



The more you know, the more you dare®

**MASTER IN
MANAGEMENT**
GRANDE ÉCOLE

MM



The campus is 20 km from 'La Défense', the largest European business district housing the headquarters of many multinational companies. These companies interact with HEC Paris both as partners and as potential recruiters.

MAKE A DIFFERENCE



*Eloiç-Anil Peyrache,
Associate Dean*

◀ The business environment has changed very rapidly in recent years and will continue to do so in the future. New paradigms, techniques and centers of power are emerging, and call for highly advanced knowledge in the field of management. This is precisely what we aim to offer in the Master in Management - Grande École program at HEC Paris. At the same time, we expect our graduates to foresee these changes and be able to make a difference in this evolving world. This explains why HEC Paris seeks to attract the best students from all over the world into its Master's Programs. For more than a century now, academic excellence and selectivity have stood for the 'Grande École spirit' that HEC Paris has contributed to build.

The curriculum of the Master in Management is divided into two phases: the first phase is an immersion into the foundations of business knowledge, while the second one is dedicated to a specialization that you will choose according to your professional project, followed by an optional certificate. Many specializations are offered not only on campus, but also through a large range of international options.

The program immensely benefits from close ties with the business community: our numerous corporate partners actively participate in the recruiting events that we organize throughout the year, and are deeply involved in the curriculum (through direct participation in courses, training seminars, consultancy projects and conferences). This strikes perfect balance within the program between theory and practice, which is the trademark of HEC Paris' approach to management education.

We believe that one of our key assets is our renowned and long-established tradition of welcoming international students. We succeed in providing such a strong international environment through our program content, its international exposure, the involvement of the business community, and the network of 50,000 alumni. The HEC campus is indeed an amazing living and learning environment, ideally located nearby Paris' rich cultural and social life: living there with the brightest students is clearly a rewarding and enriching experience.

Joining HEC Paris' Master in Management will make a profound difference to your life, allowing you to become part of a community dedicated to helping each of its members to succeed.

We look forward to welcoming you soon. »



#2 BUSINESS SCHOOL IN EUROPE

(2014 *Financial Times* general ranking of European Business schools)

#5 BUSINESS SCHOOL WORLDWIDE

(2013 *Times Higher Education* - Alma Mater index of Fortune 500 CEO's)

JOIN A LEADING BUSINESS SCHOOL IN EUROPE

HEC Paris is a leading business school in Europe, world renowned for the quality of its degrees, faculty and research. HEC Paris consistently achieves leading positions in numerous rankings and has been ranked #1 Business School in Europe seven out of nine years by the *Financial Times*. In France, the school tops all rankings established by French magazines and newspapers.

4,400

STUDENTS ENROLLED IN DEGREE PROGRAMS

COMMIT TO EXCELLENCE

Join an institution dedicated to selecting the highest potentials and guiding them all the way to professional success and personal thriving, thanks to a unique academic approach and an effective career roadmap.

BECOME A LEADER

Expand your leadership skills by interacting with the brightest students from all around the world, and learn how to expand your impact from both world class faculty and successful professionals.

GO GLOBAL!

Make the most of HEC's international network of prestigious partners: enjoy the numerous Exchange and Double Degree opportunities with top institutions worldwide (MIT, Tsinghua...), or choose the CEMS Joint Degree and study in one of its 29 leading Business Schools.

EXPERIENCE DIVERSITY EVERY DAY

Interact with the 95 nationalities that live on campus and build your personal network on a global scale. Living on the HEC campus is a unique opportunity to create lifelong connections with the future global leaders of tomorrow.

MAKE IT TO THE TOP

Our career department is here to help you define and achieve your professional goals, by providing you with the right tools, the right advice, and connecting you with recruiters throughout the year.



50,000

ALUMNI OF
107 NATIONALITIES

75

INTERNATIONAL
CHAPTERS

1,000

EVENTS EACH YEAR
AROUND THE GLOBE

BE PART OF A GLOBAL COMMUNITY

A POWERFUL ALUMNI NETWORK TO EXPAND YOUR HORIZONS

Founded in 1883, the HEC Alumni Association is one of the largest in Europe with more than 50,000 members of 107 nationalities. It provides a platform for the exchange of experiences, ideas and information, facilitates entry into the professional world and accompanies career advancement. Services and events include career guidance, personal coaching, career fairs and seminars, monthly meetings with business leaders and an annual international management forum drawing together major senior business executives, experts and international business personalities.

In order to ensure HEC Paris' international reputation and to maintain an active network, professional groups are organized in 75 countries of which the largest chapters are in Paris, New York, London, Shanghai and Hong-Kong.

A SOLID FOUNDATION TO SUPPORT GLOBAL AMBITIONS

Thanks to their 7,500 individual donors, their 46 partnerships with leading companies and their 19 professional chairs and centers, the HEC Foundation, a non-profit organization, contributes to the development policy of HEC Paris in the fields of research, financial assistance to students and campus institutions.

