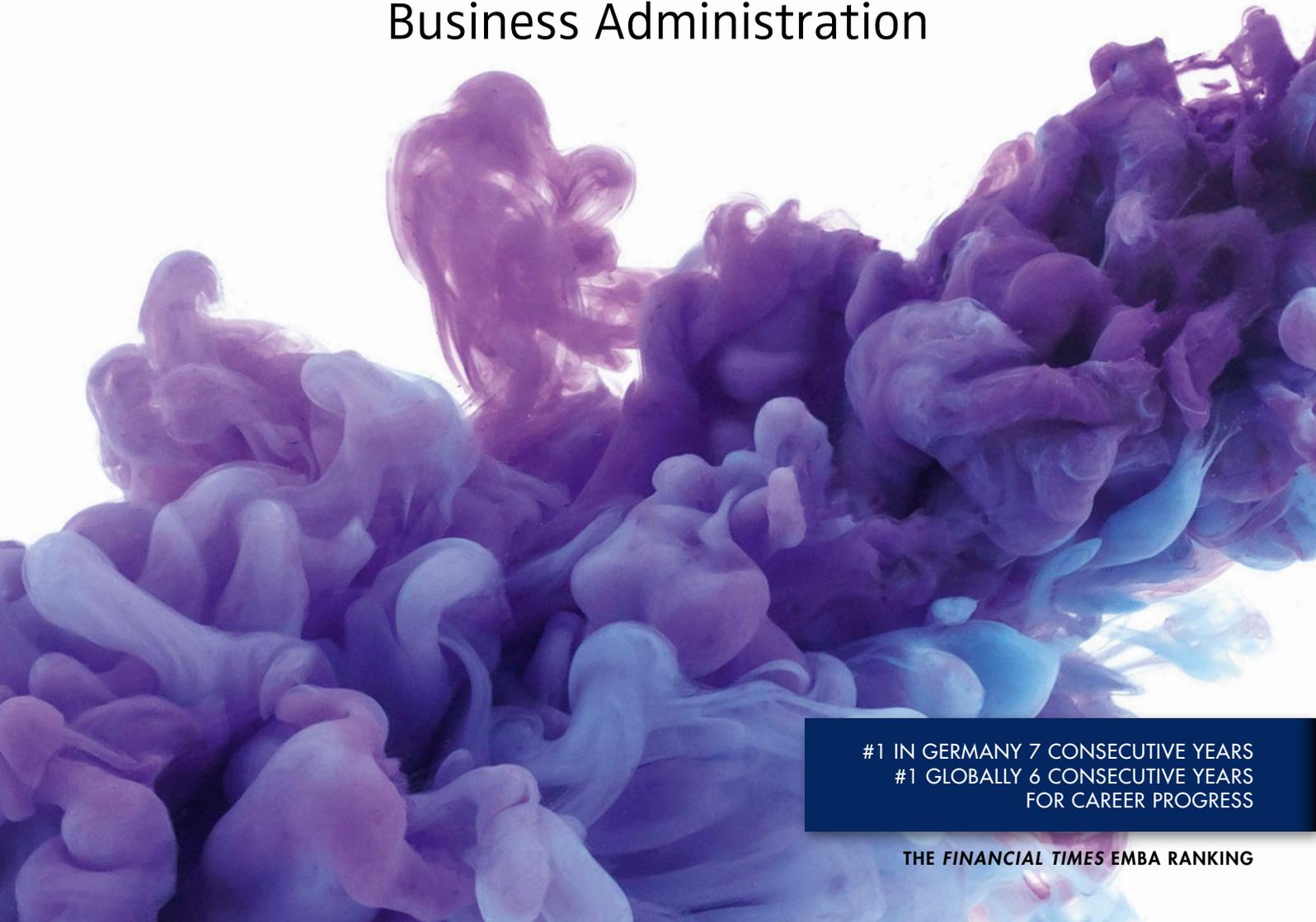




ESMT  
BERLIN

# EMBA

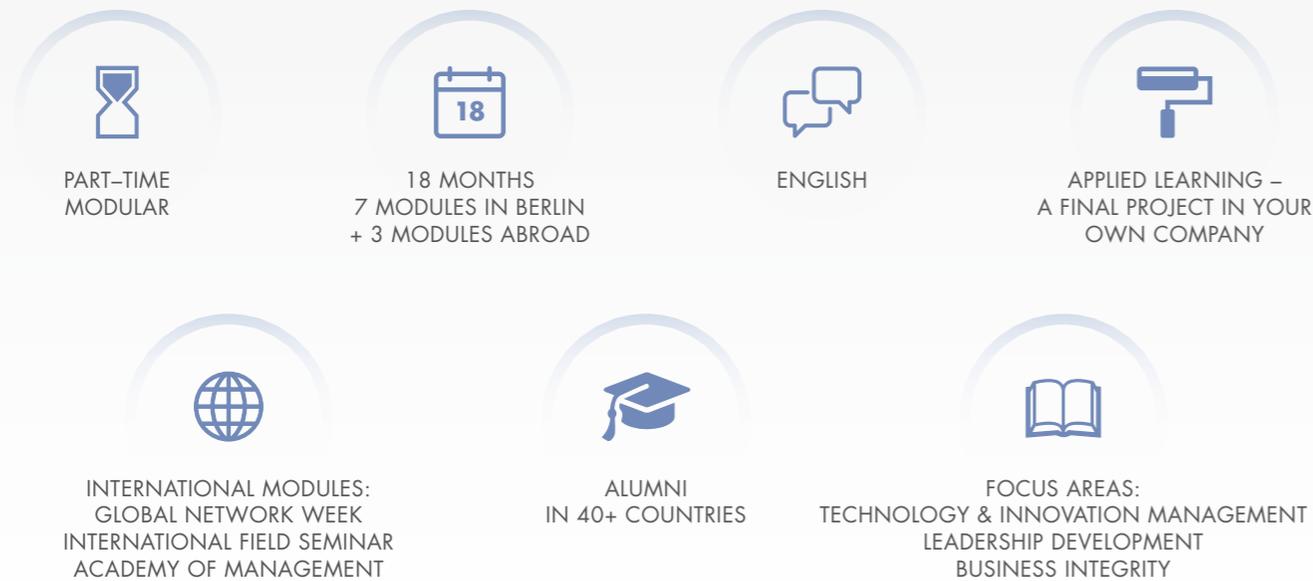
International Executive Master of  
Business Administration



#1 IN GERMANY 7 CONSECUTIVE YEARS  
#1 GLOBALLY 6 CONSECUTIVE YEARS  
FOR CAREER PROGRESS

THE *FINANCIAL TIMES* EMBA RANKING

## KEY FACTS



## THE NEWLY REVAMPED EMBA – OPEN DOORS TO SENIOR MANAGEMENT & ENTREPRENEURIAL EXCELLENCE

The ESMT Berlin EMBA is an academically rigorous and highly practice-relevant general management program that focuses on you and your organization's success. It is designed to deliver experiences and skills needed to become an effective, integrative leader who is capable of implementing change and innovation in complex international business environments. You learn from top international faculty, industry

experts and highly ranked executive coaches through in-class modules supported with online tools and personal consultations. The EMBA journey is highly interactive and experiential. Using a combination of case studies, group exercises, company projects, and business simulations, the high-impact learning approach challenges you to translate modern management concepts into action.

