POLITECNICO DI MILANO
GRADUATE SCHOOL OF BUSINESS

INTERNATIONAL FULL TIME MBA

IN PARTNERSHIP WITH

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DIRECTOR'S WELCOME

JOIN THE MIP FAMILY

In today's business world of constant change and "disruptive" innovation, being a good manager is no longer sufficient. It is also important to know how to anticipate and interpret major changes occurring in the external environment through a global mindset and, at the same time, to know how to become real drivers of innovation in business developments that affect the competitiveness of modern enterprises.

This emerging need for innovative and entrepreneurial managers is fostered by the numerous MBA Partner Companies and is exhibited through their continuous involvement in the development of the program. These companies have a key role, both in setting the topics that will be discussed during the program, and in the many "on field" activities that will help enrich the professional and personal experience of candidates.

The new **International Full Time MBA** presents itself with revamped content, teaching methods and in a format aimed at training managers to face the main challenges of tomorrow.

At MIP, we are committed to training people who can have a significant influence on business and society by being capable of:

> Innovating, grasping stimuli from distant and unexpected areas; Managing and resolving problems that affect the competitiveness of enterprises in the medium and long term;
> Leveraging leadership and interpersonal skills needed by top-level management staff;
> Effectively managing operations, with an entrepreneurial spirit

I am convinced that the International Full Time MBA, with a strong emphasis on broader, cross functional issues and with the participation of many partners companies, will significantly contribute to the professional and personal growth of participants enabling them to achieve their objectives.

Raffaello Balocco
Director, International Full Time MBA

INTERNATIONAL MBA AT A GLANCE

Format: Full-Time

Profile: Graduates from any discipline with minimum 3 years of work experience

Length: 12 months

Intake: September

Language: English

Campus: Milan, Italy - Access to Milan, Italy's business hub, financial capital and the world's design destination

Exchange Programs: With prestigious and internationally accredited and recognized Business Schools abroad

International Business Community: Full Immersion in company projects and with World-class faculty composed of professors, managers, consultants and industry experts

Dedicated Career Service: An average of 100% Placement within 8 months of graduation

A PROGRAM RESPONDING TO TODAY'S BUSINESS NEEDS

- Designed to train the '**manager of the future**' capable of addressing cross functional, multi-dimensional and complex problems
- Focus on new and **emerging** technologies in management
- **Unique Training Formula**: Technological Know-how combined with managerial skills
- 4 Fundamental Elements: **Analytical Approach** to Problem Solving, **Innovation & Futuristic Technology**, Balance of **Hard and Soft Skills**, Close Collaboration with **Companies**
- **Diversified Teaching Methodology**: Digital learning, interactive lessons, business cases, group activities, business seminars by companies, outdoor training, assessment center, business games and business plan, Boot Camps
- Focus on specializing in new-age management specializations: Seven different **Boot Camps** to join and learn from
- **Small Class Size** with an optimal teacher-student ratio and effective peer to peer learning
- Opportunity to learn the **Italian language** during the program

ITALY, A PLACE TO LIVE, LOVE, EAT AND... STUDY

Have you ever been thinking about going to a country where you can have almost everything just around the corner such as skiing, beaches, and maybe the most amazing historical sites and art creations in Europe?
Italy is a place where the ancient world merges with modern times, making it an international cultural center. There are a variety of experiences in Italy coming from the multicultural environment and history of great philosophers, making it an increasingly attractive location for international students.

Today Italy ranks among the 8 most industrialized countries in the world. Alongside some big companies, both state-owned and private, it has developed a sound network of small and medium-sized undertakings, promoted a few scientific parks, and is incentivizing basic and applied research in a great variety of fields (biology, ICT, medicine, physics, etc.).

MILAN ITALY'S ECONOMIC HEART AND DESIGN CAPITAL OF THE WORLD

Living and studying in Milan offers a broad exposure to an international business community and opens up an array of opportunities thanks to its rich entrepreneurial network and the wide variety of sectors present in the territory. Home to 400 banks and major industrial companies, Milan is often described as the "Locomotive of Italy"; it is at the heart of a manufacturing system that generates 21% of Italy's GDP and its strong economic base has made it one of Italy's most influential cities.

Milan is also an international center for the fashion industry and a world leader in design. Here the ingrained manufacturing tradition is flanked by a culture of progress and experimentation, enterprise and production.
It is a dynamic, cultural city at the forefront of modern Italy where the most important events, shows and exhibitions take place.
Trade fairs are an important resource of the city which allow enterprises, particularly small and medium ones, to connect with international markets.

Milan possesses an efficient infrastructure system and its well-developed road, rail and airport connections make it a major tourist destination in Europe.

POLITECNICO DI MILANO

The Politecnico di Milano is one of the most outstanding universities in Europe. For the first time, it is ranked among the top 100 universities in the world in 10 research areas included in the **QS Ranking by Subject 2015**: Art & Design Art; Civil & Structural Engineering; Architecture and Built Environment; Computer Science & Information Systems; Electrical & Electronic Engineering; Mechanical, Aerospace and Manufacturing Engineering; Chemical Engineering; Physics & Astronomy; Mathematics; Materials Sciences; Business & Management Studies.

Thanks to these results, according to the QS World University Ranking - **Engineering & Technology 2015**, Politecnico is ranked 24th in the World, 7th in Europe and 1st in Italy among technical universities. Founded in 1863, it is the largest school of architecture, design and engineering in Italy, with three main campuses located in Milan, the heart of fashion and design industries and venue of Expo 2015, and five more premises around the Lombardy region. Many important scientists and architects studied and taught here; among them Achille Castiglioni, Gio Ponti, Renzo Piano and Aldo Rossi, both Pritzker Prize winners in 1990 and 1998 respectively, and Giulio Natta, Nobel Prize in Chemistry in 1963. The Politecnico di Milano is organized into 12 departments, responsible for planning of the research strategies, and 6 schools, responsible for the organization of education. Among these, 3 schools cater for the different fields of engineering and 3 schools for the fields of architecture and industrial design. Thanks to a strong **internationalization** policy, many programs are taught entirely in English, attracting an ever-increasing number of talented international students, which now form a diverse community from more than 100 different countries. In the academic year 2014/2015, 21,6% of the total students enrolled on Master of Science Programs were international. Inter and multidisciplinarity is fostered throughout the academic path, and it is the methodological approach of the Phd School and the ASP (Alta Scuola Politecnica), a school for young talents from all over the world, who develop their skills in a team work context to pursue complex innovation projects. Teaching is increasingly related to research, a key commitment that enables to achieve results of high international standards, while creating connections with the business world.

Strategic research is carried out mainly in the fields of energy, transport, planning, management, design, mathematics and natural and applied sciences, ICT, built environment, cultural heritage, with more than 170 laboratories, among these also a Wind Tunnel and a Crash Test centre.

