Master in Management | Grande Ecole

DD - UPC

Anuja KELKAR
Recruitment Manager
HEC PARIS AT A GLANCE
A TOP-RANKED BUSINESS SCHOOL

#1 MSC INTERNATIONAL FINANCE WORLDWIDE (FINANCIAL TIMES RANKING 2018)

#1 FULL TIME MBA WORLDWIDE (WHICH MBA? THE ECONOMIST OVERALL RANKING 2017)

#1 MSC STRATEGIC MANAGEMENT WORLDWIDE (QS MANAGEMENT MASTERS RANKING 2018)

#2 MASTER IN MANAGEMENT WORLDWIDE (FINANCIAL TIMES RANKINGS 2018)
4,500 students enrolled in degree programs

40% International students

60,000 Alumni worldwide

138 Full-time Professors

64% International faculty

130 Academic partners worldwide
### OUR PHILOSOPHY AT HEC PARIS

#### VERY HIGH ACADEMIC STANDARDS
- More class hours (>350 hours)
- Small classes (<50 students)
- Always the main instructor (no TA)

#### PERFECT BALANCE BETWEEN THEORY & PRACTICE
- 50% Research Faculty – 50% Practitioners
- Real-life case-studies
- Company projects

#### INSPIRING ENVIRONMENT
- Personal Development program
- Networking events
- Strong campus social life
THE PROGRAM
### MASTER IN MANAGEMENT

#### Class Profile

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business, Management</td>
<td>35%</td>
</tr>
<tr>
<td>Engineering</td>
<td>30%</td>
</tr>
<tr>
<td>Economics</td>
<td>15%</td>
</tr>
<tr>
<td>Humanities</td>
<td>10%</td>
</tr>
<tr>
<td>Sciences</td>
<td>4%</td>
</tr>
<tr>
<td>Political Sciences</td>
<td>3%</td>
</tr>
<tr>
<td>Others</td>
<td>3%</td>
</tr>
</tbody>
</table>

#### Former University location of MiM students

- **Europe**: 50%
- **Middle East**: 5%
- **Africa**: 5%
- **Americas**: 14%
- **Asia, Pacific**: 26%

- **250 International students**
- **64 Nationalities**
- **42% Women**
- **23 Average age**
- **708 Average GMAT**
- **All academic backgrounds eligible**
PROGRAM STRUCTURE

- **2020**
  - M1 | CORE PHASE
    - Core Courses
    - Elective Courses
    - « Academy » and FACT program

- **2021 or 2022**
  - M2 | SPECIALIZATION PHASE
    - Major or international double degree
    - Certificate (optional)
    - Research paper
M1: GRASP A GLOBAL PICTURE AND DEVELOP YOUR LEADERSHIP SKILLS

The Grande Ecole program is designed for the leaders of tomorrow: driven and high-achieving students from all backgrounds, looking to equip themselves with the skills needed to succeed in high-level management.

CORE COURSES IN MANAGEMENT
- Business Performance Management
- Company Law
- Contract Law
- Corporate Finance
- Financial Accounting
- Financial Economics
- Financial Markets
- Leading Organizations
- Marketing
- Management and Cost Accounting
- Operations and Supply Chain Management
- Statistics
- Strategy
- Language courses (including a compulsory French course in the first semester of M1).

+ One of the following courses:
  - Strategic Tax Management
  - Digital Management
  - Ethics and Sustainability
  - Accounting 2
  - Data Modeling.

EXAMPLES OF ELECTIVE COURSES

Business:
- Credit Rating
- Inside Venture Capital
- International Banking
- Mergers and Acquisitions
- Project Finance
- International Marketing
- Introduction to Fashion Management
- Sports Marketing
- Wine and Culture Marketing...

Digital Strategy:
- Business Strategy from the Digital Age
- Cyborg Thinking: Questioning Digital Transformation...

International Affairs:
- Introduction to Geopolitics
- Recent Economic and Social Developments in Latin America
- Geopolitics of the Arctic
- Understanding the Middle East: Economic and Strategic Fundamentals...

Social Innovation:
- Leading Change: Winning Hearts and Minds
- Technologies, Climate Change and Future of Energy...
M2: CHOOSE YOUR SPECIALIZATION AND DEEPEN YOUR EXPERTISE

SPECIALIZATIONS IN MANAGEMENT

Examples of on-campus specializations:
- Strategic Management
- International Finance
- Marketing
- Economics - Paris Saclay Master in Economics (joint program with Ecole Polytechnique, ENSAE, ENS Cachan and Paris Sud University)
- Managerial and Financial Economics
- Accounting & Financial Management
- Entrepreneurship

- Sustainability & Social Innovation
- Digital Business.

International double degrees with:
- Technische Universität München (Germany)
- Universität St. Gallen (Switzerland)
- Università Bocconi (Italy)
- ESADE (Spain)
- GSOM (Russia)
- The Indian Institute of Management, Ahmedabad (India)
- Tsinghua University (China)
- HKUST Business School (Hong Kong, China)
- Keio Business School and Keio University (Japan)
- National University of Singapore NUS Business School (Singapore)
- Fundação Getulio Vargas, EAESP, São Paulo (Brazil)
- MIT - Sloan School of Management, MBA (USA)
- Berkeley, Haas Business School, MFE (USA)
- Yale School of Management (USA).
CERTIFICATES TO ENHANCE YOUR EXPERTISE

Sponsored by companies, Certificates are a set of interdisciplinary courses that include 100 contact hours over a period of 6 weeks and a wide range of fieldwork.