For instance, the HEC Foundation sponsors the visiting professors program and funds all HEC Paris merit based scholarships, especially designed for high potential international students.

NINETEEN CHAIRS AND CENTERS TO CONNECT RESEARCH WITH THE CORPORATE WORLD

Strongly backed by leading firms, they ensure that the content of our courses are both in line with the latest research and the needs of today's recruiters.

MEET INSPIRING ALUMNI

In the business world:

- Jean-Paul Agon, CEO, L'Oréal
- Elsa Berry, Co-founder, Vendôme Global Partners, USA
- Alix Carmona, CFO, Airbus Group, Germany
- Henri de Castries, Chairman and CEO, AXA
- Mercedes Erra, Executive President of Havas Worldwide, Co-Founder of BETC
- Isabelle Guichot, President & CEO, Balenciaga
- Leo Lui, CEO, Hermès China
- Swaady Martin-Leke, Founder and CEO of Yswara, South Africa
- Jakub Miculka, Executive Director, Goldman Sachs, United Kingdom
- François-Henri Pinault, Chairman and CEO, Kering (Balenciaga, Gucci, Puma, Saint Laurent...)
- Deepak Rao, CEO, Heritage Investment, Hong Kong
- Kalpana Sankar, CEO, Hand in Hand India
- Pascal Soriot, CEO, AstraZeneca, UK
- Wayne Wang, Chairman and CEO, the CDP Group Ltd, China
- ...

In politics:

- Bertrand Badré, CFO, World Bank
- François Hollande, President of France
- Pascal Lamy, Former General Director, World Trade Organization WTO
- Abdoul Mbaye, Prime Minister of Senegal
- ...





Nils Plambeck, Associate Professor, Strategy, HEC Paris

WORLD-CLASS FACULTY AND SUCCESSFUL PROFESSIONALS

FULL-TIME
FACULTY

136

64%

INTERNATIONAL

29

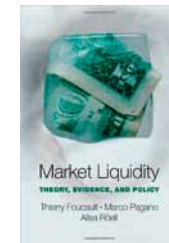
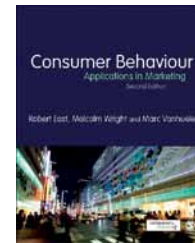
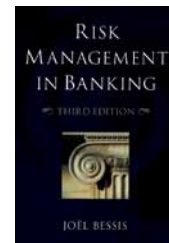
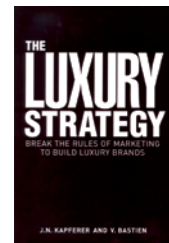
NATIONALITIES

WORLD-CLASS FACULTY

HEC Paris has 136 permanent professors, all of them holding PhDs from the world's leading research universities such as Harvard, McGill, MIT, Princeton, Stanford, UCLA, Wharton, Yale, INSEAD... 64% are non-French and are of 29 different nationalities. Whilst teaching in the program, they also carry out research and work in, or act as, consultants for major firms. This ensures that they are constantly up-to-date with the latest managerial practices.

SUCCESSFUL PROFESSIONALS

In addition, there are 57 permanent affiliate professors, who are generally prominent members of the business community and have established a long-term relationship with HEC Paris. Moreover, the program also benefits from the close ties we have developed within the business community over the years, with corporate partners dedicating a great amount of their time on campus through courses, seminars, and consultancy projects, to help HEC students develop their practical skills.



RESEARCH, THE ESSENCE OF MANAGEMENT SCIENCE

HEC Paris' faculty is dedicated to pushing the frontier of knowledge in their field of expertise by actively engaging in research, regular publications in top academic journals with an international audience and also through active participation in international academic conferences. To promote the abundance and variety of HEC publications, the school has recently launched a dedicated website named Knowledge@HEC that gives everyone access to the research published by HEC professors.

Moreover, HEC Paris has specialized research units focusing on entrepreneurship (Entrepreneurship Center and Center for Digital Studies), International Matters (the Europe Institute) and other themes such as The Finance Club, The Alternative Management Observatory and The 'Society and Organizations' Research Center.

HONORIS CAUSA PROFESSORS

Each year, HEC Paris awards Honoris Causa professorship to prominent academics in France and abroad.

