



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

---

# INTERNATIONAL FULL TIME MBA

IN PARTNERSHIP WITH







---

# INDEX

Director's Welcome	4
International MBA at a Glance	5
Italy, a Place to Live, Love, Eat and... Study	6
Milan - Italy's Economic Heart and Design Capital of the World	7
Politecnico di Milano	8
MIP Politecnico di Milano	9
Why an MBA at MIP?	10
A Change in Perspective...	12
Some of MBA Partner Companies	13
Program Overview	14
Courses	16
Boot Camp	18
Project Work	19
International Exchanges	20
International Experience	21
Your Dedicated Career Service	22
Placement Overview	24
International Students Office	26
Alumni Community	27
Alumni Testimonials	28
Special Projects	30
Alumni Testimonials	31
Class Profile	32
Admissions Criteria	33
Admissions Timeline	34
How to Reach our Campus	35





# 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



Politecnico di Milano is one of the most outstanding universities in the world, **ranked 24<sup>th</sup> in the world, 7<sup>th</sup> in Europe, and 1<sup>st</sup> in Italy** among technical universities, according to QS World University Ranking - Engineering & Technology 2017. Founded in 1863, it is the largest school of Architecture, Design and Engineering in Italy, with 2 main campuses located in Milan, heart of fashion and design industries, and 5 campuses based around the Lombardy region, one of the most industrialized areas of Europe. Many important scientists and architects studied and taught here; among them Achille Castiglioni, Gio Ponti, Renzo Piano and Aldo Rossi - both Pritzker Prize in 1990 and 1998 respectively - and Giulio Natta, who was awarded the Nobel Prize in Chemistry in 1963.

Politecnico di Milano is organized into 12 Departments, responsible for planning of

the research strategies, and 4 Schools, responsible for the organization of education, 2 of them covering the fields of Engineering, 1 focused on Architecture, Urban Planning and Construction Engineering, and 1 School devoted to Design.

Thanks to a strong **internationalization policy**, several **study programmes are taught entirely in English**, attracting an ever-increasing number of talented international students, now forming a diverse community from more than 100 countries. In the academic year 2015/2016, 22% of the students enrolled in Master of Science Programmes were international.

**Inter and multidisciplinary approaches** are fostered throughout the academic career, in particular at 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 closely 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 250 laboratories, including a Wind Tunnel (unique in the world for configuration and features), a Crash Test Centre, PoliFAB (the University's lab for micro and nano production) and PoliFactory, a laboratory where new design processes are developed.





# MIP

POLITECNICO DI MILANO

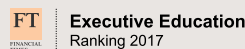
Founded in 1979 as a Consortium between the Politecnico di Milano and many Italian institutions and several leading public and private industrial groups, today MIP is a non-for-profit consortium limited company. MIP and the Department of Management, Economics and Industrial Engineering together make 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).





---

## 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 The Boston Consulting Group (BCG), Lastminute.com, Microsoft, Ouvert, Sirti, Banale, OTB, Moncler, Moleskine, Ariston Thermo Group, Barilla, ELI LILLY, HILTI, Luxottica, Candy, Whirlpool, EF, FIRE GROUP, Costa Crociere, Con-Te Admiral 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 opportunities 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 opportunities in France, Spain, Germany, Mexico, Argentina, 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:

The Boston Consulting Group (BCG)

## ICT & TELCO:

Lastminute.com, Microsoft,  
Ouvert, Sirti

## LUXURY, FASHION & DESIGN:

Banale, OTB, Moncler, Moleskine

## MANUFACTURING:

Ariston Thermo Group, Barilla,  
ELI LILLY, HILTI, Luxottica,  
Candy, Whirlpool

## SERVICES:

EF, FIRE GROUP, Costa Crociere,  
Con-Te Admiral

## TOP EMPLOYERS

- > AMAZON
- > AVANADE
- > BULGARI
- > COSTA CROCIERE
- > EDENRED
- > ELI LILLY
- > ELICA
- > FASTER
- > HSBC
- > LASTMINUTE.COM GROUP
- > MICROSOFT
- > NOVARTIS
- > PRYSMIAN
- > TESLA MOTORS
- > WHIRLPOOL

# 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.

#### ONLINE DISTANCE LEARNING

##### I TERM

SEPTEMBER/OCTOBER  
2 MONTHS

### 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.

#### ON CAMPUS

##### II TERM

NOVEMBER/JANUARY  
3 MONTHS

### CAREER SERVICES AND PERSONAL DEVELOPMENT

("DISCOVERY SESSION" SKILLS ASSESSMENT TOOLS)

### CAREER IN ACTION

(CAREER WORKSHOPS, MOCK-UP INTERVIEWS, NETWORKING)





### 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

WITH EMPLOYERS, RECRUITING EVENTS, PROJECT WORK)

# COURSES

## BASICS IN DIGITAL AND BASICS IN ACTION

### People & Organization



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 & 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).