Founders and benefactors of ESMT Berlin

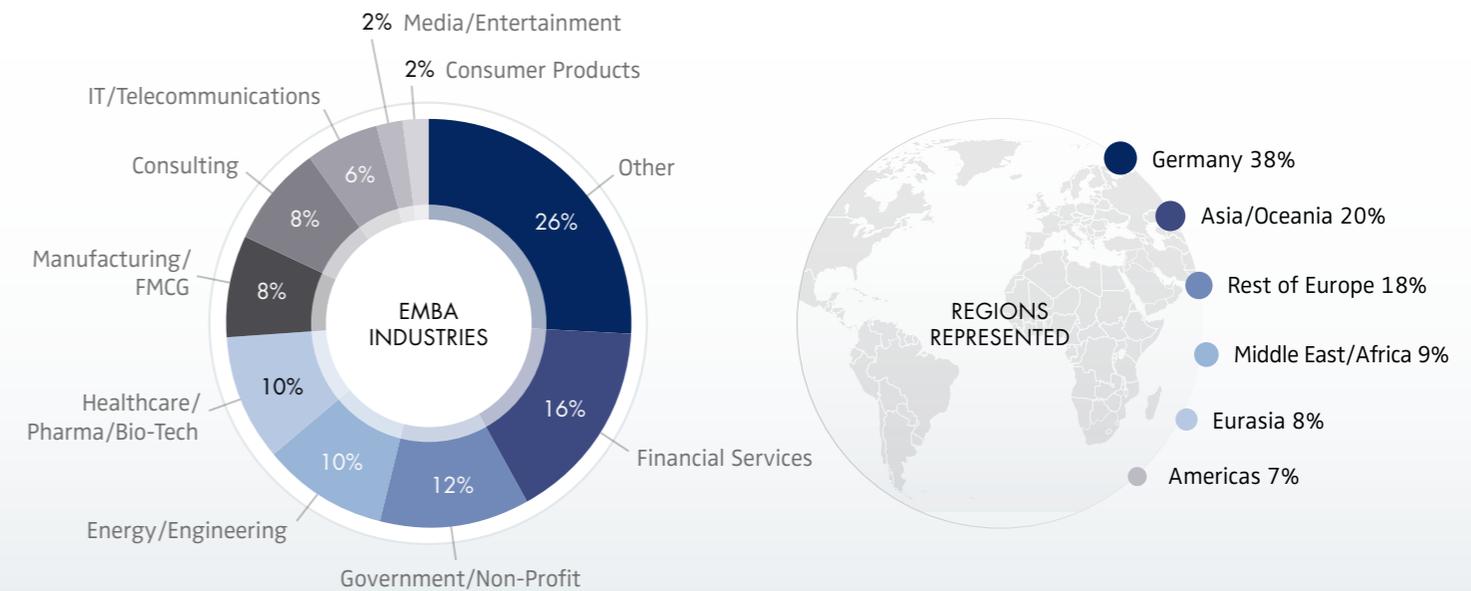


## EMBA 2018 – 2020 CLASS PROFILE



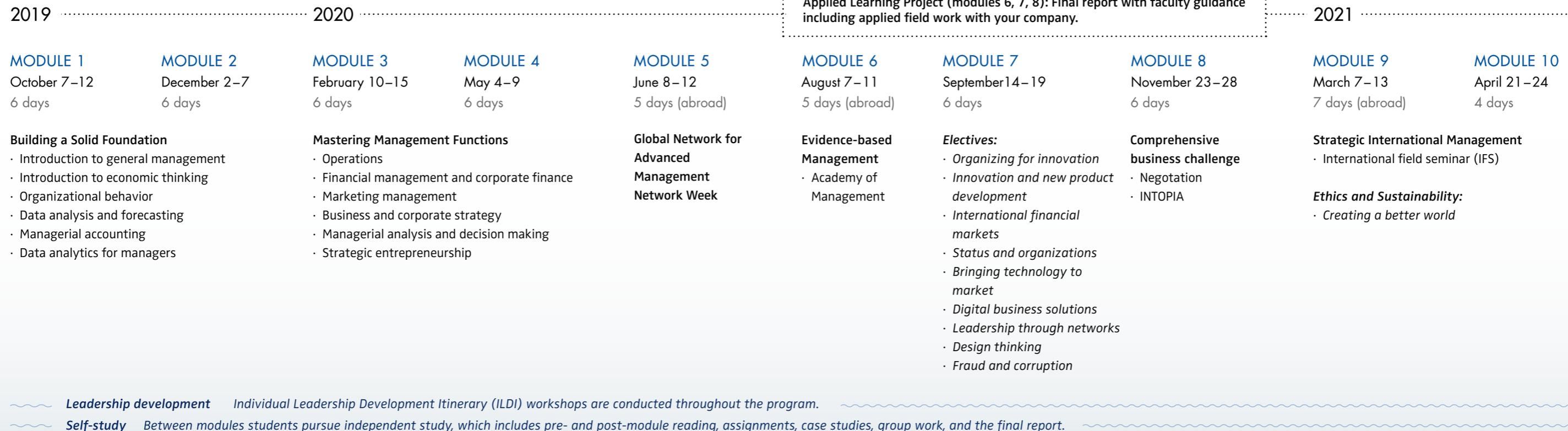
## SELECTION OF JOB TITLES

CEO · CFO · Chief Analyst · CSR & Social Entrepreneurship Expert · Country Division Lead · Deputy Manager · Director of Sales & Marketing · Finance Director · Founder/Managing Director · General Manager · Global Brand & Marketing Director · Global Business Manager of Investments · Head of Clinical Operations Technology · Head of Corporate Strategy and Business Development · Head of Diversity & Engagement · Head of Global Capital Management · Head of Research & Development · Innovation Director · Principal Consultant · Research Scientist · Sales & Distribution Channel Director · Senior Project Manager · Technical VP/Chief Digital Officer · VP of Corporate Development



## EMBA CURRICULUM TIMELINE

Curriculum is subject to change. For up to date information, visit our website: [www.degrees.esmt.berlin/emba](http://www.degrees.esmt.berlin/emba)



### PROGRAM STRENGTHS

#### PERSONALIZED LEADERSHIP DEVELOPMENT FOCUS

Throughout the program, you will develop and fine-tune competencies related to your own executive functioning as a leader. Greater self-awareness, ability to better 'read' people, and an enhanced repertoire of behaviors in leadership situations will help you make a positive impact on individuals, teams, and organizations. **A dedicated faculty lead**, experienced in supporting executives through professional growth and transitions, **will accompany you** through your journey. ESMT has also selected an excellent **team of executive coaches to work with you in small groups and individually**. You will also learn the art of **peer coaching** by practicing with your fellow classmates.

#### APPLIED LEARNING FORMAT

Balance your executive training with professional responsibilities. One-week modules about every two months let you directly apply your new skills. Business-focused course assignments and ESMT's unique final report structure permit to **conduct a project in your organization** and enhance your visibility and network across departments. The new program design enables you to manage your family and social life more efficiently during the program.

