



**POLITECNICO DI MILANO**  
**GRADUATE SCHOOL OF BUSINESS**

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# ADVANCED MASTER IN INNOVATION AND ENTREPRENEURSHIP

IN PARTNERSHIP WITH



Italian  **Angels**  
FOR GROWTH

A JOINT PROGRAM WITH



**Solvay Brussels School**  
Economics & Management

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# DIRECTORS' WELCOME

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## Chiara Franzoni

MIP Politecnico di Milano  
Graduate School of Business



Welcome to the **Advanced Master in Innovation and Entrepreneurship (AMIE)**, a new programme jointly offered by MIP Politecnico di Milano Graduate School of Business and Solvay Brussels School of Economics and Management. Whether you wish to become an entrepreneur, a project manager in a small or big organisation or a consultant, this Advanced Master will help you acquire the competences to build your success.

By joining this **truly unique programme**, you will develop your ability to spot new market opportunities, to design sustainable innovation strategies and to build a new organisation, while

## Olivier Witmeur

Solvay Brussels School of Economics  
and Management



constantly **testing your skills and creativity** in very different settings. Our action-based teaching method will give you a sound set of competences as well as the right mindset to **master a complex environment**, where increasing speed of change, uncertainty, the emergence of new technologies and the broadening of global markets constantly challenge us. To operate successfully in such complexity, you will have to **think and act as an entrepreneur and an innovative leader**. And this is exactly what you will learn, not only in the classroom, but mainly on the field during the multiple **action-oriented courses** that will shape your experience in Milan and Brussels.

# KEY FACTS

## WHO IS THIS PROGRAMME AIMED TO?

The Advanced Master in Innovation and Entrepreneurship is addressed to candidates who may wish to:

- > Work as a **corporate entrepreneur** in charge of developing and managing innovative projects in established companies;
- > Become an **entrepreneur** or join the founding team of a startup;
- > Work as a **consultant** to assist companies in the implementation of innovative and creative projects;
- > Envisage an entrepreneurial career as a **family business manager**;
- > Work as a **product or business developer** or as a chief designer officer;
- > Work as an associate in **venture capital or business angels funds** or in the entrepreneurial finance division of banks.

## THE MASTER STARTS EVERY SEPTEMBER AND LASTS 12 MONTHS

(6 MONTHS IN MILAN, ITALY AND 6 MONTHS IN BRUSSELS, BELGIUM)



**MIP Politecnico di Milano** is a global business school accredited by EQUIS, AMBA, ranked by the Financial Times among the best business schools in Europe and recognised as a prestigious business school for over 30 years. The school has a wide network of public and private companies and is supported by the strong links developed with the Departments of Engineering and Design of Politecnico di Milano.



**Solvay Brussels School** is the faculty of Economics and Management of the Université Libre de Bruxelles (ULB), with a century-old tradition of excellence in higher education. The alumni community represent a network of over 20,000 professionals and are present in all sectors of activities in more than 65 countries worldwide. Each year the School, which is EQUIS- and AMBA-accredited, welcomes more than 4,000 students.

## THE MASTER IS ORGANIZED IN PARTNERSHIP WITH THE FOLLOWING COMPANIES:



**Ericsson** is the driving force behind the Networked Society - a world leader in communications technology and services. The long-term relationships with every major telecom operator allow people, business and society to fulfill their potential and create a more sustainable future. EGO Program is an initiative of Lars Magnus Ericsson Foundation and represents one of the Ericsson corporate social responsibility projects in Italy since 2004. Established in collaboration with the most important Italian universities, it aims to provide growth and development opportunities to new entrepreneurial initiatives within the communications field and its applications.



**HP** creates new possibilities for technology to have a meaningful impact on people, businesses, governments and society. With the broadest technology portfolio spanning printing, personal systems, software, services and IT infrastructure, HP delivers solutions for customers' most complex challenges in every region of the world.