### 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 apply statistics 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 to read and write a technical and statistical support.

### 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 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 digital transformation: how to define winning strategies, design effective organizational models and develop digital leaders of the future.

### Industrial Economics



During the course, students will analyze the characteristics of market structures in different industries, the drivers and consequences of market power and of make/buy decisions. Students will also deepen the level and determinants of entry barriers, as well as the economic and financial aspects of innovation.

### 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.

## Economics & Global Markets



The course aims at providing the fundamentals of macroeconomics. 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 study cases. Professors will illustrate and discuss the models of international trade and investment; the new features of international production process from the point of view of a profit-maximizing firm; trade policies and their effects; the barriers to access foreign markets; the impact on long-run effects of macroeconomic policies on firms' price competitiveness.

## Finance



This is a core class that offers 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 and project financing.

## Strategy



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 firms' overall performance. Consequently, the course utilizes frameworks and analytical tools to help students analyze a firm's competitive and internal environment, strategic positioning and competitive advantage.

## Supply Chain & Operations Management



Supply Chain & 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, strategic approach to the choices of design and management of productive systems and the quality management in operations. Supply chain is a process-oriented, integrated approach to procuring, producing, delivering products and services to customers.

## Marketing



The marketing course aims at providing students with the basic knowledge of 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.

## Innovation & 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. Then, it provides a framework for innovation management. It focuses on innovation strategy (drivers of innovation, complementary assets, standards, profiting from innovation). It also focuses on the process of innovation (vision design, creative problem solving and product-service development). Finally, it discusses the culture and leadership for innovation.





# BOOT CAMP

## TO JUMP INTO CHALLENGING TOPICS

The **Management Bootcamps** 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 business realities in the corporate network of MIP. Candidates will work on 9 different bootcamps (1 week each) based on a range of emerging topics to be faced in a challenging and innovative perspective.

### THIS PHASE IS ORGANIZED IN TWO PARTS:

#### DEVELOPING YOUR ADVANCED SKILLS (COMPULSORY)

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

#### These Bootcamps are mandatory:

- > Finance in Action
- > Sales Strategy in Action

#### ADDRESSING COMPLEX BUSINESS CHALLENGES (ELECTIVE - MINIMUM 7)

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

#### Students can choose a minimum of 7 courses among the following:

- > Sustainability & Business Ethics
- > Circular Economy
- > Before Going Global: International Market Assessment
- > Going Global: Managing an International Business
- > Industry 4.0
- > Big Data & Analytics
- > Luxury & Made in Italy Excellence
- > Design Thinking: a Journey from Meanings to Solutions
- > Entrepreneurship
- > Lean Start Up Lab
- > Soft Skills Program
- > Students will have the opportunity to choose one of the international weeks in spite of one of the 7 elective Bootcamps:
- > Silicon Valley Experience
- > International week @IPADE (Mexico City)
- > International week @ BUA (Beijing)

# PROJECT WORK

## YOUR REAL BATTLE FIELD

Project Work is a full-time project activity of **3 months that spans between May and September**.

This is the opportunity for students to experiment and apply the contents learnt during the classroom component of the course to a real-business life situation.

The Project Work can be developed as a:

- > **Corporate Internship**
- > **Research Project**
- > **Business Plan Project**

As a Corporate internship, students **work full-time** on the project assigned by the company. Companies are helped to **solve a particular business problem** and **get to know a prospective full-time candidate**, assessing his/her profile and potential suitability for the company. The **companies** offering project works decide about the contents of the **training projects**, the **location** and may decide to cover **students' reimbursement only** if envisaged by their internal internship policy .

As a Research project, students have the opportunity to work with a professor of our Faculty on an innovative academic research. As a Business Plan, students have the opportunity to present their business idea and develop it with the support of a Tutor selected by the School.