MIP POLITECNICO DI MILANO

Founded in 1979 as a Consortium between the Politecnico di Milano and many Italian institutions and several leading public and private industrial groups, today MIP is a non-for-profit consortium limited company. MIP and the Department of Management, Economics and Industrial Engineering together make up the School of Management of Politecnico di Milano, which is involved in all the many aspects surrounding research and education in the fields of management, economics and industrial engineering.

ACCREDITATIONS & RANKINGS

In 2007, the School of Management was initially accredited by EQUIS. Since first joining the Financial Times' rankings of best European Business Schools in 2009, for the seventh consecutive year, in 2015, the Financial Times has endorsed the School, listed among the best schools in Europe. Today, the School is listed with: Executive MBA, Full-Time MBA, Master of Science in Management Engineering, Customised Executive Programs for business, Open Executive Programs for managers and professionals.
In 2013, the MBA and Executive MBA programs received the prestigious international accreditation, AMBA (Association of MBAs). From 2014, the School is member of UniCON (International University Consortium for Executive Education), PRME (Principles for Responsible Management Education) and Cladea (Latin American Council of Management Schools).

Executive Education
Ranking 2016

European Business Schools
Ranking 2015

WHY AN MBA AT MIP?

The International MBA program is now offered in a brand new and innovative format focusing on latest business and management topics that the corporate world of today faces.

The program aims at training candidates to assume the role of the "manager of the future" who is capable of addressing new and emerging topics including Lean Start-up, Luxury & Design, Smart Manufacturing, Big data & Business Analytics, Internet of Things among others. The new improved format of the MBA program is one of a kind designed to impart technical and interpersonal skills needed by the modern manager who is increasingly required to solve cross functional, multi-dimensional and complex problems.

The program is offered in official collaboration with several Multinational and Italian companies offering company sponsorships as well as project work and job opportunities to candidates.
The list of MBA partner companies includes Aboca, Allianz, Amazon, ArtRooms, Banale, Barilla, Bip, Blackberry, Edison, EF - Education First, Enel, Expedia.it, Fire, Halldis, IBM, Kerakoll, lastminute.com group, Lilly, Microsoft, OTB Diesel, Pirelli, Poliform, Sirti, Telecom/Tim, The Boston Consulting Group, Vente-privee, Vimar, Vivocha, Vodafone, Whirlpool, Xmetrics, etc.

5 REASONS TO CHOOSE THE INTERNATIONAL MBA OF MIP POLITECNICO DI MILANO

01.

OFFICIAL PARTNERSHIP WITH OVER 30 COMPANIES

The International MBA program is offered in official collaboration with more than 30 Multinational and Italian companies offering company sponsorships as well as project work and job opportunities to candidates. The program is redesigned by and for companies to prepare the 'manager of the future' who is capable of solving cross-functional, multidimensional and complex problems that the corporate world of today faces. The MBA Partner Companies will have a key involvement in the program right from the start through networking events, mentorship, business seminars and funding opportunties for candidates.

02.

MBA PROGRAM OF THE FUTURE

The new improved format of the International MBA program places strong emphasis on smart learning - offering a fast track learning path bringing together advanced digital learning, management boot camps, international exchange opportunities and in-company project work.
The program is designed to enhance the employability of candidates for futuristic companies that no longer look for managers specialized in just one management function. The program aims to train managers to acquire transferable skills applicable to a broad range of departments and divisions of an existing company or of their own entrepreneurial venture.

03.

YOUR DEDICATED CAREER SERVICE

MIP Career Development Office (CDO) is one-of-a-kind and is dedicated to providing a highly personalized service to each MBA student.
The CDO provides guidance and assistance so as to best prepare the candidate for the recruitment process with the MBA Partner Companies as well as all the companies of our network. The CDO's goal is to provide the MBA students with the right opportunities to grow their post-MBA career.

04.

CELEBRATE DIVERSITY

The International MBA class is composed of over 20 different nationalities with candidates coming from different academic, professional and cultural backgrounds. The experience is truly international thanks to the many short and long exchange opportunties in France, Spain, Germany, Mexico, Brazil, Hong Kong, China, India, Australia, USA and UK.

05.

AWAKEN THE BUDDING ENTREPRENEUR IN YOU

The International MBA at MIP is also a unique opportunity for wannabe entrepreneurs. The program offers the platform to build on your own entrepreneurial idea and test it in front of real investors and business angels. Candidates will have access to PoliHub - Politecnico di Milano's in-house startup district and incubator to develop their own business venture or new product idea.

MBA Partner Companies…

…offering **project work** opportunities

…giving **company presentations**

…presenting **placement opportunities**

…supporting the **design of the bootcamps**, our advanced courses to boost your career…

Laura Pavani

Head of Talent Management, Allianz S.p.A

Allianz S.p.A. has chosen to become partner in the MIP International Full Time MBA 2016 because we are convinced that this program supports our vision of adding value to talent. We believe this MBA is aligned with our aim of nurturing talents and of investing time and efforts in training in a challenging and international environment.

A CHANGE IN PERSPECTIVE...

THE ONLY MBA WITH OVER 30 TOP PARTNER COMPANIES

We designed our new MBA program in close partnership with over 30 highly innovative international and national companies. They have asked us to create a new MBA that will train students to address their future business challenges, among which are **management of complexity**, **internet of things** and **smart manufacturing**, **entrepreneurship** and **intrapreneurship**, **ethics and sustainability in business**, and many others.

These companies will collaborate in designing our **Management Boot Camps** where their top executives will be actively involved, and they will offer **project work** opportunities during which you can play your cards right and grab interesting business opportunities.

Interestingly enough, these companies will also offer **sponsorships** to our MBA candidates, which shows their strong engagement in the program from the very beginning and their willingness to invest in talent.

GET INSPIRED...

"Study without desire spoils the memory, and it retains nothing that it takes in"

Leonardo da Vinci

"It always seems impossible until it's done"

Nelson Mandela

"Your time is limited so don't waste it living someone else's life"

Steve Jobs

SOME OF MBA PARTNER COMPANIES

FUNDING YOUR STUDY AND OFFERING FUTURE OPPORTUNITIES

CONSULTING: Business Integration Partners (Bip),The Boston Consulting Group (BCG)

ICT & TELCO: Amazon, BlackBerry, Expedia.it, IBM, Lastminute.com group, Microsoft, Sirti, Telecom - TIM, Vente-privee, Vodafone

LUXURY, FASHION & DESIGN: OTB, Poliform

MANUFACTURING & ENERGY: Aboca, Barilla, Edison, Enel, Kerakoll, Lilly, Pirelli, Vimar, Whirlpool

SERVICES: Allianz, EF - Education First, Fire, Halldis

STARTUPS: ArtRooms, Banale, Vivocha, XMetrics

KEY FIGURES OF THE LAST 2 EDITIONS

96% Of graduates seeking employment **found a new job within five months** after graduation
Outside Italy: 50%, Italy: 50%

75% to 100% Average base **Salary Increase** after 3 years of graduation

71% Job **Sector Change**

PROGRAM OVERVIEW

TO OPTIMIZE YOUR TIME

The program is structured in a four phased timeline starting from management basics and completing with the final project work in a leading international company.