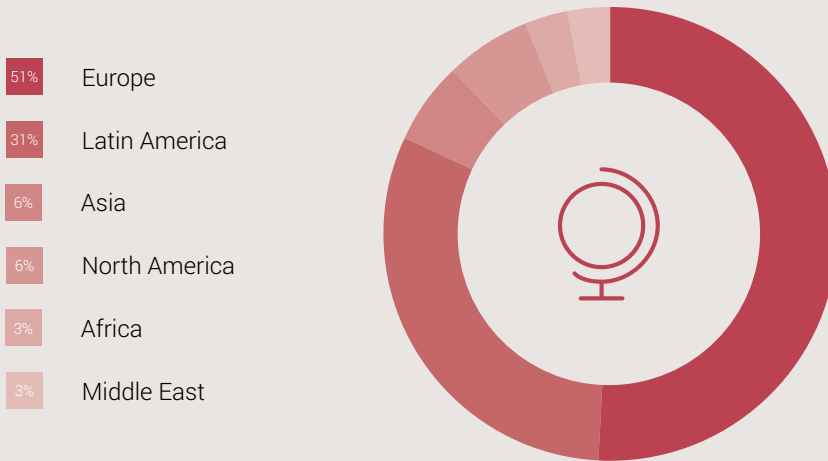
**IAG - Italian Angels for Growth** (IAG) is the largest angel group in Italy. It was established in 2007 as a non-profit organization by nine co-founders and at present it involves about 120 carefully selected members. The Group activity is promoted and managed exclusively by individual investors. IAG's ultimate goal is to offer its members the opportunity to invest in the best possible start-up companies and as such, the association is totally apolitical and is not tied to any preferential public or private source of deal flow. IAG members recognize the Principle of Voluntary Contribution, Internationality, Profit, Sharing, Innovative Entrepreneurship, Merit, Passion and Fun.

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# CLASS COMPOSITION

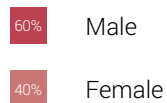
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## AREA OF PROVENANCE



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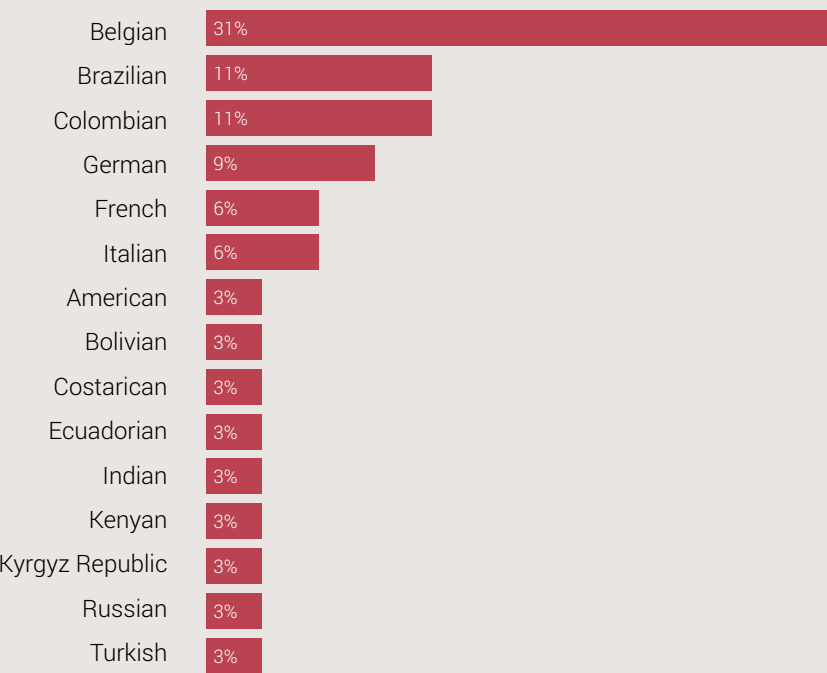
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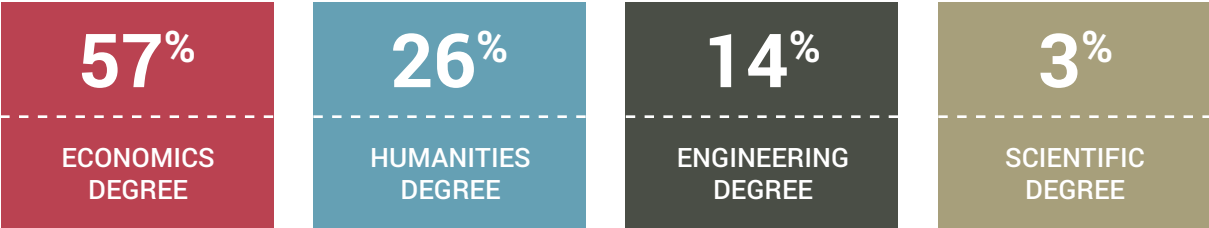