# PROJECT WORK SECTORS 14% OUTSIDE ITALY



Business Plan  
3%



Automotive  
10%



Consulting  
4%



Banking, Finance,  
Insurance  
3%



Tourism, Sport,  
Culture  
10%



Public, Social,  
Education, NGO  
7%



Distribution,  
Consumer  
Packaged Goods  
7%



Industry,  
Manufacturing,  
Oil&Gas  
3%



Construction  
2%



Luxury, Retail  
21%



Pharmaceutica,  
Medical, Health,  
Cosmetics  
2%



Technology  
28%

## 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.*

## Alfredo Soler Speroni

**Argentina - International MBA  
Class of 2015  
Sr. Supply Chain Analyst, Amazon, Paris (France)**

*After four challenging interviews, I was selected to do my project work in KPMG as Operational Excellence Consultant. 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\*:

- > **Macquarie Graduate School of Management** (North Ryde, Australia)
- > **Universidad del CEMA** (Buenos Aires, Argentina)
- > **School of Economics and Management Beihang University** (Beijing, China)
- > **Lingnan University College** (Guangzhou, China)
- > **Shanghai University of Finance & Economics** (Shanghai, China)
- > **School of Management and Economics - University of Electronic and Technology** (Chengdu, China)
- > **Xiamen University** (Xiamen, China)
- > **EM Lyon Business School** (Lyon, France)
- > **Neoma Business School** (Reims, France)
- > **School of Inspired Leadership** (Gurgaon, India)
- > **IPADE Business School** (Mexico City, Mexico)
- > **EADA** (Barcelona, Spain)
- > **University of Brighton** (Brighton, UK)
- > **MIT Center for Transportation and Logistics** (Boston, USA)
- > **Dual Degree Program**

*\*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.





---

## Nicola Draghi

Italy - International MBA  
Class of 2017

The Silicon Valley experience was the greatest week of my MBA and, for sure, one of the best experiences of my life! We visited huge companies like Google and IBM but also the greatest start-ups and incubators on the planet like the Plug and Play Tech Center. We also visited Stanford University and the SLAC national accelerator, a real touch of science and innovation!

The best lesson learnt? The fact that in Silicon Valley nothing is as easy as it seems, competition is fierce, and commitment is essential! Thanks to MIP, we participated in many networking events, exchanging ideas, opinions and contacts, and establishing strong connections with leaders and companies for present and future opportunities.





# 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, realigning 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.

## PROFESSIONAL DEVELOPMENT

### PROFESSIONAL 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:

- > Mock-up interviews with International MBA coaches
- > Personal Branding workshops such as: LinkedIn and Social Reputation, How to build your unique selling proposition, Developing cross-cultural intelligence
- > Career related workshops, such as: Career planning, Job search strategy, International job hunting, Transitioning from Managers to Leaders, Negotiating your job off
- > 1-2-1 interviews and personalized feedback sessions

## 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 2016/2017

25

Company Seminars

8

On-Campus Recruitment Activities by International Companies

400

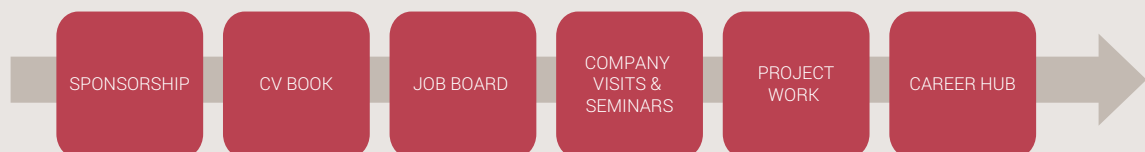
Companies involved in Project Work opportunities

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!

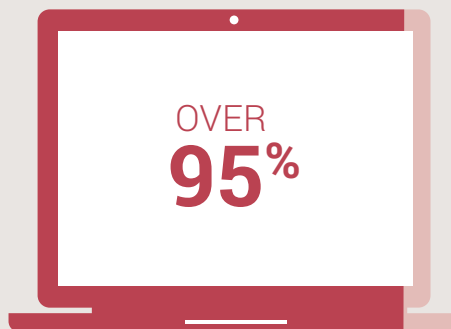
### AMAZON:

*At Amazon, we look for outstanding talent that show bias for action, are customer obsessed and always insist on the highest standards. These are only three of our Leadership Principles that we tend to see in MIP students who have joined us as successful Amazonians in the past. We are looking forward to have more MIP talent joining Amazon in the future!*

### 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  
10 MONTHS**

## EMPLOYMENT AREAS



## 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](mailto:iso@mip.polimi.it) or visit the ISO website at [www.mip.polimi.it/iso](http://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 8000 people to date. Since MIP is part of Politecnico 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, Beijing, Dubai, 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, but 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 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. After finishing classes, 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 Commercial Development EMEA.