BASICS IN DIGITAL

Candidates will gain the knowledge and understanding of basic business concepts and management functions like marketing, finance, human resource management, supply chain, innovation and project management, digital transformation & business law.
These core topics will be delivered completely online using our advanced digital learning platform.

BASICS IN ACTION

Candidates will attend face to face lectures with world class faculty and industry experts to further deepen their understanding of topics covered in the previous phase.
This part of the program involves putting the concepts learnt in the Digital Basics phase into practice during business cases and practical assignments involving complex, cross-functional and multi-industry problems.

ONLINE DISTANCE LEARNING

I TERM
SEPTEMBER/OCTOBER
2 MONTHS

ON CAMPUS

II TERM
NOVEMBER/JANUARY
3 MONTHS

CAREER SERVICES (EDUCATIONAL ASSESSMENT, COMPANY PRESENTATION), **BUSINESS CASE**

PERSONAL DEVELOPMENT (OUTDOOR ACTIVITIES, MOCK-UP INTERVIEWS, PERSONAL DEVELOPMENT MEETINGS & EVENTS)

MANAGEMENT BOOT CAMP

The Management Boot Camps are designed to offer practical learning modules which are organized by company officials and industry experts. This phase will allow candidates to put into practice what they have learnt theoretically in the previous phases and get into direct contact with experienced managers and top level executives to learn how to solve complex real world problems inside companies.

PROJECT WORK

The final phase of the program is the in-company project work wherein each candidate will work on a full-time project inside one of the official partner companies.
This phase would allow the candidates to gain first-hand experience of working in a leading international company gaining insights on best practices and processes. The project work offers the opportunity to candidates to gain hands-on experience but also to showcase their skills and talent to the future employers.

ON CAMPUS WITH COMPANIES

III TERM
FEBRUARY/APRIL
3 MONTHS

IN COMPANIES

IV TERM
MAY/SEPTEMBER
GRADUATION

BUSINESS GAME

COURSES BASICS IN DIGITAL AND BASICS IN ACTION

People and Organizations

The course aims at providing an understanding of the human and organizational contexts and the skills required to be productive and successful throughout the career path. Students will go through fundamental concepts along with current trends in organization theory and design. They will also be exposed to some of the most recent developments in organizational models and learn how to manage organizational change in various types of settings as well as face complex decisions within organizations.

Accounting and Performance Management

The objective of the course is to introduce students to some of the key tools and concepts of management accounting and control in order for managers to enhance decision making (e.g. pricing decisions, product-mix decisions), guide the implementation of strategy (e.g. through budgets and other control systems), and evaluate the performance of managers or business units (e.g. through performance measures).

Economics and Global Business

The course aims at providing the fundamentals of micro-economics and macro-economics. This type of knowledge is essential to appreciate how a modern economy works, to better understand the competitive environment surrounding businesses, and for the managerial decision-making.
The course shows how to apply economic principles to real problems of managerial decision-making by analyzing economic theories and models together with real examples, data and case studies.
In the Global Business module, professors and professionals will illustrate and discuss the models of international trade and investment; the new features of the international production process from the point of view of a profit-maximizing firm; trade policies and their effects and the main barriers to access foreign markets; impact and long-run effects of macroeconomic policies on firms' price competitiveness.

Strategy and Marketing

This course explores both business and corporate strategy from the perspective of the general manager, whose responsibility is to maximize the performance of a business unit within the firm or the firm's overall performance. Consequently, the course utilizes frameworks and analytical tools to help students analyze a firm's competitive environment, and its internal environment, strategic positioning and competitive advantage.
The marketing module aims at providing students with the basic knowledge about marketing principles and tools focusing on the importance of marketing as a value-creation lever. In the course, students will analyze all the phases of the marketing process - analysis, creation, communication and delivery of the value proposition to meet the needs of its customers, help build long term relationships and ensure that the firm builds equity with its customers.

Supply Chain and Operations

Supply Chain and Operations management is a central field in every modern business organization. The Operations module aims to outline the typologies of productive systems, key performance indicators, the strategic approach to the choices of design and management of the productive systems and the quality management in operations. Supply Chain Management (SCM) is a process-oriented, integrated approach to procuring, producing, and delivering products and services to customers.

Innovation and Project Management

The course aims at providing the models and methods for managing innovation strategically. It focuses first on Innovation as a source of competitive advantage.
It then provides a framework for innovation management, on innovation strategy (drivers of innovation, innovation portfolio, collaboration in innovation, complementary assets, standards, profiting from innovation). Next, it focuses on the process of innovation (vision design, creative problem solving, and product-service development). Finally, it discusses the culture and leadership for innovation.

Digital Transformation

This course provides the students with a complete and comprehensive view of the digital worlds in a rapidly changing business environment. It shows the instruments and the techniques that make ICT both relevant for the business and able to play a leading role in business decisions. Particular attention is dedicated to the characteristics of successful organizations in the use of the digital transformation: how to define winning strategies, design effective organizational models and develop digital leaders of the future.

Finance

This is a core class that offers the basic concepts and tools necessary to understand how financial markets work, and how financial instruments are used for sound investment decision-making. The course aims at teaching students how to structure a financial analysis of a firm and providing specific tools and methodologies for the valuation of investments and securities.Topics covered include the following: evaluation techniques of investments; the financial structure of a business; financing forms; business evaluation; project financing.

Business Law

The course in International Business Law aims at providing participants with an overview of the law applicable to international transactions, with a specific focus on the rules governing international business transactions, cross-border M&As and joint-venture agreements as well as the discipline of transfer pricing.

Business Statistics

The purpose of the course is to show students the relevance of statistics in business, provide guidance for using statistical software, and give students ample practice in understanding how to apply statistics to business in order to make better managerial decisions. At a rapidly changing pace, managers have come to rely on larger, more detailed, more reliable and more frequently updated sets of data, therefore the goal of the course is to give the right tools to collect and analyze the relevant data, as well as read and write a technical and statistical report.

BOOT CAMP TO JUMP INTO CHALLENGING TOPICS

The **Management Boot Camp** will allow candidates to learn about emerging management topics under the mentorship of industry experts and company officials from the MBA Partner Companies and several other companies in the corporate network of MIP. Candidates will work on 7 different Boot Camps based on a range of emerging topics in business which they can also club with an optional **Silicon Valley Experience**.