# NATIONALITY



# ACADEMIC BACKGROUND



Class Composition



# LEARNING OBJECTIVES

- > Acquire the capability to **develop a new business idea in a lean and effective way**, going from the design of the business proposition to the project execution.
- > Acquire the capability to **foresee technology and market changes** from their inception.
- > **Develop your leadership and decision-making skills** and your capability to manage teams.
- > Learn to **introduce and manage innovations** in a cost-effective and sustainable way.
- > Develop **new market and social opportunities** for new and existing businesses.
- > Acquire advanced knowledge in value proposition testing, product design, entrepreneurial finance, marketing and organization.
- > Acquire **capabilities to experiment** quickly and inexpensively with new ideas to help you foster your idea generation and selection capacities.
- > Assess the costs and risks associated to new technologies and new markets.
- > **Build your own personal network** with managers, investors, designers, entrepreneurs, incubators, and consultants from different industries and countries.
- > Experience a stimulating, international and visionary environment.
- > **Build managerial and organizational skills**, and your capability to work in team.
- > Improve your adaptability to different environments and your willingness to accept risk and responsibilities.



# THE MIP-SOLVAY EXPERIENCE

At MIP and Solvay we have a long-standing tradition of research and teaching in technology strategy, entrepreneurship, design, creativity and innovation.

We have conceived this program to let our students enjoy a unique blend of rigorous academic excellence and a rich multi-cultural experience at two vibrant European cities. Our teaching methods blend in-depth lecture-based teaching, case-studies, design and experimentation labs, on-the-field training and exposure to mentorship. In Milan, the students have access to in-campus facilities of

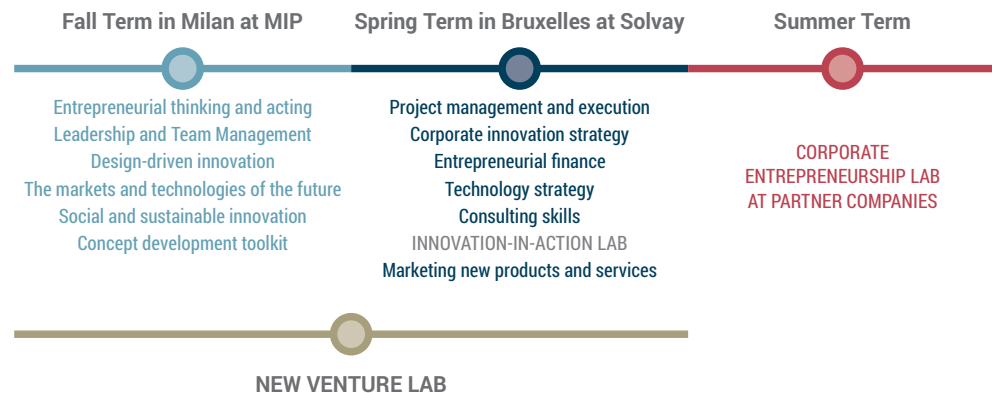
fast-prototyping (e.g. 3-D printing, laser cutting and other digital manufacturing technologies) and can ask to be assisted by Polihub, the business incubator and co-working space of Politecnico di Milano, which serves as a partner institution to this programme.

In Brussels, they are coached by the team of Solvay Entrepreneurs, the entrepreneurship center of Université Libre de Bruxelles, and have full access to its broad network of partners (Angels, VC, experts, entrepreneurs, incubators, public initiatives...).





# PROGRAMME CONTENT AND FEATURES



Over the program, participants will take part in **three major projects**:

1. The 'New Venture Lab', where they will have to **act as an entrepreneur** to create a business model of start-up from scratch;
2. The 'Innovation-In-Action Lab', where they will have to **act as a business consultant** in one established small or medium enterprise;
3. The 'Corporate Entrepreneurship Lab', where they will have to **act as a team-member** of a new corporate project.

During these projects, the students are coached by our Faculty members and by our network of business partners and professional consultants to maximize their on-the-job learning experience.

Our partner companies will be involved in a series of activities such as workshops, business seminars, CV screening, project work.

The lectures take place in **two main European campus locations**:

- > in Milan (Italy), during the fall term
- > in Bruxelles (Belgium), during the spring term

*For most international specializing masters, MIP offers an intensive Italian language course during the first week of classes. Students have then the opportunity to attend a standard Italian language course (up to 40 hours) along the semester.*

The summer break takes place in a location of students' choice or at one of the partner company's locations.

University services are available in Milan and in Bruxelles to facilitate the mobility of the students.