#### TECHNOLOGY AND INNOVATION FOCUS AREA

Business principles are explored using cases from a variety of technology sectors. Our top faculty teaches you about developing new, innovative products. **You will have courses on managing people in creative organizations, bringing new technologies to market, and design thinking.**

#### INTERNATIONAL MANAGEMENT AND MODULES ABROAD

Three international modules, each with a particular agenda, allow you to experience a particular business topic, latest global thinking, and societal and organizational cultures first-hand.

During the **Global Network Week you attend lectures at member universities around the world**. EMBA participants have attended electives at AIM (Philippines), EGAD (Mexico), Fudan (China), Haas School of Business (USA), Hitotsubashi (Japan), IE (Spain), UCD Smurfit (Ireland), UNSW (Australia), World Business Council for Sustainable Development (Switzerland), and Yale SOM (USA). ([advancedmanagement.net](http://advancedmanagement.net))

The **Evidence-Based Management Module** takes you to a global Academy of Management conference in North America to expose you to the latest research and thinking just in time for launching your in-

company practice projects. ESMT faculty supports you in building your personal exploration agenda and understanding how to apply research results to practice.

The one-week ESMT **International Field Seminar (IFS) adds real-world experience to conducting business abroad**. The trip challenges you to take-on leading international projects inside the offices of global companies and newly created businesses on other continents. Recent seminars took EMBA classes to Argentina, Brazil, China, Chile, Hong Kong, Malaysia, Vietnam, Russia, Turkey and South Africa. Traveling with the EMBA group allows you to immerse yourself in a cross-cultural dialogue and appreciate different perspectives in a variety of industries. You encounter first-hand what it takes to lead in international business situations, while benefiting from insights gained through interpretation from ESMT faculty.