THIS PHASE IS ORGANIZED IN TWO PARTS:

DEVELOPING YOUR ADVANCED SKILLS (1 WEEK EACH)

The Advanced skills courses are transversal in nature giving a cross functional view of business.

Business Planning and Financial Techniques:

- How to draft a business plan to analyse and evaluate a new business idea or a corporate entrepreneurship project
- How to finance an entrepreneurial idea: sources of financing, techniques, most relevant players, etc.

Developing an Effective Sales Strategy:

- Learning from the field: methodologies and techniques to set up an effective sales strategy
- Skills and competences required to boost your sales team

ADDRESSING COMPLEX BUSINESS CHALLENGES (2 WEEKS EACH)

The Complex Business Challenges courses focus on new and emerging management topics.

Unlocking the Potential of Smart Manufacturing and Internet of Things

- The business value of Smart Manufacturing and Internet of Things applications and technologies: Cloud Manufacturing, Industrial Analytics, Additive Manufacturing, Wearable Devices, Advanced Automation, 3D Printing
- Developing a Smart Manufacturing/Internet of Things project: business model design and strategy, marketing plan, operations, economic and financial evaluation

Going Global: Developing Your Business Internationally

- Methodologies and tools to design and develop an internationalization strategy, in terms of organization, operations, supply chain, sales strategy and relationship with the suppliers
- Developing an internationalization project: business model design and strategy, marketing plan, operations, economic and financial evaluation

Entrepreneurship: Launching and Financing your own Venture

- Developing your business idea: business model design and strategy, setting up of an entrepreneurial team, marketing and sales strategy, operating plan, economic and financial evaluation

Sustainability & Ethics in Business

- Understanding and analysing the management of critical «ethical issues» in complex business environments and analysing the most important Corporate Social Responsibility problems to define a real CSR Strategy
- Developing and proposing a CSR strategy in a real company

The Success Secrets of Design, Luxury and Made in Italy Excellence

- Developing a project to apply the specific methodologies and techniques commonly used in Design, Luxury and Made In Italy expertise to other businesses

PROJECT WORK

YOUR REAL BATTLE FIELD

Project Work is a **full-time, three month experience working inside one of the MBA Partner Companies or other companies** in the school's corporate partner network.
This is the opportunity for students to **experiment and apply** the content learnt during the classroom component of the course to real-life situations. It is not the "usual internship" as it is a project that sets tasks to complete and goals to fulfil and is **tailored to meet both the needs of the company and the student**. In fact, companies actually make an investment in the student and hence it is in their best interests to dedicate a great deal of attention to both the project and student. **Project Work may actually lead to a job offer** in the host company at the completion of the project.

PROJECT WORK SECTORS 30% OUTSIDE ITALY

Consumer Products 5%

Financial 5%

ICT & Telco 5%

Consulting Firms 8%

Luxury & Design 8%

Automotive 10%

Chemical, Pharma, Biomedical 10%

Engineering & Construction 10%

Services 10%

Home Appliance 11%

Start-up 18%

Gioia Ferrario

Recruiting Director,
The Boston Consulting Group
BCG and MIP have a long-standing and mutually successful relationship

Developing a Project Work with MIP students is a meaningful opportunity for both sides: graduates will gain real consulting experience and BCG will be enriched with new bright minds in order to constantly face clients requests and market complexity.

BCG
THE BOSTON CONSULTING GROUP

Alfredo Soler Speroni

Argentina - International MBA
Class of 2015
MBA Project Work in KPMG

After four challenging interviews, I was selected to do my project work in the Management Consulting division of KPMG as Operational Excellence Consultant.
During my project work I have had the opportunity to work in different exciting and demanding projects. Every day was a new challenge, I worked in different fields and industries, from operations and healthcare to synergies valuation in a due diligence for an energy company in an international project.
Working in Management Consulting allowed me to leverage my expertise in supply chain & operations and combine it with the new concepts learnt in the MBA to deliver added-value to KPMG and its clients.

INTERNATIONAL EXCHANGES

TO LIVE A REAL INTERNATIONAL EXPERIENCE

INTERNATIONAL EXCHANGE PROGRAM

Participants in the **International Full Time MBA** course are given the opportunity to study abroad by taking part in some courses offered by the partner business schools. This provides a deeper understanding of international markets and the possibility to interact with students of a wider range of cultural and educational backgrounds, effectively enriching the international experience. There are different programs available to students, to suit a range of requirements.

Our Exchange Partners*:

- **COPPEAD Graduate School of Business** (Rio de Janeiro, Brazil)
- **EADA Business School** (Barcelona, Spain)
- **EM Lyon Business School** (Lyon, France)
- **HHL Leipzig Graduate School of Management** (Leipzig, Germany)
- **IAE Business School** (Aix en Provence, France)
- **Indian Institute of Management** (Lucknow, India)
- **IPADE Business School** (Mexico city, Mexico)
- **Ling nan (University) College, Sun Yat-sen University** (Guangzhou, China)
- **Macquarie Graduate School of Management** (North Ryde, Australia)
- **MIT - Center for Transportation and Logistics** (Boston, USA)
- **Orfalea College of Business Cal-Poly** (California, USA)
- **NEOMA Business School** (Reims, France)
- **Tongji SEM** (Shanghai, China)
- **School of Inspired Leadership** (Delhi, India)
- **School of Management - Xiamen University** (Xiamen, China)
- **UESTC School of Management and Economics** (Chengdu, China)
- **University of Brighton Business School** (Brighton, UK)

**See the MIP website for a complete and up-to-date list of exchange partners and program details*

DUAL DEGREE PROGRAM - MIT, BOSTON

The dual degree program makes it possible to undertake studies in two schools in two different countries and enjoy all that both cultures have to offer, not to mention gain exposure to two ways of doing business and two different networks of professionals. Upon completion, participants are awarded a degree from both institutions: Master of Business Administration (MBA) from MIP and Master in Supply Chain Management and Logistics from MIT Center for Transportation and Logistics.

Kishore Adiraju
India - International MBA Class of 2015
The Dual Degree option has been a perfect blend of business and analytical education, and a great chance to build a global network. The experience has been just amazing!

THE SILICON VALLEY EXPERIENCE

During the MBA program students will have the opportunity to experience an intensive one-week study tour which offers unique and invaluable business and cultural insights. The purpose of the trip is to expose students to the Silicon Valley ecosystem and deepen their understanding of entrepreneurship and other current hot topics through meetings with executives, company visits and cultural excursions.
Students will visit startups, large corporations, venture capital firms, and incubators to gain a broader perspective on the process of taking an idea to the market and scaling a company. Whether you want to launch your own venture or add entrepreneurial thinking to your toolkit, the Silicon Valley Week in the MBA Program will give you completely new ways of thinking about entrepreneurship, networks and innovation.

