

School of Management
Since 1881

Why is HEC Paris right for YOU?

HEC
PARIS

+ 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

#2  **BUSINESS SCHOOL**
IN EUROPE
AND #1 SEVEN OUT OF THE LAST 9 YEARS
(FINANCIAL TIMES RANKING 2014)

#5  **BUSINESS SCHOOL**
WORLDWIDE
(TIMES HIGHER EDUCATION ALMA MATER INDEX:
GLOBAL EXECUTIVES RANKING 2013)

#2  **MASTER IN MANAGEMENT**
(MIM - GRANDE ECOLE)
WORLDWIDE
(FINANCIAL TIMES RANKING 2015)


#1  **MASTER IN MANAGEMENT**
(MIM - GRANDE ECOLE)
IN FRANCE
(LE POINT 2015, LE PARISIEN 2014,
LE FIGARO 2014, CHALLENGES 2013 RANKINGS)

#1  **MSC INTERNATIONAL FINANCE**
WORLDWIDE
(FINANCIAL TIMES PRE-EXPERIENCE GLOBAL
MASTERS IN FINANCE RANKING 2014)

#4  **FULL TIME MBA**
WORLDWIDE
(WHICH MBA? THE ECONOMIST-
OVERALL RANKING 2014)

#1  **TOP 50 SCHOOLS**
(EXECUTIVE EDUCATION)
WORLDWIDE
(FINANCIAL TIMES COMBINED RANKING 2014)

 **100%**
STUDENTS
FROM LEADING
UNIVERSITIES WORLDWIDE

AVERAGE GMAT AROUND
 **700**
IN ALL PROGRAMS

 **95**
NATIONALITIES

 **110**
PERMANENT
FACULTY

 **100%**
PhD FROM LEADING
UNIVERSITIES

65% 
INTERNATIONAL
FACULTY MEMBERS

29 
NATIONALITIES
IN THE FACULTY

57 
AFFILIATE
PROFESSORS

A PERFECT BALANCE:
50%  **50%**
THEORY PRACTICE

262 
INTERNATIONAL
COMPANIES
ON CAMPUS EVERY YEAR

 **>360**
CAREER EVENTS
ON CAMPUS EVERY YEAR

22,000 
JOB/INTERNSHIP
OPPORTUNITIES POSTED
ON INTRANET EVERY YEAR

54,000
 **ALUMNI**
OVER THE WORLD

1000 
EVENTS
EACH YEAR
AROUND THE GLOBE

 **78**
OVERSEAS GROUPS

 **340**
ACRE
WOODED CAMPUS

25 
PROFESSIONAL
SPORTS COACHES

 **130**
STUDENTS
CLUBS
ON CAMPUS

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**

A Campus to live and learn

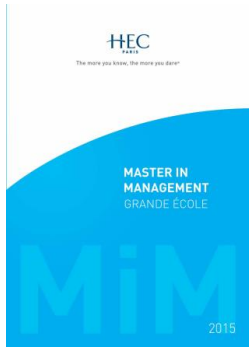
- 20 km South West of Paris
- 5 km from Versailles
- 340 acre campus
- On-campus housing (1530 rooms, 69 apartments)
- Sports facilities: tennis courts, soccer and rugby fields, a gymnasium, fitness center...
Off-campus: golf, diving, sailing, swimming, horse riding...
- 130 student clubs
- Student restaurant
- 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





Focus on “Ecole” and MIM – Grande Ecole

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)

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

MSc 1 year

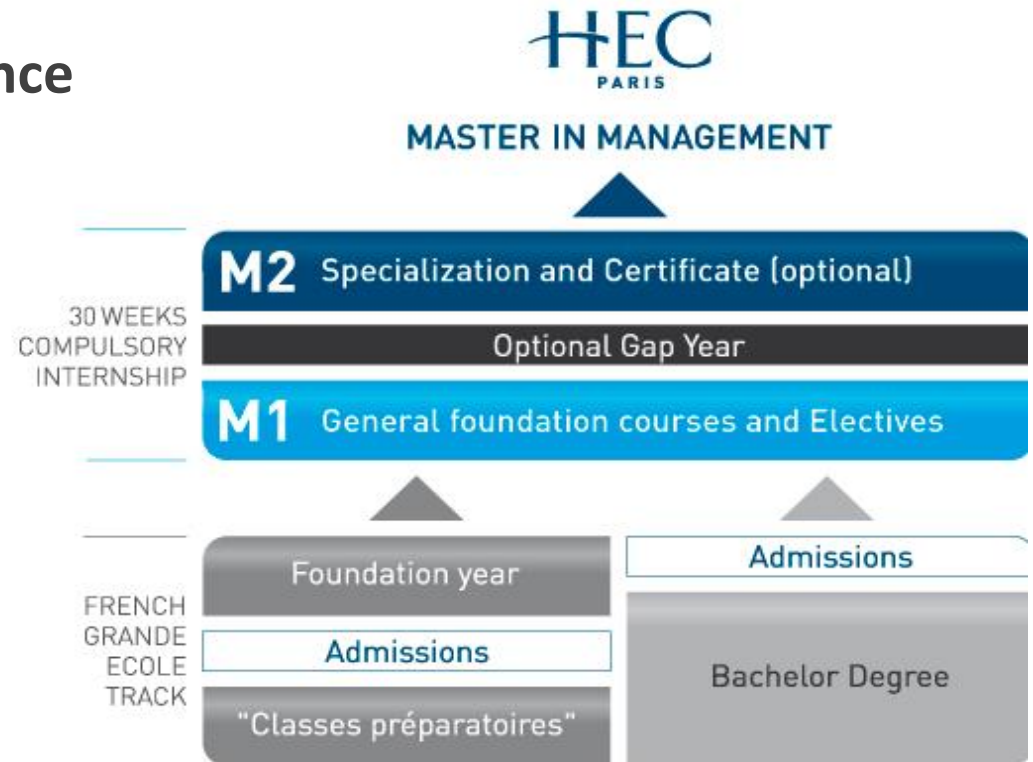


- › Strategic Management
- › International Finance
- › Marketing
- › Managerial and Financial Economics
- › Sustainability and Social Innovation