## Oluwasanmi Fatureti

**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. 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: our life experiences are enriched and we get to learn a lot more than any social network can provide.



## 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.



## Sandra Valdes

**Mexico - International MBA  
Class of 2012**

Doing the MIP MBA has been a life-changing experience to me. 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. Thanks to MIP CDO, I undertook my Project Work in 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. MIP has opened many doors to me 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 (Engineering Physics working as 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. After the MBA, I joined Bain & Co as a consultant shifting after two years towards the luxury business, in Louis Vuitton first, then Hermès and now in Bottega Veneta.

## Rosalia Campana

**Peru - International MBA  
Class of 2017**

The decision regarding which business school I was going to choose, was a strong starting point on this journey. After a careful research about the top business schools in Europe, I decided to stay in touch with a few of them. I considered MIP because it's well-positioned in various European Rankings and has partnerships with prestigious worldwide companies as Allianz, Elli Lilly, IBM, Luxottica, Microsoft. While being in touch with the recruitment department, I felt MIP was the right business school for me because of its cross-discipline study plan and the high qualified teaching staff. Moreover, I contacted some MIP current students, who shared their personal experiences, manifesting the excellence of the school which increased and maintained my motivation regarding choosing MIP.



# 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

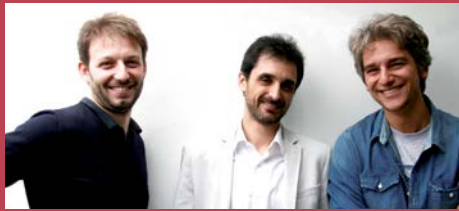
## WORLD BUSINESS FORUM

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**



# ALUMNI TESTIMONIALS

MIP BUDDING ENTREPRENEURS AND POLIHUB INCUBATOR



## Federico Della Bella, Luca Nardone and Fulvio Catalano

Italy - International MBA  
Class of 2011

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.



## Federica Biancon

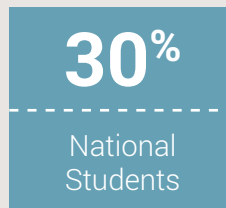
Italy - International MBA  
Class of 2016

When I decided to quit my job I was willing to change industry, but I knew that to make a real change in my career I had to learn new skills and competences to be able to broaden my horizon. I have always been interested in technological innovation and entrepreneurship and I was curious about living an international experience in Italy and abroad. As soon as I learnt that MIP provided all these elements in one International MBA program, I realized it was the best option to boost my career and make a radical change. Eventually, I wanted to work in an incubator. The career service supported me in orienteering along this new journey providing me with a unique job opportunity I caught immediately, and now here I am: Investor Relations Leader in PoliHub. Now I do a very motivating job, I improved my soft skills, and last but not least, I have a lot of new friends around the world! I could have never hoped for more than this.

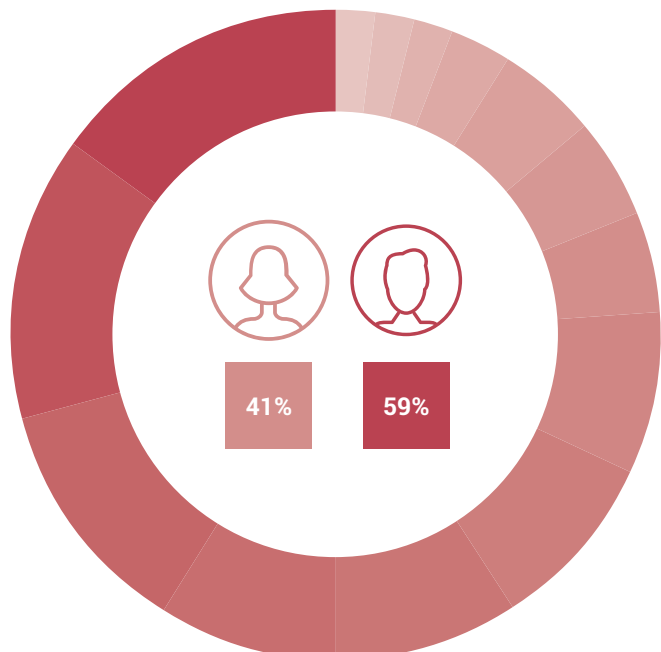
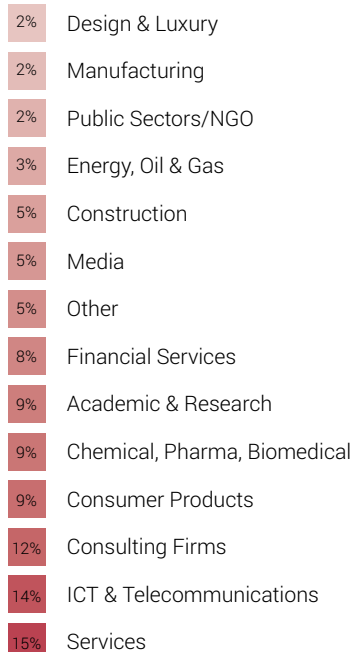
# CLASS PROFILE

## CELEBRATE DIVERSITY...

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



# WORK SECTORS



# 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](http://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](http://www.applyformasters.net)**
- > Application and MIP Test fee (**€ 150** non-refundable fee)
- > 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
- > 2 letters of reference (optional)
- > Motivational letter
- > Copy of passport or ID
- > Digital photo

## FINAL SELECTION

Application feedback communication by Admissions Office

## TUITION FEE

- > The tuition fee amounts to € 32,000
- > Company Sponsorship of € 5,000 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](http://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](mailto: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

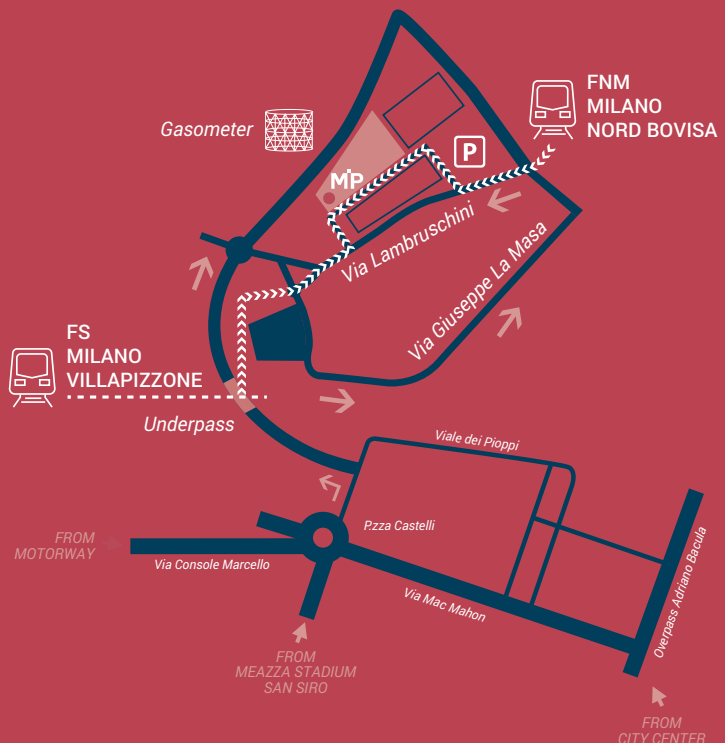
Take bus no. 73 towards Piazza S. Babila, get off at S. Babila station, take the red subway line M1 towards Rho Fiera-Bisceglie, get off at Cadorna and take the train to Milano Bovisa.

**Estimated journey time:** 50 minutes.

### FROM MALPENSA AIRPORT

Take the Malpensa Express train and get off at Milano Bovisa.

**Estimated journey time:** 30 minutes.





**Executive Education**  
Ranking 2017



**European Business Schools**  
Ranking 2016



**POLITECNICO DI MILANO**  
GRADUATE SCHOOL  
OF BUSINESS



VIA LAMBRUSCHINI 4C, BUILDING 26/A, 20156 MILANO - ITALY | TEL. +39 02 2399 2820 - FAX +39 02 2399 2844  
WWW.MIP.POLIMI.IT - SEGRETERIA@MIP.POLIMI.IT