SPECIAL PROJECTS HAVE MORE FUN

MIP 4 ENTREPRENEURS

An MBA at MIP is also a unique opportunity for *wannabe* entrepreneurs. Ideas that pass the feasibility check will be granted with three months (final Project Work) of full service business incubation in **PoliHUB**:

> The startup district and incubator of Politecnico di Milano
> 3000 square meters of new facilities at a walking distance from MIP
> An environment hosting currently more than 40 start-ups and young entrepreneurs
> Ranked in the top 10 of University Incubators in Europe by UBI Index

CLEANTECH CHALLENGE

Every year, MIP participates in the **Clean Technology Challenge**, a student competition hosted jointly by **London Business School** and **University College London** that seeks to encourage ideas for the generation of new sources of sustainable energy, increase the efficiency of the existing generation and develop new, easily adopted products that will result in lower energy consumption.
For the past three years running, MIP teams have entered the finals

WORLD BUSINESS FORUM

The **World Business Forum** is a symposium featuring several eminent leaders and thinkers speaking in person on topics of the utmost significance to the business community. MIP is the only Associated Business School in Italy of the World Business Forum in Milan and offers students the chance to attend the WBF and participate in Q&A sessions with the outstanding speakers of the forum. Past speakers include: **Edward De Bono**, **Gary Hamel**, **Philip Kotler**, **Tom Peters**, **Kevin Roberts** and **Joseph Stiglitz**

YOUR DEDICATED CAREER SERVICE

MIP Career Development Office (CDO) is one-of-a-kind and is dedicated to providing a highly personalized service to each MBA student. CDO provides guidance and assistance so as to best prepare the candidate for the recruitment process with the MBA Partner Companies as well as all the companies of our network. CDO's goal is to provide the MBA students with the right opportunities to grow their post-MBA career.

OUR MISSION

> To provide MBA students focused career development support tools for reconfirming, realigining and self-defining contextual career decisions.

> To support students develop their competitive advantage in the post-MBA recruitment processes.

OUR VALUES

Discover, Define, Direct, Develop

The main objective of the Career Development Office of MIP Politecnico di Milano is to support you in developing the necessary managerial skills and competencies to succeed in this complex and ever changing competitive job market. Right from the start of the program you will find us involved with you in increasing your brand and economic value which will enable you to pursue your managerial career at both national and international level. To ensure this, we have in place our structured system - Student Career Strategy - which serves both as a check point and touch point and allows us to work together on assessing, defining & meeting your career path objectives.

PERSONAL DEVELOPMENT

PERSONAL DEVELOPMENT AND JOB-SEEKING SKILLS AND STRATEGIES

Academic study is only one part of what we see as complete development for the student. Our Career Development Team provides a variety of learning opportunities and employs a targeted approach towards developing the soft skills necessary in interpersonal communication, leadership, teambuilding, time and resource management, self-marketing and public speaking. Furthermore, students will learn to reflect on their own personal attitudes and cultural values which influence their behaviour and relationships.

SOFT SKILLS TO PLAY HARD

These are the human skills which all successful managers possess and use to achieve results, in any organization.
They complement the hard skills of technology, business plans, marketing strategies and financial models.

THE PROGRAM INCLUDES:

> Personal Development Lectures

> Public speaking workshops

> 1-2-1 interviews and personalized feedback sessions

> Development of job search strategies

> Outdoor Training activities facilitating the class cohesion and inspiring new ways of solving problems by cooperating with others

> Outdoor events and off-campus activities

THE THREE MAIN DIMENSIONS ARE:

Personal Skills: attentive listening, self awareness, ability to learn from experiences, self discipline, being open to change and living with uncertainty.

Inter-personal Skills: giving and receiving feedback, effective communication, building and maintaining working relationships, confronting people and issues, negotiating and working with differences i.e. other cultures and languages.

Team-building Skills: assessing human resources, building a working atmosphere, motivating others, creating trust, developing people, collaborating with others, leadership, managing boundaries and achieving success.

Enrico Sola

Event Manager of the McKinsey & Company Mediterranean Complex

Expert in Communication with spikes in training and organizing events. He delivers sessions in public speaking and written communication for major academic institutions and international corporations. Enrico's Public Speaking sessions focus on enhancing delivery skills in terms of body language and vocal skills. These sessions have a very pragmatic approach and help participants identify their strengths and weaknesses when delivering a speech or a presentation.

ACTIVITIES 2015/2016

25
Business Seminars

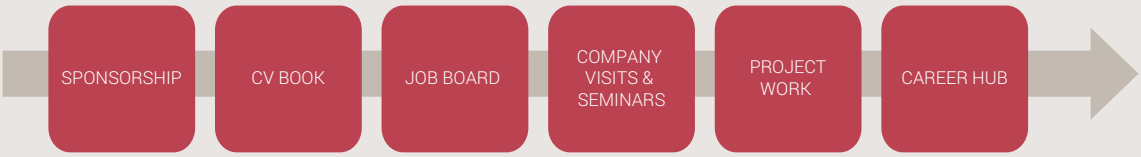
9
On-Campus Recruitment Activities by International Companies

280+
Companies involved in Project Work opportunities

Our Career Development team helps you build the skills and networks needed to manage your career planning process and carries out business development activities with potential recruiters through:

CAREER MANAGEMENT - To strengthen your managerial skills and build your personal career strategy

NETWORKING WITH COMPANIES - To meet the business world and build up your future career network



PLACEMENT OVERVIEW

A SNAPSHOT OF YOUR POST MBA JOURNEY

PLACEMENT & SALARY

Right from the start of the MBA program and even after graduation, the Career Development Office offers personalized guidance and advise to help chart out a clear and rewarding career path.

A number of activities in collaboration with companies are carried out throughout the program and this ensures exposure to our extensive company network. Statistics show us that our graduates have been able to secure their job offers even before graduation and to increase their salary.

CAREER TRANSFORMATION

With the personalized assistance provided by the Career Development Office, the faculty, the peers and the alumni network, MBA candidates have been able to grow in their existing role and company to higher managerial positions or change their career path completely by changing their sector, function, role and geographical location.

Global Companies searching for talents!

EMERSON:
After the MBA Leadership Program we will offer you a permanent position inside Emerson. Each Business Unit can offer you a position in line with your seniority and competences. And the next step is only up to you.

ERNST & YOUNG:
We recognize that MIP has a very strong tradition in operations and we have recently had great success in recruiting people from MIP. We are very excited to bring more candidates and build a relationship with MIP.