Examples of Professors:

- Michael E. Porter (Harvard)
- Michael C. Jensen (Harvard)
- Jay O. Light (Harvard)
- Philip Kotler (Northwestern)
- Jim March (Stanford)
- Ikujiro Nonaka (Hitotsubashi)
- Theodore Zeldin (Oxford)

Examples of Nobel Prize winners:

- Lars Peter Hansen (Economics, University of Chicago)
- Joseph E. Stiglitz (Economics, Columbia University)
- Robert F. Engle (Economics, NYU)
- Pierre-Gilles de Gennes (Physics, Collège de France)
- Robert C. Merton (Economics, Harvard)
- Rajendra K. Pachauri (Peace)
- Oliver E. Williamson (Economic Sciences, Berkeley)
- Muhammad Yunus (Peace)
- Thomas J. Sargent (Economics, NYU)



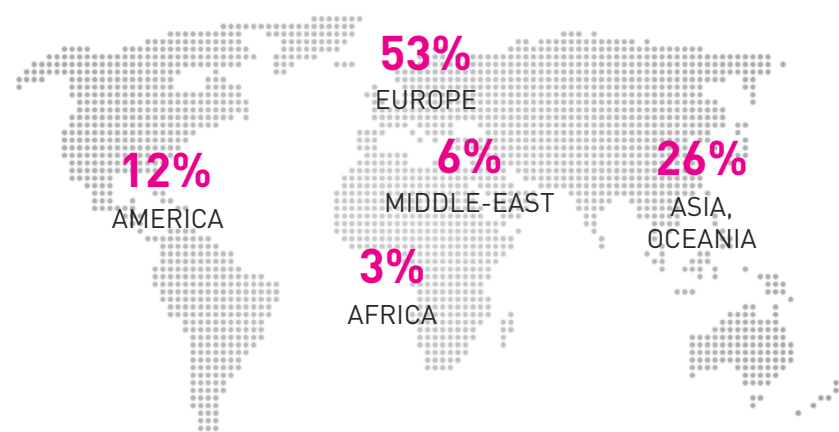
CONNECT WITH THE BRIGHTEST

BUILD YOUR GLOBAL NETWORK AT HEC PARIS

Thanks to its tradition of excellence and high selectivity, HEC attracts the best students from all around the world: 50 nationalities are represented in the MiM alone, and 95 nationalities live on the HEC campus.

MiM students: where do they come from?

~50
NATIONALITIES



AVERAGE AGE:

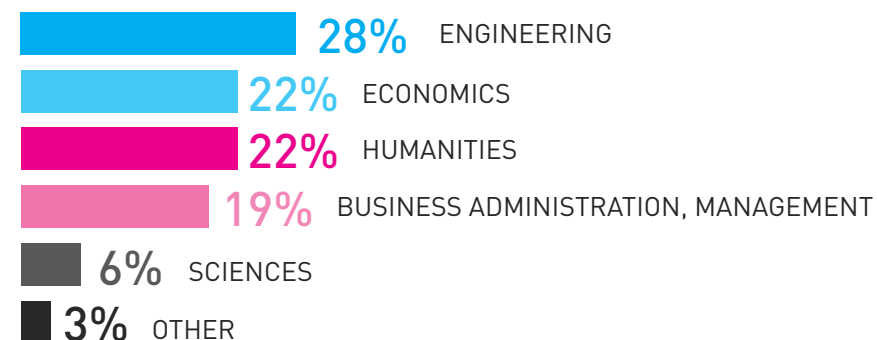
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upon the start of the program

GET INSPIRED BY STUDENTS FROM ALL HORIZONS

The diversity of MiM students cohort is exceptional not only in terms of nationalities but also in terms of previous backgrounds and experience.

Academic backgrounds:



MEDIAN GMAT SCORE:

710

(class of 2015)

~50%

OF WOMEN

EXAMPLES OF INSTITUTIONS OF ORIGIN

Europe/Middle East:

- American University of Beirut, St-Joseph University... (Lebanon)
- Bilkent University, Bogaziçi University... (Turkey)
- Centrale Paris, Ecole Polytechnique, ENS Ulm, SciencesPo Paris, Université Paris Sud... (France)
- ESADE, Universitat Politècnica de Catalunya, Universidad Politécnica de Madrid... (Spain)
- ETH Zürich, Universität St.Gallen... (Switzerland)
- Freie Universität Berlin, Karlsruhe University, Technische Universität München, University of Mannheim, WHU... (Germany)
- HSE, Lomonosov Moscow State University, MGIMO... (Russia)
- Imperial College London, London School of Economics, University of Cambridge, University of Oxford, University of St Andrews... (UK)
- Politecnico di Milano, Sapienza Università di Roma, Università Commerciale Luigi Bocconi... (Italy)
- Rotterdam School of Management, University of Amsterdam... (Netherlands)
- ...

America:

- Cornell University, New York University, Northwestern University, Stanford University, The University of Chicago, Yale University... (USA)
- McGill University, University of British Columbia... (Canada)
- Pontificia Universidad Católica de Chile, Universidad de Chile... (Chile)
- Universidad de los Andes... (Colombia)
- Universidade de São Paulo, Universidade Federal do Rio de Janeiro, Universidade Estadual de Campinas... (Brazil)
- Tecnológico de Monterrey, Universidad Nacional Autónoma de México... (Mexico)
- ...