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# STUDENTS' TESTIMONIALS



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**Felix Katzer**

**Germany  
AMIE 2016**

I started this Advanced Master in Innovation and Entrepreneurship, with the desire to move away from the traditional business education and learn about new tools and mindsets of the future. The AMIE programme offered me this opportunity, which I have greatly enjoyed. I feel prepared to not only be an asset to the innovation department of a corporation, but I now have the roadmap to start my own company with confidence.

What sets this master apart, is the chance to experience two extremely vibrant cities and cultures.

While Milano offers a taste of the "*Dolce Vita*", Brussels is the heart of the European Union. This controversy makes this master and its environment so continuously exciting. Additionally, studying at two well-known Business Schools, MIP and Solvay, gives this master its academic value that it deserves. Above all, within the AMIE program there were more than 30 students from 24 different countries, which is a rarity in itself. Not that we became close, we also learned to work with each other, which proved to be a valuable lesson.

After the completion of AMIE, I was in search of a possibility to work on the forefront of innovation, I wanted to be a part of a team that forms the future. With the graduate program in Strategic Innovation at Piaggio, I was given this opportunity for which I am extremely thankful!



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## Catherine Baggio

**Belgium  
AMIE 2016**

In the Advanced Master in Innovation and Entrepreneurship offered by MIP and SOLVAY, I felt driven to achieve my full potential. Not only did I have the opportunity to interact with great minds and network with experts in multiple fields, I also learnt how to think and act like a professional in a context that reproduces real life business challenges. In my opinion, the uniqueness of the program lies in the genuine cross-cultural experience it offers.

After undergoing the Advanced Master, I was recruited for a 6-month internship at L'Oréal Group in Brussels. Today, I am mainly responsible for the operational marketing activity of Garnier Skin Care Belgilux, allowing me to further cultivate both my analytical and creative aspects alongside admirable business minded people in a booming corporation.



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## Pauline Opdebeeck

**Belgium  
AMIE 2016**

This Advanced Master gives us the opportunity to work on our own new venture. Creating the perfect team, developing a Business Model Canvas, learning how to innovate your business model/product/operations, re-develop the meaning of things, calculate the innovation rate of technologies of the future... these are all examples of the topics we discuss during our lectures. Through guest lectures we also gain insights in different upcoming fields such as Robotics, Nanotechnology, Nano Electronics, Nuclear Fusion...

When you are confronted with these topics each day, it definitely creates an environment where you are eager to start your own company! Today not only start-ups need to innovate their business model to obtain a competitive advantage, also existing companies need to keep up the pace with the fast growing and complex environment. Intrapreneurship is another topic that is touched during classes and where every company, and so do we, will need to deal with one day or another.



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# ADMISSIONS

## REQUIREMENTS

Eligible applicants must hold one of the following:

- > Master or Master of Science Degree or equivalent (four or five years of study overall)
- > Bachelor Degree of 180 ECTS credits or equivalent, preferably followed by 1-2 years of working experience

## APPLICATIONS

Please submit the following documents (English only):

- > Application form ([www.applyformasters.net](http://www.applyformasters.net))
- > Application fee receipt (€100)
- > CV or resume
- > Copies of University degree or degrees and academic transcripts
- > Proof of English proficiency (TOEFL, IELTS or equivalent) for non-native
- > A letter of motivation

If the applicant deems it relevant, he/she can support the application with:

- > Two reference letters
- > Any other certificate or skill-test (GMAT, GRE, etc.)

If eligible, applicants will have to sit for a motivational interview.

## TUITION FEE

The tuition fee amounts to €15,000.

Partial waivers to tuition fees are available based on the candidate merit.

Partial early-bird waivers are also applied.

## DEGREE AWARDED

- > University certificate: "Advanced Master in Innovation and Entrepreneurship" delivered by Solvay Brussels School of Economics & Management of Université Libre de Bruxelles
- > Specializing Master: "Advanced Master in Innovation and Entrepreneurship" delivered by Politecnico di Milano

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## CONTACTS

**MIP Admissions Office**

Tel. +39 02 23992820

[infomasters@mip.polimi.it](mailto:infomasters@mip.polimi.it)

[www.mip.polimi.it/amie](http://www.mip.polimi.it/amie)

MIP and Solvay organize regular information sessions in Milan, in Brussels and online.  
Email us for information.



**Executive Education**  
Ranking 2016



**European Business Schools**  
Ranking 2015



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