PLACEMENT STATISTICS

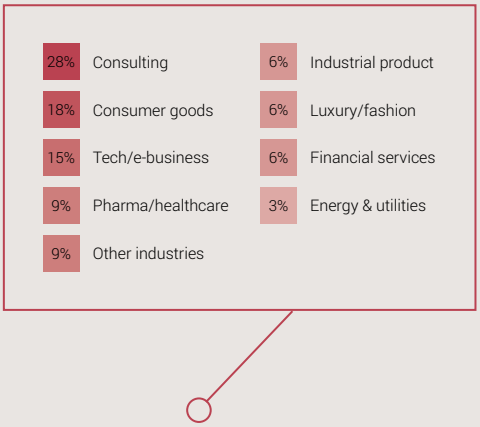
PLACED WITHIN **5 MONTHS**

OVER **96%**

SALARY PERCENTAGE **INCREASE**

94%

US $ 74,184 Average salary today (post-MBA)



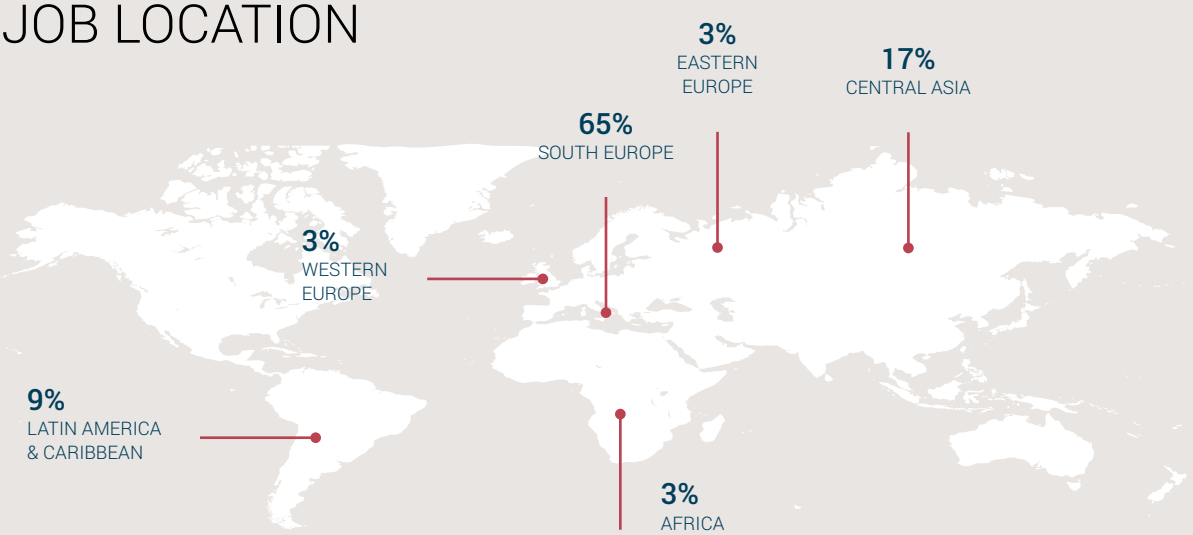
JOB **SECTOR CHANGE** **71%**

JOB **FUNCTION CHANGE** **58%**

JOB **LOCATION CHANGE** **34%**

AT LEAST **ONE CHANGE** **95%**

JOB LOCATION



INTERNATIONAL STUDENTS OFFICE

HOME AWAY FROM HOME

The **International Students Office** is dedicated to assisting students of MIP in a variety of non-academic matters.
The office's main function is to provide international students with guidance and information, to make the task of settling into life at MIP and in Milan much easier.

Students are welcome to contact the Office for assistance with any of the following matters:

- Pre-departure briefing and orientation session at arrival
- Obtaining the International Students Guide, a how-to guide for living in Milan
- Arranging accommodation at Politecnico residences or at MIP affiliated residences, in advance of arrival at MIP and later on, if required
- Receiving advice on private accommodation with referrals and interpretation service
- To get help for any problem concerning life in Milan, including any medical issues
- Processing the documents for residence permit application and renewal and be accompanied to the relevant offices
- Completing all documents for your legal status in Italy: fiscal code (tax/social security number); registration at Milan municipality; enrolment in the National Healthcare System and to learn about possible scenarios after graduation
- Opening a bank account
- To obtain general guidance for immigration matters concerning you and your family
- Counselling related to emergencies and unexpected immigration problems

For more information, please write to the **International Students Office** at **iso@mip.polimi.it** or visit the ISO website at **www.mip.polimi.it/iso**

ALUMNI COMMUNITY

YOUR FUTURE BUDDIES

MIP has quite a long tradition in the management of relations with its Alumni Community, which counts to over 7000 people to date. Since MIP is part of Poltecnico di Milano School of Management (SoM), its Alumni Community has been recently merged with that consisting of all B.Sc/M.Sc./Ph.D. in Management Engineering to build the SoM alumni group which is also part of the larger Alumni Polimi.

MIP formed the **Alumni Relations Office** to manage relationships with MIP students and graduates, and invest increasingly in its community of Italian and international students and graduates. The aim of the **AlumniSoM Relations Office** is to develop educational, cultural and recreational initiatives of interest to its members, and to promote interaction between all the alumni belonging to the network, both in Italy and abroad.

More specifically, the objectives are to:

> Support the personal and professional development of SoM alumni;
> Facilitate networking and the sharing of experience among the members of the community;
> Confer visibility and create professional opportunities for alumni;
> Enhance the image of the school using the alumni as ambassadors around the world;
> Contribute to the development of the business school through a closer collaboration with its community of alumni.

In line with these objectives, the main initiatives include:

- Evening Seminars
- Networking events
- Shared Interest Groups
- Sports Clubs

Most of these activities are run both in Italy (Milan and Rome) and abroad, thanks to the international chapters that are active in cities around the world (London, Shanghai, New York, Paris, Zurich etc).

Being part of the larger **Alumni Polimi Community**, our alumni can also join the events organised by the **AlumniPoliMI Association** and benefit from the services managed by them directly for the purpose of the whole community.

ALUMNI TESTIMONIALS

David Saravia

El Salvador - International MBA
Class of 2014

Deciding to study an MBA is by far one of the most difficult decisions I have had to make. For most of us, coming to Milan to start an MBA program implied not just switching country, but also quitting a stable job, changing culture, and eventually facing the potential uncertainty of the "now what?", once you finish. Fast forward to now, I can tell that my choice could not have been any better. MIP provides a world-class MBA program with a complete and promising study plan, the best faculty and a wide range of opportunities for both personal and professional development. Studying an MBA at MIP in Milan not only changes your mindset - you will be studying in the capital of fashion and the engine of Italian economy - but gives you a full exposure to a huge range of companies, both local and multinational, from all sectors. The business school has a vast network of contacts at the international level that can open several doors throughout your MBA path and multiply your opportunities for giving your career a significant added value.
After finishing all the assignments, I had the opportunity to work for my final MBA Project in AUDI AG' headquarters in Germany. I was later offered the opportunity to work in FCA Fiat Chrysler Automobiles -where I'm currently working- in the Sales Planning department for the Italian market.