Asia:

- Fudan University, Peking University, HKUST Business School, Tsinghua University... (China)
- Indian Institutes of Technology: Bombay, Delhi... (India)
- National University of Singapore, Singapore Management University... (Singapore)
- ...



HEC
PARIS

SPEED NETWORKING

1. Find an arrow, and r...
facing someone you
2. You will have 5 minu...
allowing you to spee...
total of 5 people
3. You always move to...
new person. When...
the line, you simply...
continue on the oth...

A UNIQUE TWO-PHASE CURRICULUM

The Grande Ecole curriculum is divided into a generalist phase and a specialization phase. The first phase concentrates on business fundamentals, while the second one focuses on acquiring an expertise (chosen according to the professional goals of the student).

The unique structure of the curriculum enables students to acquire both an excellent grounding in general management and an expertise in a specific field. We firmly believe this combination is the key success factor in training future leaders and making a lasting impact on the careers of our students. In fact, our graduates combine the rare ability to grasp the 'global picture' in all situations with the deep understanding that only experts can truly reach.

The program consists of:

- in M1: mandatory foundation courses in general management and electives
- in M2: a specialization, an optional certificate and an in-depth research paper.

A WIDE RANGE OF SPECIALIZATIONS

The nature of the specializations determines the Master's degree that the student will finally receive:

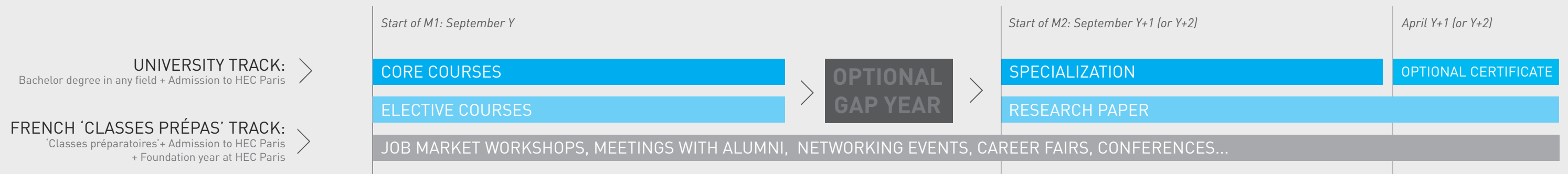
- **Master in Management:** Strategic Management, International Finance, Managerial and Financial Economics, Entrepreneurship, etc
- **Master in Management & Public Affairs:** Public Policy, International Relations, Diplomacy
- **Master in Management & Business Law** (taught in french)
- ...

Students may also choose to **go abroad in M2**, either through a **Double Degree**, the **CEMS Joint Degree**, or an **academic exchange** (cf. p 16).

18
MONTHS

120
ECTS CREDITS

>20
SPECIALIZATIONS
IN M2



M1 CORE COURSES

- Company Law
- Corporate Finance
- Data Modeling
- Financial Economics
- Financial Markets
- Managerial Behavior Seminar
- Marketing
- Methods of Cost Analysis
- Leading Organizations
- Business Performance Management
- Statistics
- Strategy
- Operations and Supply Chain Management
- Language courses (including a compulsory French course in the first semester of M1).

+ One of the following courses:

- Accounting
- Corporate Tax Management
- Management of Information Systems
- Ethics and Sustainability
- Innovation and Entrepreneurship.

EXAMPLES OF M1 ELECTIVES

Finance, Economics:

- Credit Rating
- Inside Venture Capital
- International Banking
- M&A and Due Diligence
- M&A: Financial Analysis
- Modeling and Data Analysis
- Project Finance...

International Business:

- Comparative Politics of Latin America
- Euro-American Comparative Politics
- Geopolitics of the Arctic
- Implementing Strategy
- Understanding the Middle East: Economic and Strategic Fundamentals...

HR, Social Responsibility:

- Global HR Management
- Intercultural Management & HR
- Leading Change: Winning Hearts and Minds
- Technologies, Climate Change and Future of Energy...

Marketing:

- International Marketing
- Marketing Models for Practical Decision Making
- Sports Marketing
- Wine Marketing...

Other:

- Debating
- Philosophy of Liberalism
- Sports...

CONSULTING PROJECTS AND LIVE CASE-STUDIES

Students have many opportunities to work with companies on real-life consultancy projects and 'live cases', for instance with EDF, L'Oréal Paris, Procter & Gamble, PwC, Roland Berger, TBWA, etc.

OPTIONAL GAP YEAR

Between M1 and M2, students have the opportunity to take a gap year. It is an excellent opportunity to try a particular field of activity, a time to define one's career goals and to strengthen one's résumé through internships.

