

School of Management -
Since 1881

Why is HEC Paris right for YOU?

HEC
PARIS

MiM – Grande Ecole

40% international, 50 nationalities
Two years (English or French track)

HEC Executive Education

Specific programs designed exclusively for experienced managers and executives such as :
part time specialized Masters, Executive MBAs:
Paris, Beijing, St Petersburg, Qatar, the Trium MBA
and tailor made programs

9 one-year Masters Programs

English – MSc

50% international, 40 nationalities

- › International Finance, # 1 FT worldwide
- › Sustainable Development & Social Innovation
- › Managerial and Financial Economics
- › Marketing
- › Strategic Management

French - MS

- › Art, Média et Création
- › Entrepreneurs
- › Grands Projets
- › Droit et Management



2 MBAs

Full time and part time
85% international, 90 nationalities
(English/French or English)
16 months or 24 months

PhD

Trains Professors-researchers of the future, 50% international

Summer School

Finance, Geopolitics, Social Business, Luxury, Fashion

... 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
<60 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

10 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**

Focus on “Ecole” Portfolio

Grande Ecole Master's Programs (2 years)



- › 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

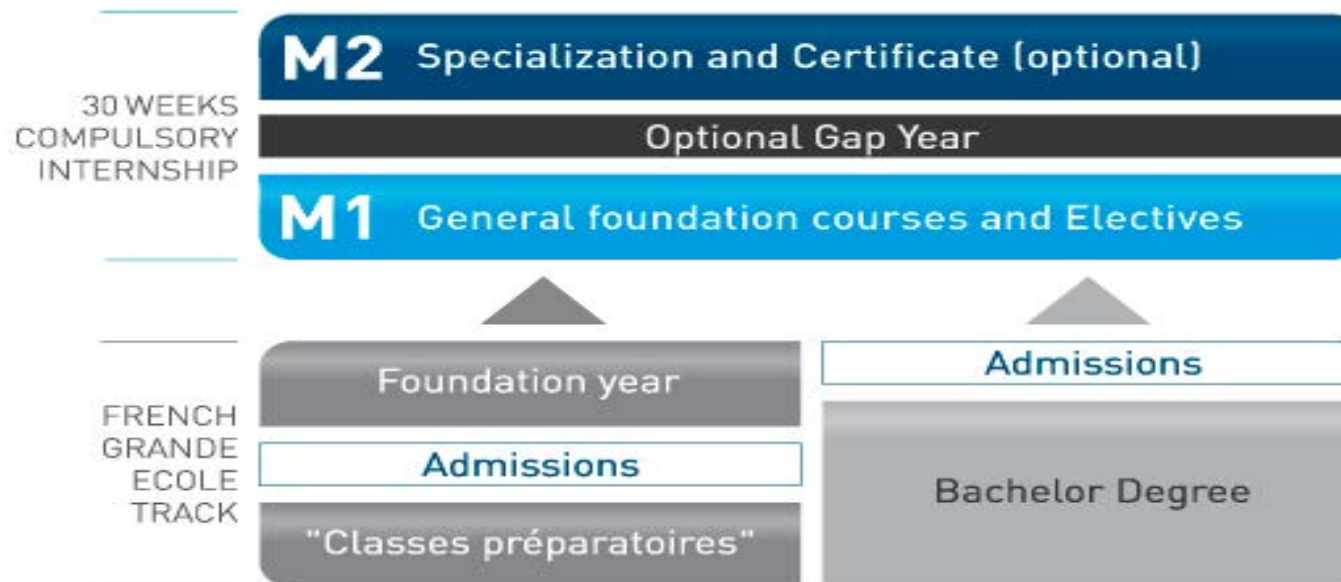


- › Strategic Management
- › International Finance
- › Marketing
- › Managerial and Financial Economics
- › Sustainability and Social Innovation

- ➔ **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 expertise in a specific field
- English or Bi-lingual program
- International Opportunities
- <20 specializations in M2
- Access to Certificates (optional)





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)

M1

- Business Performance Mgt
- 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 language course

One of the following courses:

- Accounting 2
- Corporate Tax Management
- Ethics & Sustainability
- Innovation & Entrepreneurship
- Management of Information Systems
- Modeling and Data Analysis with Excel
- Electives
- Academies

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

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
- › ...

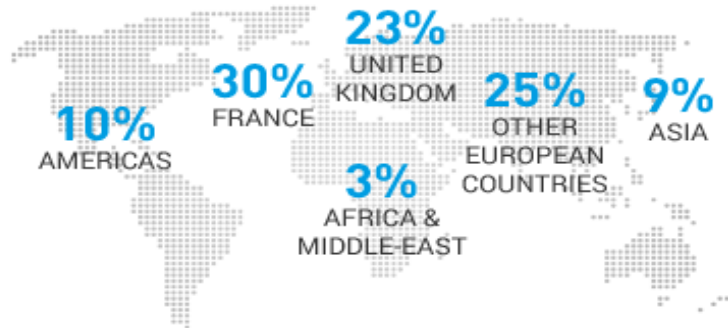
Asia/Oceania :

- › 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 Entrepreneurship 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)



DANONE



Pernod Ricard

Créateurs de convivialité

Deloitte.



K E R I N G



Entrepreneurship Center

Entrepreneur courses/support Program (Paris Saclay)

Start Up Academy in 1st or 2nd year of the Grande École MiM Program
FACT, M2 specializations, Moocs, Conferences, workshops



Projects mentored by Faculty and Alumni

3 main sponsors (over 2m€ in 12 months)



A Campus to live and learn

- 20 km South West of Paris
- 5 km from Versailles
- 340 acre campus
- On-campus housing
- 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 spaces with internet & network access
- Library with access to internal & external databases
- Medical center, Ecumenical center
- Language lab, computer lab, library



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/UPM: Where are they now

Name	Firstname	Major	Year of Grad.	Home University UPM	Placement
GARCIA GOMEZ	Miguel	FINANCE	2014	CAMINOS	Private Equity Analyst, The Blackstone Group, London
GARCIA LINARES	Santiago	MFE	2014	TELECOM	Investment Banking Analyst, Deutsche Bank, Madrid
GONZALES BODAS	Beatriz	QEF	2013	CAMINOS	Associate European Principal Fund at Oaktree Capital Management, L.P., London
MARTI COLOMBAS	Simon	DD FGV	2014	CAMINOS	Corporate Finance Analyst, Deutsche Bank, Madrid
MRANI ALAOUI	Idriss	FINANCE	2012	ETSIT	Consultant, Ares & Co, Paris
NEGRO MORENO	Isabel	FINANCE	2011	CAMINOS	Global, Infrastructure & Projects Finance Natixis, New York
VIVANCOS	Miguel	MFE	2014	CAMINOS	Business Analyst, A.T. Kearney, Paris
CALDENTY	Joan	FINANCE	2013	CAMINOS	Investment Associate at Phoenix Recovery Management, Madrid

Keep in Contact

Information Day
January 30, 2016
10 am - 6 pm

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www.hec.edu/Masters-programs