Oluwasanmi Faturoti

Nigeria - International MBA
Class of 2014

Describing my MBA experience in a few words is quite challenging and Mimsie Ladner's article *"What I've Learned From Travelling and Living Abroad"* aptly describes it- full of exciting experiences some of which include the personal development outdoor activities in the adventure park, with lessons of endurance and striking the balance between personal achievement and looking out for members of your team, and the intense *"Dialogo nel Buio"* experience.
The didactic activities, concentration and countless team assignments have helped challenge my stereotypes and provided me with a platform to interact and learn from diverse ways of thinking and backgrounds present in the class. Most importantly, this experience has helped me to appreciate diversity not because there are no challenges but our life experiences are enriched and we get to learn a lot more than what Google search, or any media can provide.

Sandra Valdes

Mexico - International MBA
Class of 2012

Doing the MIP MBA has been a life-changing experience to me. The mix of cultures and professional experience of my class enriched and shaped in many different forms my way of thinking.
The design of the program gave me the opportunity not just to take advantage of my Supply Chain background, but it also allowed me to explore new facets and to expand my experience in a way I wouldn't have had thought of.
In regards to the Project Work, MIP Career Services was a big support to me when looking for mine. I undertook it at Lowendalmasai, an important consulting firm in Europe. It was an amazing project that touched various countries (Italy, Brazil, India, and China) and which helped me to have a better understanding of the importance of long term strategies while containing any situation.
MIP has opened many doors to me; it is a very worthwhile investment in terms of both personal and professional development. Moreover, Milan was the best city where to spend my MBA student time, it injected me dynamism and I breathe innovation all the time… The best way to feed creativity!

Oscar Mariani

Italy - International MBA
Class of 2009

My previous background was a rather strictly technical one as I graduated in Engineering Physics, with one year tenure as a researcher. The MBA has given me the opportunity to apply my set of analytical and problem solving skills to a business background, which was completely new to me.
I have been able to learn in a 360-degree way: from teachers, business speakers and classmates.
I have taken it as an opportunity for personal development too, working for instance on my ability to speak in front of an audience. In addition, the interaction with so many cultures has given me the confidence I needed to be ready for a professional role in a big international organization.
After the MBA, I joined Bain & Co as a consultant in the consumer goods industry, shifting after two years towards the luxury business, covering different roles in internationally renowned companies such as Louis Vuitton and Hermès.

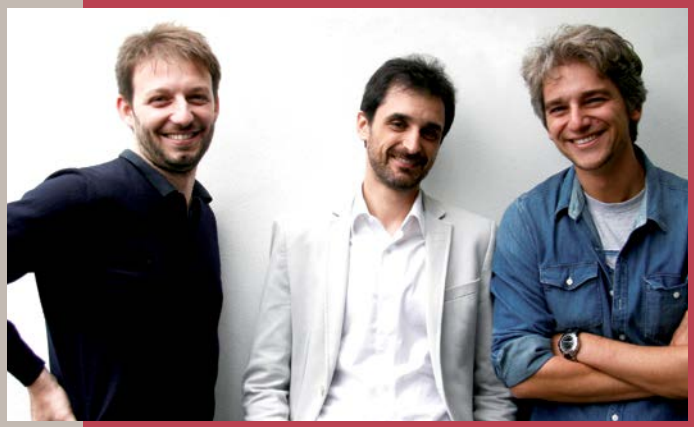
Helena Hong

China - International MBA
Class of 2010

MIP has been a life-changing experience, opening the possibilities and exploring my potential in a way that I was not even aware of myself.
The international experience together with the greatest friends from different countries and cultures has truly opened my mind and prepared myself as a professional manager appreciating diversity.
The MBA started my journey in consulting and enabled me to be confident and capable of facing challenges each day dialoguing with important business managers internationally.

ALUMNI TESTIMONIALS

MIP BUDDING ENTREPRENEURS



Federico Della Bella, Luca Nardone and Fulvio Catalano

Italy - International MBA
Class of 2011

EXAMPLES OF MBA ENTPRENEURIAL START-UPS

- **My Pass Gym**: developed by Cesar Mora Benitez (Mexico)
- **BrickLine Group**: developed by Anshul Bhat (India), Artem Karida (Russia), Lana Silanteva (Russia)

Wardroba is a fashion shopping social platform that replicates online the real-life shopping experience. Started as an MBA Project Work, it has soon become a real company distributing the collections of more than 50 independent brands. Through the MBA at MIP you are introduced to main management tools and methods. Strategy, marketing, innovation, organisation, project management, finance are thoroughly discussed and applied. This strongly improves your entrepreneurial culture and control on main business drivers: thanks to the MBA, you can understand the whole picture.
Being part of a Politecnico, MIP embraces issues like ICT and technology management.
These tools have been fundamental in the launch of a digital startup. At MIP you have also access to a network of professionals, with whom you can cooperate, creating a strong network, and eventually end up launching your own venture! Wardroba's team comes proudly from MIP and got a lot of support from that.

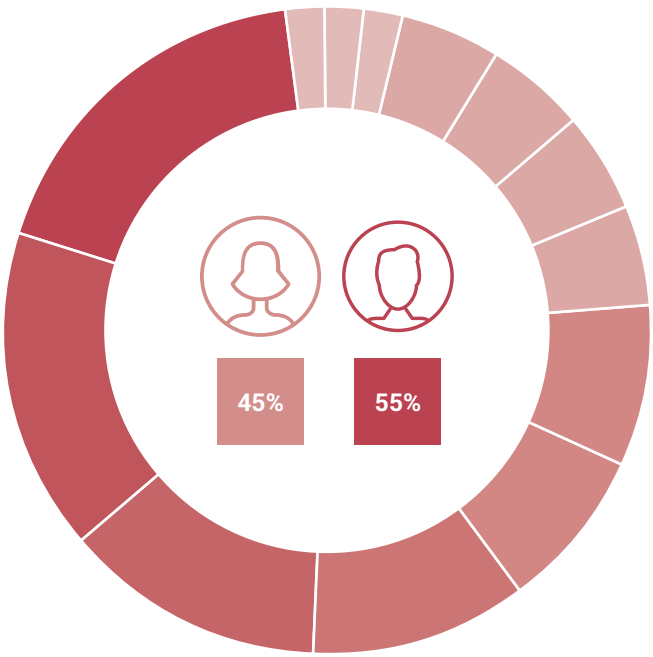
CLASS PROFILE

CELEBRATE DIVERSITY...
The International MBA class is composed of over 20 different nationalities with candidates coming from different academic, professional and cultural backgrounds.