CAREER ROADMAP

Students are supported in their professional project with a 6-step career roadmap with efficient tools and resources (cf. p 20):

- workshops
- one-on-one coaching sessions
- career events
- mock interviews, etc

EXAMPLES OF M2 SPECIALIZATIONS

On HEC Campus:

- Accounting and Corporate Finance*
- Entrepreneurship
- International Business* (gateway to HEC Master Exchange Program, cf. p16-17)
- International Finance (Double Degree with Tsinghua University)
- Managerial and Financial Economics*
- Marketing
- Quantitative Economics (with Ecole Polytechnique, ENSAE, ENS Cachan and Paris Sud University)
- Strategic Management

International Double Degrees in management:

- USA: MIT - Sloan School of Management (Master of Science in Management Studies)
- Brazil: Fundação Getulio Vargas, São Paulo (Master in International Management)
- China: Tsinghua University (SEM Master)
- Germany: Technische Universität München (Master in Management & Technology)
- India: The Indian Institute of Management, Ahmedabad (Post Graduate Program in Management)
- Italy: Università Bocconi (access to a range of MSc programs in Management)
- Japan: Keio Business School (MBA

- taught in Japanese)

- Russia: GSOM (Master in International Business)
- Spain: ESADE (access to a range of MSc programs in Management)
- Switzerland: Universität St. Gallen (access to a range of MSc programs in Management)
- Singapore: National University of Singapore NUS Business School

OTHER MASTERS AVAILABLE WITHIN THE GRANDE ÉCOLE PROGRAM

- Master in Management and Business Law (MBL): Double Degree with the University of Paris I - Panthéon-Sorbonne (*in French*)
- Master in Management and Public Affairs (MPA): Double Degrees with Georgetown, McCourt School of Public Policy (USA), Fletcher School, Tufts University (USA), The Freie Universität Berlin (Germany) (*in German*), or with MGIMO (Russia) (*in English*)
- Master in Management, Sustainability and Social Innovation (Double Degree options: Fundação Getulio Vargas and Norwegian School of Economics).
- ...

OPTIONAL CERTIFICATE

- Advanced Management
 - Digital Innovation for Business
 - Digital Transformation
 - Energy & Finance
 - Innovation Management in Aviation & Aerospace
 - Leadership
 - Luxury
 - Mergers & Acquisitions
 - Social Business.
- (cf. p 18 & 19)

LEARN FRENCH AT HEC PARIS

Students do not need to speak French to enroll in the program as all core courses and most electives are offered in English. However, some knowledge of French can be useful to enjoy the full HEC experience, become professionally bicultural and optimize networking with French students and alumni. This is why HEC Paris offers French language classes.

HEC Paris French School:

Prior to their studies, students may also register for a two week French language course (TEF certificate – all levels) in August. This is an exceptional opportunity to learn French before joining the Campus (extra fees are applicables).

A GATEWAY TO THE WORLD

114

PARTNERSHIPS
WORLDWIDE

For many years, HEC Paris has pioneered a truly cross-cultural and international approach with students, faculty members, international corporate partners and alumni from around the globe. This has established partnerships with 114 prestigious institutions worldwide (all of them listed among top institutions in their country)

MASTER EXCHANGE PROGRAM (MEP)

HEC Paris offers numerous exchange possibilities within its network of partners in the second year of the curriculum (M2). Students who choose this option will spend one semester abroad in Fall and one semester on HEC campus (within the HEC International Business specialization).

MIM CEMS JOINT DEGREE



Co-founded in 1988 by HEC together with three other leading European Universities, CEMS is a unique, strategic alliance of businesses and academia. Today it has grown to include 29 world-

class academic institutions, 70 world-renowned multinational corporate partners and 4 social partners.

CEMS Joint Degree is available within the following specializations:

- Accounting and Corporate Finance
- International Business
- Managerial and Financial Economics.

DOUBLE DEGREES

HEC has established Double Degree agreements with top universities worldwide which offer outstanding opportunities for our students to enrich their management education or to explore other fields (Public Affairs or Business Law).

15

INTERNATIONAL
DOUBLE DEGREES



MASTER EXCHANGE PROGRAM PARTNERS

AMERICA

- Babson College
- Boston University, School of Law
- Cornell University, Samuel Curtis Johnson School of Management
- Duke University, Fuqua School of Business
- Emory University, Goizueta Business School
- The University of North Carolina at Chapel Hill, Kenan-Flagler Business School
- The University of Texas at Austin, McCombs School of Business
- University of California at Los Angeles, Anderson School of Management

Angeles, Anderson School of Management

- University of Michigan, Ross School of Business
- Universidad Torcuato Di Tella
- Instituto Tecnológico Autónomo de México
- Pontificia Universidad Católica de Chile.

MIDDLE EAST

- Israel Institute of Technology, Technion
- Tel Aviv University
- Kuwait University, College of Business Administration.