<table>
<thead>
<tr>
<th>ENERGY AND FINANCE</th>
<th>EXCELLENCE IN CLIENT EXPERIENCE</th>
<th>DIGITAL TRANSFORMATION</th>
<th>LUXURY</th>
</tr>
</thead>
<tbody>
<tr>
<td>MERGERS AND ACQUISITIONS</td>
<td>SOCIAL BUSINESS</td>
<td>DIGITAL ENTREPRENEURSHIP</td>
<td></td>
</tr>
</tbody>
</table>

Career Paths

Post-MIM jobs by sector

- Consulting: 37%
- Financial Services: 28%
- Technology: 11%
- Consumer goods: 7%
- Industrials: 4%
- Luxury: 4%
- Others: 9%

Employment by region

- United Kingdom: 30%
- France: 20%
- Asia, Pacific: 13%
- America: 5%
- Africa, Middle East: 2%
- Other European countries: 30%

- 96% Graduates employed within 3 months
- 40% Graduates work outside their home country
- €63,000 Average salary
- €98,000 Average salary after 3 years

A COMPREHENSIVE SUPPORT FOR YOUR CAREER

- MAJOR CAREER FAIRS:
  - Finance Career Fair
  - Legal and Fiscal Career Fair
  - Consulting Career Fair
  - Alumni Career Fair
  - General Career Fair: Carrefours HEC
  - Luxembourg Career Fair
  - Social and Sustainable Business Career Fair
- MOCK INTERVIEWS & CAREER WORKSHOPS
- STUDY TRIPS (London, Berlin, San Francisco, New York, Tokyo, Shanghai, Dubai...)

- ENTREPRENEURSHIP SUPPORT:
  - Weekly events
  - Worldclass challenges
  - Dedicated entrepreneurial lab on campus
  - Coworking spaces in Paris
  - HEC Incubator (now at Station F in Paris), with workshops and active mentoring

- CONSULTING PROJECTS AND REAL-LIFE CASE STUDIES
CAMPUS LIFE

SPORTS
STUDENT CLUBS
ACCOMMODATION
RESTAURANTS
LANGUAGE CENTER
CAREER FAIRS
and more…
Aitor Garriga Lopetegui
UPC Camins + HEC Finance
VP Deutsche Bank, London

Miguel Murio Fernandez
UPC ETSEIB + HEC Finance
Associate, I squared capital, London

Aleix Sumpsi
UPC Camins + HEC Finance
Morgan Stanley; VP OpenGate Capital, Paris

Alex Viladegut
UPC ETSEIB + HEC Finance
Senior Associate Consultant, Bain, Barcelona

ALUMNI

200+ DD students since 1997

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VP Deutsche Bank, London

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HOW TO APPLY
WHAT DOES THE ADMISSION JURY VALUE?

- Academic Excellence
- Internships or Extra-Curricular Activities
- Cross-Cultural Sensitivity
- Recommendation letters
- Strong motivation
APPLICATION PROCESS

1. Online application
2. Admissibility
3. Interviews
4. Admission

<table>
<thead>
<tr>
<th>ROUND</th>
<th>Application Deadlines No Later Than</th>
<th>Admissibility Results No Later Than</th>
<th>Admission Results No Later Than</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROUND 1</td>
<td>October 22, 2019 at 12pm</td>
<td>November 14, 2019</td>
<td>November 29, 2019</td>
</tr>
<tr>
<td>ROUND 4</td>
<td>April 28, 2020 at 12pm</td>
<td>May 20, 2020</td>
<td>June 10, 2020</td>
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</tbody>
</table>
ONLINE APPLICATION

- Degree certificates or current enrollment certificate
- All official academic transcripts and GPA
- One-page Resume (CV)
- 2 online letters of recommendation
- Essay questions

Waived for nominated students –
- GMAT or GRE or TAGE MAGE
- English Language Proficiency test score report
- Application fee 110 euros
# Tuition & Living Expenses

**Living Costs**

Approximately €1000/month in 2019, covering housing, food, compulsory insurances (health and civil liability), sports and leisure.

**Fees:** €39,700

<table>
<thead>
<tr>
<th>Tuition Fee Schedule</th>
<th>Academic Fees</th>
<th>Student Service Fees</th>
<th>Administrative Fees</th>
<th>Total Tuition Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>M1 (2020/2021)</td>
<td>€17,450</td>
<td>€1,600</td>
<td>€800</td>
<td>€19,850</td>
</tr>
<tr>
<td>M2 or Optional Gap Year (2021/2022)</td>
<td>€17,450</td>
<td>€1,600</td>
<td>€800</td>
<td>€19,850</td>
</tr>
<tr>
<td>M2 post Optional Gap Year (2022/2023)</td>
<td>€1,600</td>
<td>€800</td>
<td></td>
<td>€2,400</td>
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CONTACT
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