- ➔ **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

40%
international

50 nationalities
in HEC MiM

Median GMAT
710

Europe 53%

Asia 26%

America 12%

ROW 9%

Bachelor Degree holders in:

Engineering 28%

Economics 22%

Business 20%

Humanities 22%

Science 6%

Other 3%

GENERAL MANAGEMENT (60 credits ECTS)

HARD SKILLS

Core courses in all disciplines of management

Elective courses

SOFT SKILLS

Soft skills seminars, Leadership, negotiation...

CAREERS

Personal Development

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
- 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

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

M2

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
- › **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
- › ...

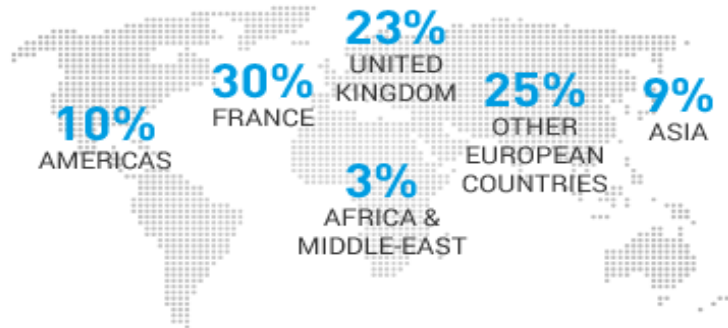
Asia/Oceania :

- › 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
- › ...

 **98%**
FOUND EMPLOYMENT
WITHIN 3 MONTHS

 **39%**
FOUND A JOB OUTSIDE
THEIR HOME COUNTRY

INTERNATIONAL STUDENTS POST-MiM JOB LOCATION



 **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

 **52K€**
AVERAGE
STARTING SALARY*

 **58K€**
AVERAGE ANNUAL SALARY
OUTSIDE FRANCE*

Focus on main majors M2





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

Core Courses (Asset Mgt, Derivatives, Ethics, Financial Modeling/Regulation, FX Derivatives Trading, M&A, Security Markets, Empirical Methods for Finance,....)

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,)

Electives (over 20 electives (Analyzing Business Data, Strategy for Emerging Markets, From Start up to Firm, Strategic Aspects of M&A, Innovation and Entrepreneurship, Strategic Valuation,))

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

 **95**
STUDENTS

 **20**
NATIONALITIES

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

 **100%**
FOUND EMPLOYMENT
WITHIN 3 MONTHS

 **33%**
FOUND A JOB OUTSIDE
THEIR HOME COUNTRY

Managerial and Financial Economics

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



50

STUDENTS



19

NATIONALITIES

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.



93%

FOUND EMPLOYMENT
WITHIN 3 MONTHS



40%

FOUND A JOB OUTSIDE
THEIR HOME COUNTRY

**10 CERTIFICATE PROGRAMS:
100 hours of field work, courses, business projects
CHAIRD BY LEADING COMPAINES**

free

› **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 ofw 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)



Exemption from application fee, and GMAT, GRE

- 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.**

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?

Name	Firstname	Specialisation	Year of graduation	Home university, UPC	Placement
ALSINA SOLA	Carles Javier	FINANCE	2013	ETSEIB	Analyst, Miura Private Equity, Barcelona
ALVAREZ MERCADAL	Alejandro	CEMS-MIM , FGV	2010	CAMINS	Manager, Structured Finance - EMEA & Latin America, London
ANADON ROSINACH	Marta	MFE (exchange SSE)	2013	CAMINS	Short Term Power Analyst, EDF Trading, Paris/London
FARNOS VIDAL	Xantal	FINANCE	2010	CAMINS	Associate at KPMG, Barcelona
FLAMARIQUE	Arantxa	MFE	2014	CAMINS	Investment Banking Analyst, J.P. Morgan, London
GARRIGA LOPETEGUI	Aitor	FINANCE	2013	CAMINS	Investment Banking Analyst, Deutsche Bank, London
LAHUERTA FABREGAS	Isaac	FINANCE	2011	CAMINS	Investment Analyst, Avenue Capital Group, London
LLANSO CALDENTY	Joan	FINANCE	2013	CAMINS	Business Analyst, McKinsey & Company, Barcelona
LLORENS GONZALEZ	Antonio	FINANCE	2014	CAMINS	Analyst, AZ Capital, Madrid
MARIN ELGUEA	Javier	FINANCE	2011	CAMINS	Associate, Credit Suisse, London
MARTINEZ TELLO	Marcos	MFE	2012	ETSEIB	Analyst, Deutsche Bank, London
MORO SOUCHEIRON	Ignacio	FINANCE	2012	CAMINS	Associate, Allianz Capital Partners, London
MURIO FERNANDEZ	Miguel	IB - Exchange SNU	2013	ETSEIB	Analyst, J.P. Morgan, London
PELLEJERO IBANEZ	Marcos	MFE	2014	CAMINS	Investment Banking Analyst, Goldman Sachs, Madrid
RAVENTOS MARTI	Higinio	MFE (exchange SSE)	2013	ETSEIB	Financial Analyst, Sales Finance, Google, Paris
SUMPSI PLANAS	Aleix	FINANCE	2010	CAMINS	Associate, Morgan Stanley, London

Keep in Contact

Open Day
January 30, 2016
10 am - 6 pm

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www.hec.edu/Masters-programs