ASIA, PACIFIC

- Fudan University, School of Management
- Tsinghua University, School of Economics and Management
- Indian Institute of Management (IIM-A and IIM-B)
- University of Tokyo
- The University of Melbourne, Faculty of Business and Economy.

AFRICA

- University of Witwatersrand, Wits Business School.

MIM CEMS JOINT DEGREE PARTNERS

AMERICA

- Fundação Getulio Vargas, São Paulo
- Ivey Business School
- Universidad Adolfo Ibanez.

- Louvain School of Management
- Norwegian School of Economics
- Nova School of Business and Economics
- Erasmus University
- Stockholm School of Economics
- The London School of Economics and Political Science
- UCD Michael Smurfit Graduate Business School
- Università Luigi Bocconi
- University of Cologne
- University of Economics, Prague
- Universität St. Gallen
- Vienna University of Economics & Business

- Warsaw School of Economics.

EUROPE

- Aalto University School of Business
- Copenhagen Business School
- Corvinus University of Budapest
- Koç University Graduate School of Business
- ESADE
- GSOM

ASIA, PACIFIC

- HKUST Business School
- Indian Institute of Management (IIM-C)
- Keio University
- National University of Singapore
- The University of Sydney Business School
- Tsinghua University, School of Economics and Management.

DOUBLE DEGREES PARTNERS

AMERICA

- Georgetown University
- MIT, Sloan School of Management
- Tufts University, The Fletcher School of Law & Diplomacy
- Fundação Getulio Vargas, São Paulo.

EUROPE

- ESADE
- Freie Universität Berlin
- GSOM
- MGIMO
- Technische Universität München
- Universität St.Gallen
- Università Luigi Bocconi.

ASIA

- Indian Institute of Management (IIM-A)
- Keio Business School
- National University of Singapore, NUS Business School
- Tsinghua University, School of Economics and Management.

9 CERTIFICATES TO ENHANCE YOUR EXPERTISE

Deloitte.

SOCIETE GENERALE

PRICEMINISTER
l'Achat - Vente Garanti

free

vente-privee.com



KERING

ENERGY & FINANCE

Chaired by Deloitte and Société Générale

Investment decisions have become more and more complex with the discovery that most current forms of energy have a negative climatic impact. This reality requires corporations to deeply rethink their business models and governments to adopt visionary policies. The Energy & Finance Certificate is an exceptional opportunity for participants to confront the issues in this sector, and acquire the knowledge and analytical skills that will help them make informed decisions as important contributors to the current industrial revolution.

DIGITAL INNOVATION FOR BUSINESS

Chaired by Free, PriceMinister and Vente-privee.com

The Certificate provides HEC students with the opportunity to embrace e-business through an entrepreneurial approach. They will explore the various ways digital technologies enhance innovation through new business models, e-commerce, digital communication, collaborative marketing, funding of new ventures, etc.

DIGITAL TRANSFORMATION

Chaired by Axa

All large organizations deal with a major strategic issue: adapting and embracing the digital economy. The digital Transformation certificate aims at giving HEC students the tools to take advantage of this huge career opportunity, training them to become tomorrow's consultants and managers of the Digital Economy. This certificate will immerse students in the various aspects of digital transformation through lectures, testimonials from top managers from diverse companies, and several projects developed thanks to a close relationship with large leading companies, as well as the collaboration of key consulting companies.

LUXURY

Chaired by Kering (Gucci, Yves Saint Laurent, Alexander McQueen, Balenciaga, Stella McCartney, Sergio Rossi, Boucheron...)

The Luxury Certificate is a business oriented program, seeking to provide future managers with an in-depth understanding of the unique rules for the effective management of luxury brands and companies. In the context of modern conceptual and managerial confusion regarding the luxury market, participants will revisit the essence of luxury, and, through rigorous analysis, will assess its managerial challenges. The Luxury certificate will challenge the participants' marketing knowledge by setting out the often paradoxical rules for success, such as "break the rules of marketing to build luxury brands" (Kapferer and Bastien 2009).

SOCIAL BUSINESS

Chaired by Danone, Schneider Electric and Renault

The aim of the Social Business Certificate is to train students in the innovative business approaches that reduce poverty by offering new economic models for both developed and developing countries, and investigating new methods of co-creation and distribution of wealth.

INNOVATION MANAGEMENT IN AVIATION & AEROSPACE

Chaired by Safran

The general objective of the course is to provide participants with a set of skills and instruments to manage firms in high technology sectors and to understand the industry dynamics in these sectors. To this end, the course introduces conceptual frameworks based on cutting-edge research in economics, strategy and technology management.