## BENEFITS FOR YOUR CAREER

### YOU CAN

- Share your experience with a peer-group of managers and gain from their collective experience and insights
- Grow academically and professionally while maintaining your work-life balance
- Apply new skills immediately through unique course assignments and integrated project structure
- Build a life-long network and connections across industries
- Seek individualized career and leadership development advice

### YOUR EMPLOYER RECEIVES

- Fresh input and new ideas
- Growth potential via your enhanced strategic leadership skills and entrepreneurial thinking
- Top talent retention through professional training
- Company-focused projects delivering immediate improvement to daily business operations
- Cross-cultural competencies via collaboration with diverse participants
- Exposure to the best practices of other companies

## EMBA ALUMNI CAREER PROGRESSION

- Corporate Strategist* → **CEO**
- Director Industrial Technologies* → **CEO**
- Head of Server Infrastructure Services* → **CTO and VP of IT Infrastructure Services**
- General Manager Europe* → **Senior Vice-President**
- Section Manager* → **Quality Director**
- Regional Sales Manager EMEA* → **Head of Global Key Account Management**



**NINA ANN WALTERS**  
EMBA ALUMNA, UK

*Position before ESMT:*  
*International Growth Manager –*  
*Marley Spoon, Germany*

**Position after ESMT:** Managing Director – Expandise, Germany

“Taking the EMBA Program at ESMT not only satisfied my intellectual curiosity, but also opened up a new world of opportunities. The leadership training gave me the confidence to start my own business, with the support of the strong network developed among my classmates. It ignited the spark to take the next big leap in my career.”



**RICHARD VOORBERG**  
EMBA ALUMNUS, CANADA & USA

*Position before ESMT:*  
*VP of Global Service Operations*  
*SIEMENS Energy Inc, USA*

**Position after ESMT:** Exec Vice President- North American Generation Services – SIEMENS Energy Inc

“My classmates and faculty challenged my way of thinking. The ESMT EMBA was an excellent opportunity which allowed me to refocus my career and opened doors to new opportunities that might not have existed had I not benefited from the experience. It was definitely hard work but the rewards are: a new perspective, new opportunities and a new core group of trusted colleagues that I can lean on.”

## APPLICATION CRITERIA AND TIMELINE

### STEP 1

**Initial assessment for self-funded candidates or company nomination for sponsored candidates**



**Candidate sends CV for pre-evaluation or ESMT receives nomination**

### STEP 2

**Prepare for either GMAT, GRE, GMAC Executive Assessment or choose the ESMT Admission Test**



**Complete online application (and TOEFL or equivalent, if required)**

### STEP 3

**Complete admissions interview & ESMT Admission Test, if applicable**



**Admissions Committee decision**

## TO APPLY, YOU SHOULD HAVE

- ✓ At least five years of professional experience, including three years of managerial experience with an emphasis on leadership qualities and achievements (managing people, processes, or budgets)
- ✓ An undergraduate degree or equivalent professional qualification
- ✓ Strong GMAT/GRE scores, GMAC Executive Assessment or ESMT Admission Test scores. Completed online application including two references, at least one of which must be from your employer

- ✓ Personal interview with ESMT program director or faculty

## KEY QUALITIES WE LOOK FOR IN APPLICANTS

- ✓ International outlook, intercultural competence, responsible approach to business
- ✓ Proven teamwork skills
- ✓ Leadership achievements and potential for high-performance career growth
- ✓ Excellent analytical skills

## FEES AND FINANCING

**The program fee is € 57,500** and is payable across three calendar years.

**Scholarships:** For self-funded candidates, ESMT offers partial merit-based scholarships for top EMBA applicants. Please refer to our website for more info.

**Loans:** ESMT offers access to alumni-funded loans through Prodigy Finance or the unique scheme from Brain Capital.

**Title IV student and GI Bill loans** are available to US citizens who study at ESMT.

## DEADLINES

**Round 1:** April 8\* | **Round 2:** July 1 | **Round 3:** September 3

EMBA Admissions operates a rolling selection process, with available places in the class filled on a continual basis. Space in the class is limited, and early application is strongly suggested.

*\*Early-bird deadline applicants receive a € 5,750 tuition reduction.*

ESMT  
European School of Management and Technology GmbH

ESMT Berlin  
Schlossplatz 1  
10178 Berlin  
Germany

Admissions Manager:  
Olga Pawlowskaya

Phone: +49 30 21231-1600  
Fax: +49 30 21231-1409

admissions.degrees@esmt.org  
www.esmt.org/emba

Join us:



ESMT Berlin is accredited by:



ESMT Berlin is a member of:

