23% Finance
- 8% High Technology
- 7% Consumer Goods and Food
- 6% Industry and Utilities
- 5% Media, Leisure, Tourism
- 4% Luxury
- 3% Advertising and Publishing
- 2% Real Estate
- 1% NGO
- 1% Health
- 4% Other

Average Starting Salary: 52k€

Average Annual Salary Outside France: 58k€
Focus on main majors M2
International Finance

Tailored to Students: Business Track – Accelerated Track = same career opportunities


Electives (more than 30 electives in Corporate Finance, Investment, Energy, Bond Mgt, . . . )

Certificate, Trip to London, Job Seminars, Professional Experience

The results of the Financial Times (2015) survey of pre-experience masters in finance worldwide for alumni 3 years after graduation for the HEC MIF are:

> Placement success: #1 worldwide, > Career rank: #2 worldwide.

Career and Placement: UK (London): 52%, France: 13%
Other EU: 19%, ROW: 16%
Asset Management, Equity Research, Trading, M&A and Private Equity, Sales, Strategic Consulting, Structured Finance, . . .
Strategic Management

Tailored to Students - 2 Tracks: Business Track and Accelerated Track

Core Courses (Corporate/Business Strategy, Strategic Decisions, Business Economics & Organizations, Strategy Implementation, ....)


Wednesday Case Cracking, Professional Experience Study Trip, Consulting Project or Certificate,

Placement: Europe: 34%, France: 40%, Asia: 12%, America 9%, ROW 5%

Careers: Strategy consulting, Strategic departments of large manufacturing and services companies, Investment Banking and Private Funds, Venture-Capital and Financing of Innovation
Managerial and Financial Economics

A solid basis in economics is an invaluable asset for solving problems in all areas of management.

Core Courses (Econometrics, Behavioral Economics, Financial Cycles and Crises, Corporate Finance, Frictions in Financial Markets, Int’l Trade and Growth, ....)

Electives (Risk Analysis, Derivatives, Game Theory, Monetary Policy, Fiscal and Structural Policy, Business Conduct, Certificate, Professional Experience)

Placement: 27% Consulting, 55% Financial Services, 18% Others.
UK: 24%, France: 20%, Other EU: 25%, USA: 10%, Asia: 21%

Careers: Credit or security analysts, Financial advisors/planners, Economists, Risk management Private equity, Mergers and acquisitions, Consultants in strategy Corporate finance / corporate strategy officers in multinational corporations.
10 CERTIFICATE PROGRAMS:
100 hours of field work, courses, business projects
CHALED BY LEADING COMPAINES

- **Digital Entrepreneur Certificate** (Free, Pixmania, Priceminister, Meetic, Vente-privee.com) - an entrepreneurial approach to digital technologies, new business models, e-commerce, digital communication, funding new ventures, etc.

- **Energy and Finance certificate** (Deloitte and Société Générale) - Energy and Climate concerned issues? analytical skills to become contributors to the current industrial revolution.

- **HEC's Luxury Strategy Certificate** (PPR Luxury Group) - provides future managers with in depth understanding of effective management of luxury brands and companies.

- **Social Business / Enterprise and Poverty Certificate** (Schneider Electric and Danone) - training managers, aware of societal challenges and aspiring to be part of the solution.

- **Innovation Management in Aviation & Aerospace Certificate** (SAFRAN) - explore the complex sources of uncertainty in the aviation industry and the impacts on project management.

- **Leadership** (Pernod Ricard) ...

- **Digital Transformation** (AXA)...

- **Mergers and Acquisitions**...

- **Advanced Management**

- **New in 2016: Retail Excellence** (LVMH)
1. Pre-selection by your university (international office)
2. Online Application on: www.hec.edu/MiM, click « Apply online »
   Select:
   - Program: GE/MiM - Master in Management Grande Ecole
   - Option: Only HEC International Partners preselected candidates
   - Session: Summer 2016
   - Complete the 5 parts of the application

Supporting documents to be up-loaded
- Transcripts
- Certificate of enrolment
- CV (Résumé)
- Proof of identity
- 2 online recommendations from Professors. A third may be added
- Passport-style photo.

3. Admissions Calendar
   - Application deadlines: April 21, 2016
   - Invitation to interview (if necessary): 2 to 3 weeks after application deadlines
   - Final admission results: 6 to 8 weeks after application deadlines at the latest.

Exemption from application fee, and GMAT, GRE
Tuition and Living Expenses

Tuition:

- Tuition fees (M1 & M2):
  - €29,800 + €850 if Gap Year) payable in several installments
- Non refundable deposit to confirm your seat : €4,000
  120€ mandatory Sports Subscription

Living:
Approximately €1,000/month in 2014
Secured on campus accommodation: approx 550€/month (incl. water, heat, internet, ....)

Financing:
- Merit-based scholarship (max 20% of tuition)
- Merit based scholarship on GPA after M1
- French Government Housing Grant (150-190€)
- Loan agreement with ‘Prodigy Finance’
### Some graduates from HEC/UPC: Where are they now?

<table>
<thead>
<tr>
<th>Name</th>
<th>Firstname</th>
<th>Specialisation</th>
<th>Year of graduation</th>
<th>Home university, UPC</th>
<th>Placement</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALSINA SOLA</td>
<td>Carles Javier</td>
<td>FINANCE</td>
<td>2013</td>
<td>ETSEIB</td>
<td>Analyst, Miura Private Equity, Barcelona</td>
</tr>
<tr>
<td>ALCALDEZ MERCADAL</td>
<td>Alejandro</td>
<td>CEMS-MIM, FGV</td>
<td>2010</td>
<td>CAMINS</td>
<td>Manager, Structured Finance - EMEA &amp; Latin America, London</td>
</tr>
<tr>
<td>ANADON ROSINACH</td>
<td>Marta</td>
<td>MFE (exchange SSE)</td>
<td>2013</td>
<td>CAMINS</td>
<td>Short Term Power Analyst, EDF Trading, Paris/London</td>
</tr>
<tr>
<td>FARNOS VIDAL</td>
<td>Xantal</td>
<td>FINANCE</td>
<td>2010</td>
<td>CAMINS</td>
<td>Associate at KPMG, Barcelona</td>
</tr>
<tr>
<td>GARRIGA LOPETEGUI</td>
<td>Aitor</td>
<td>FINANCE</td>
<td>2013</td>
<td>CAMINS</td>
<td>Investment Banking Analyst, Deutsche Bank, London</td>
</tr>
<tr>
<td>LAHUERTA FABREGAS</td>
<td>Isaac</td>
<td>FINANCE</td>
<td>2011</td>
<td>CAMINS</td>
<td>Investment Analyst, Avenue Capital Group, London</td>
</tr>
<tr>
<td>LLANOSO CALDENTY</td>
<td>Joan</td>
<td>FINANCE</td>
<td>2013</td>
<td>CAMINS</td>
<td>Business Analyst, McKinsey &amp; Company, Barcelona</td>
</tr>
<tr>
<td>LLORENS GONZALEZ</td>
<td>Antonio</td>
<td>FINANCE</td>
<td>2014</td>
<td>CAMINS</td>
<td>Analyst, AZ Capital, Madrid</td>
</tr>
<tr>
<td>MARIN ELGUEA</td>
<td>Javier</td>
<td>FINANCE</td>
<td>2011</td>
<td>CAMINS</td>
<td>Associate, Credit Suisse, London</td>
</tr>
<tr>
<td>MARTINEZ TELLO</td>
<td>Marcos</td>
<td>MFE</td>
<td>2012</td>
<td>ETSEIB</td>
<td>Analyst, Deutsche Bank, London</td>
</tr>
<tr>
<td>MORO SOUCHEIRON</td>
<td>Ignacio</td>
<td>FINANCE</td>
<td>2012</td>
<td>CAMINS</td>
<td>Associate, Allianz Capital Partners, London</td>
</tr>
<tr>
<td>PELLEJERO IBANEZ</td>
<td>Marcos</td>
<td>MFE</td>
<td>2014</td>
<td>CAMINS</td>
<td>Investment Banking Analyst, Goldman Sachs, Madrid</td>
</tr>
<tr>
<td>RAVENTOS MARTI</td>
<td>Higinio</td>
<td>MFE (exchange SSE)</td>
<td>2013</td>
<td>ETSEIB</td>
<td>Financial Analyst, Sales Finance, Google, Paris</td>
</tr>
<tr>
<td>SUMPSI PLANAS</td>
<td>Aleix</td>
<td>FINANCE</td>
<td>2010</td>
<td>CAMINS</td>
<td>Associate, Morgan Stanley, London</td>
</tr>
</tbody>
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Open Day
January 30, 2016
10 am - 6 pm

Britta Delhay, hecprograms@hec.fr

www.hec.edu/Masters-programs