LEADERSHIP

Chaired by Pernod Ricard

The objectives of the Leadership Certificate is to help students find their leadership identity and test their skills across cultures under the 'savoir-relier' protocol. Students will challenge and experience strategic leadership from a Personal, Interpersonal, Organizational and Social perspective.

MERGERS & ACQUISITIONS

Positions in Mergers and Acquisitions are among the leading job opportunities for HEC graduates. The M&A certificate will bring students a multidisciplinary understanding of the sector (finance, strategy, legal, tax, HR...), which will help them make a difference in their career, as they will have both a clearer view of the 'global picture' behind financial operations and a deeper understanding of these financial operations.

ADVANCED MANAGEMENT

This certificate makes it possible for students to choose several advanced courses among the following electives:

- Communication, Culture and Leadership
- Country Risk Analysis: Emerging Asia
- Geopolitical Analysis
- Global Financial Services
- Intellectual Capital, Intangible Assets and Link With Sustainable Development
- International Financial Management
- Performing in Organizations
- Strategy and Sustainable Development
- Sustainable Procurement
- Value Proposition, Business Models & Business Plan.



Schneider Electric



SAFRAN
AEROSPACE - DEFENCE - SECURITY

Pernod Ricard
Créateurs de convivialité

TOP CAREER OPPORTUNITIES

97%

FOUND EMPLOYMENT
WITHIN 3 MONTHS

after course completion

AVERAGE START
SALARY*:

57K€

39%

WORK OUTSIDE THEIR
HOME COUNTRY

Annual employment surveys,
MiM 2014 graduates.

*Because of the diversified variety of employment situations throughout the world, from mature economies to emerging countries, from finance/consultancy to NGO and public sector, there is a very large spectrum of starting salaries.

THE CAREER DEPARTMENT AT YOUR SERVICE

Located at the heart of the school, the career department aims at providing the best possible placement and business opportunities to all of our students.

To do so, HEC has designed a 6-step career roadmap, which aims at helping students explore their options, understand the job market and their personal priorities, and give them all the tools to achieve their goals.

On top of that, HEC also provides students with up-to-date job & internship opportunities, and organize many events throughout the year: company presentations, seminars, conferences, round tables, mock interviews with recruiters, career fairs...

A few example of career events:

- Finance Career Fair (in October)
- Legal & Fiscal Career Fair (in October)
- Consulting Career Fair (in November)
- Alumni Career Fair (in January)
- General Career Fair: *Carrefours HEC* (in January)
- Luxembourg Career Fair (in February)
- Social & Sustainable Business Career Fair (in February)

Finally, HEC also connects the students with inspiring alumni, not only through a dedicated Alumni Fair in January, but also within the frame of a mentoring program.

BUILD YOUR CAREER

Whereas Financial services and consulting are the two main options chosen by HEC MiM graduates (between 60%-65% on average every year), the placement diversity is on the whole remarkable, with graduates starting their career in all kinds of sectors, from high tech to luxury, not to mention consumer goods, industry, etc. Numerous graduates found their own company or join a start up, and an even larger proportion of them choose to start their career in a global leading firm. Whatever their choice, success is in their futures, with 97% of HEC MiM graduates finding a job within 3 months, and 57 K€ as an average starting salary.

THE WORLD IS YOURS

39% of HEC MiM graduates start their career outside their home country, with a very large diversity of destinations.

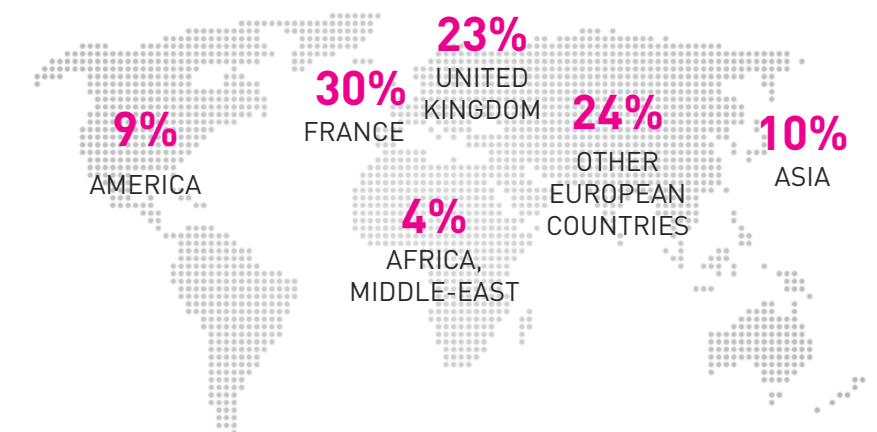
« Both HEC and McKinsey share a common mission of building global leaders. We know we can find many talented individuals at HEC, among which some of our future partners. We offer them an international network providing unlimited opportunities to grow and make a difference as a leader. »

Sandrine Devillard
(HEC 1993), Director,
McKinsey & Company.