80%	20%	20	5
International Students	National Students	Nations Represented	Years Average Work Experience

WORK SECTORS

- 2% Construction
- 2% Public Sectors/NGO
- 2% Others
- 5% Media
- 5% Financial
- 5% Energy, Oil & Gas
- 5% Design & Luxury
- 8% Consumer Prod.
- 8% Automotive
- 11% Consulting Firms
- 13% Services
- 16% ICT & Telco
- 18% Manufacturing



ADMISSIONS CRITERIA HOW TO GET IN

Access to the Master program is generally restricted to people with a degree (in any subject). However, since we are firmly convinced that one of the strengths of this program is the diversity of the background of those taking part in it, during the selection process, we give considerable weight to the professional experience of our candidates, commitment to the program and motivation.
Good knowledge of English is mandatory.
Applications are assessed by the MIP MBA Admissions Staff with a view to identifying a good balance across the following criteria: career progression, intellectual ability, leadership potential, interpersonal skills and international outlook.

MBA BLOG www.growingleader.com

Growingleader is dedicated to the growing leadership attitude. An attitude which isn't afraid of taking different routes to achieve its aims.
The attitude that characterises people who know how to grow in a constantly changing and evolving environment. The attitude of those who seek out and take on new challenges every day. The blog is going to use the faces and voices of those who are working today to become the leaders of tomorrow to communicate with you, starting from the experience of the International MBAs and Masters at MIP, the business school of Politecnico di Milano. The backgrounds, experiences matured during the course and achievements of the #growingleader will fill the pages of the blog offering useful information and something to think about.

ADMISSIONS TIMELINE

ACTIVATION OF APPLICATION

> Online application on **www.applyformasters.net**
> Application and MIP Test fee (€ 150)
> Curriculum vitae or resume

SCREENING OF CANDIDATURE

Motivational interview (on campus or remote)
MIP Test (on campus or remote)

SUBMISSION OF FURTHER DOCUMENTS

> University degree or equivalent from an accredited institution
> Official university transcripts
> GMAT/GRE (if available)
> Certificate of English proficiency
> Copy of passport or ID
> Digital photo
> 2 letters of reference (optional)
> Motivational letter

FINAL SELECTION

Application feedback communication by Admissions Office

TUITION FEE

The tuition fee amounts to € 32000
Company Sponsorship of € 5000 available to all candidates, funded by MBA Partner Companies

CONTACTS
If you wish to find out more about our International Full Time MBA program, visit our website: **www.mip.polimi.it/imba**

Or contact us to arrange an orientation session, to learn about the MBA presentation schedule or to visit our premises.

MBA Admissions:
infomasters@mip.polimi.it
Tel : +39 02 2399 2820

HOW TO REACH OUR CAMPUS

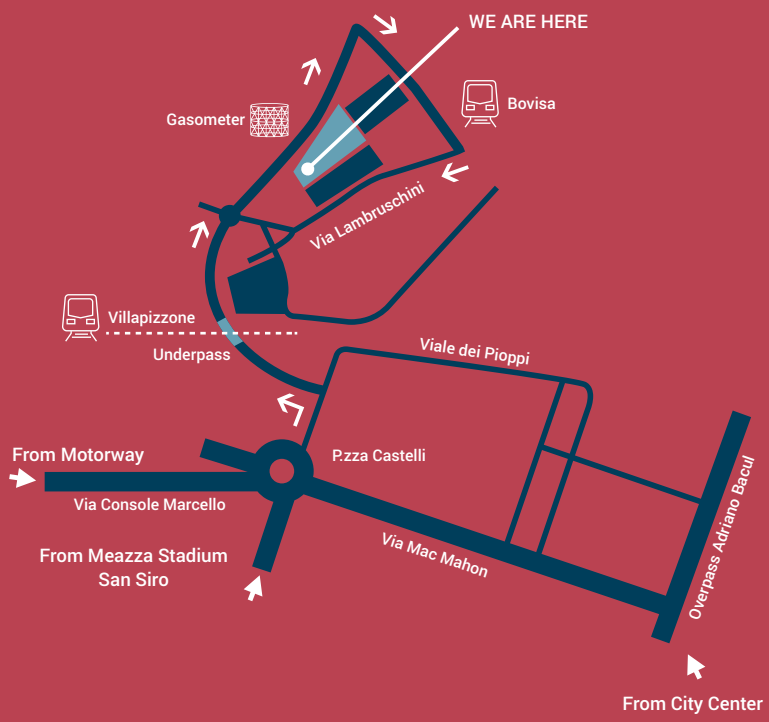
MIP has been in the Bovisa Campus since September 2009. It occupies a building of over 3,800 square metres, with 25 study-cubicles providing a working area for up to 140 students and 11 lecture rooms with space for over 530 people.
The Bovisa Campus is a focal point of academic and cultural life and the hub of scientific research. It places under one roof many distinguished academics, prestigious facilities and renowned cultural events in the fields of technology and innovation belonging to Milan's international scene. The School of Management has gathered together within the campus all of its teaching, training and research operations, providing closer integration and interaction among students, professors and research fellows from MIP and Politecnico di Milano.

HOW TO REACH OUR CAMPUS:

From The Duomo
Take the red subway line M1 towards Rho Fiera-Bisceglie, get off at Cadorna and take the train to Milano Bovisa. Alternatively, take the red subway line M1 towards Sesto FS rail station, get off at Porta Venezia and take the train to Milano Bovisa. Estimated journey time: 25 minutes.

From Linate Airport
Take bus no. 73 towards Piazza S. Babila, get off at S. Babila station, take the red subway line M1 towards Rho Fiera-Bisceglie, get off at Cadorna and take the train to Milano Bovisa. Estimated journey time: 50 minutes.

From Malpensa Airport
Take the Malpensa Express train and get off at Milano Bovisa.
Estimated journey time: 30 minutes.



EMBA & MBA,
YOUR DIPLOMA DAY.

FT FINANCIAL TIMES **Executive Education** Ranking 2016

FT FINANCIAL TIMES **European Business Schools** Ranking 2015

ASSOCIATION OF MBAS ACCREDITED

EFMD EQUIS ACCREDITED

MIP

POLITECNICO DI MILANO
GRADUATE SCHOOL
OF BUSINESS

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EDISON · Fondazione Italcementi Carlo, Edith, Carlo Pesenti · eni corporate university eni's knowledge company · FCA FIAT CHRYSLER AUTOMOBILES · MAGNETI MARELLI

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SNAM · Bip Business Integration Partners · OTB · Microsoft · Whirlpool CORPORATION

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