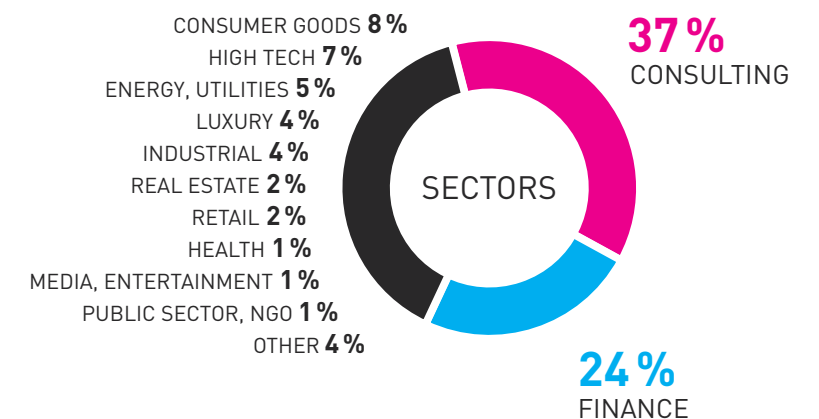
« A great opportunity of being at HEC is that there are so many connections with companies. »

Anniek Meijer
(HEC 2012),
Consultant Corporate Finance,
PwC Nederland.

International students Post-Master in Management job location:



Post-Master in Management job sectors:



TOP RECRUITING COMPANIES

- | | | |
|------------------------|-----------------------|------------------------------------|
| ■ A.T. Kearney | ■ Goldman Sachs | ■ PwC |
| ■ Accuracy | ■ Google | ■ Procter & Gamble |
| ■ Air Liquide | ■ J.P. Morgan | ■ Rocket Internet |
| ■ Bain & Company | ■ Kering | ■ Roland Berger |
| ■ Barclays | ■ KPMG | ■ Rothschild |
| ■ BearingPoint | ■ L'Oreal | ■ Schlumberger Business Consulting |
| ■ BNP Paribas | ■ LVMH | ■ Societe Generale |
| ■ Deloitte | ■ Mc Kinsey & Company | ■ The Boston Consulting Group |
| ■ Deutsche Bank | ■ Morgan Stanley | ■ Unibail Rodamco |
| ■ Eurogroup Consulting | ■ Nomura | ■ Unilever |
| ■ EY | ■ Oliver Wyman | ■ ... |

THE CAMPUS: A PLACE TO LIVE AND LEARN

340

ACRE WOODED
CAMPUS

Located close to Paris (20 km) and Versailles, the HEC campus is **one of the largest in Europe**. It is also 20 km from 'La Défense', the largest European business districts housing the headquarters of many multinational companies. These companies interact with HEC Paris both as partners and as potential recruiters.

COMMUNITY LIFE

HEC Paris considers community life as one of the cornerstones of its education. It develops a sense of responsibility, boldness and an enterprising mind.

The 'Campus Life Office' allows all students to create their own association within one week. Since its creation in January 2014, it has already enabled the launch of the International Entrepreneurship Club and the Model UN Club, which complement the 130 clubs and associations on campus (sports, culture, professional activities, humanitarian aid, public affairs...). Students plan social events, sports tournaments, concerts and plays; they invite politicians and business VIPs to speak and debate on current affairs; they help people in need throughout the world; they welcome foreign students...

130

CLUBS AND
ASSOCIATIONS

INTERNATIONAL SOCIETY

HEC IS is a student-run association aimed at bringing all students together through events such as the welcome week, 'Discover France' weekends and various on-campus activities.

HEC STUDENTS' UNION

The union is run by a team of students who are elected annually. Its many responsibilities include welcoming incoming students, organizing concerts, theater productions and other social events such as the famous HEC Paris parties and the annual HEC Gala. It also publishes the campus magazine and coordinates the activities of the other clubs.

HEC PARIS SPORTS CLUBS AND COMPETITIONS

HEC Paris has excellent indoor and outdoor facilities on campus, including:

- a multipurpose gymnasium, an indoor mountain climbing wall, a weight training room and facilities for aerobics, fencing and martial arts
- 10,000 m² of outdoor fields including tennis courts, an athletics track and two rugby/football pitches.

The Sports Office is managed by a permanent staff of 25 qualified professionals and coaches who teach the various sports offered. Each sport has its own club, run by students in collaboration with the Sports Office.

The HEC Paris teams compete with other universities in all sports, such as the Business School 'Coupe de France' competition, the World Business School Rugby Tournament, and 'Les Mercuriales'.

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NATIONALITIES
ON CAMPUS





The more you know, the more you dare®

INFORMATION AND APPLICATION:

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Master in Management & Business Law
(MBL)
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- MBA Program
(including a MIF-MBA dual Degree)
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and Coaching
- Summer School Programs.