

HEC  
PARIS



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# MBA PROGRAM

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*“Diversity is  
our richness,  
community is  
our strength.”*

**Andrea Masini**  
Associate Dean,  
MBA Programs,  
HEC Paris





## WHO WE ARE

*Every day at the HEC Paris MBA, students learn how to think critically, challenge the status quo, and collaborate with people very different from themselves. We call that the HEC Paris MBA difference. You will call it the opportunity of a lifetime.*

### A TRULY UNIQUE MBA EXPERIENCE

At the HEC Paris MBA, you will find the ideal environment to realize your full potential and become a business leader for the 21<sup>st</sup> century. Working alongside your high-achieving peers and with our world-class professors, you will build your competencies in an energizing, collaborative community that mirrors the diversity of today's global economy.

A perfect equation between the size of our intakes - limited to 300 students yearly - and an individualized approach to learning means that your ideas and input are valued. This encouragement comes from faculty, staff and other students, in an environment where everyone knows your name and participants form a close-knit community for life. Conversations with your peers - 94 percent international - will

shape your viewpoint, enrich your experience and prepare you to work with people from many different backgrounds and cultures.

Excellent professors at the forefront of research will build upon your unique talents and shape your learning experience. Our faculty infuse a rare combination of broad experience, personal insights and the latest in advanced-management thinking into their classes.

During our 16-month program, you will develop the core management skills needed to excel in any industry, anywhere in the world. You will also go much deeper, with the flexibility to pursue international exchanges and internships, as well as specialized studies and hands-on learning in the sector of your choice.





## 6 REASONS TO CHOOSE HEC PARIS

*Our program is unique, challenging, rigorous - and absolutely the right preparation for your future success. Here are 6 reasons why the HEC Paris MBA is a solid choice to make your career goals a reality.*

### ALMA MATER OF CEOs

HEC Paris enjoys a longstanding tradition of educating the leaders who are at the forefront of business. The school has graduated more CEOs of Fortune Global 500 companies than any other university in Europe, according to the 2017 Times Higher Education Alma Mater Index. In addition, nearly 4,000 of our graduates are currently CEOs, CFOs, or have founded their own companies.

### AN ENTREPRENEURIAL ENVIRONMENT

Whether your goal is to join the ranks of a multinational company or to found a startup, you will benefit from the entrepreneurial spirit that thrives at HEC Paris.

An estimated 25 percent of our students go on to start their own businesses, and our faculty supports the creation of nearly 400 schoolwide entrepreneurial projects each year. You can draw on resources such as creativity talks, weekly mentoring sessions with experienced entrepreneurs, and the school's participation in Station F, where the HEC Incubator is housed and where HEC Seed, our annual pitch competition, takes place.

### A UNIQUE APPROACH TO LEADERSHIP

We are committed to shaping the leaders of tomorrow, and instilling within them an understanding that their obligations go beyond the bottom line and that they must contribute to the greater good of society.

Leadership training requires a rigorous combination of academic theory and learning-by-doing. At the HEC Paris MBA, we teach you the theories behind leadership, then provide the ideal environment to put those theories to the test.

### TRADITION OF EXCELLENCE

At over 135 years old, HEC Paris stands the test of time. Since the school's foundation in 1881, we have continuously enabled our students to develop the knowledge and skills needed to become tomorrow's business leaders.

We have always been a leading institution with an extensive array of options tailored to every student's needs. In 1969, the MBA program (formerly *Institut Supérieur des Affaires*) was created to enable professionals with previous work experience to excel in their careers.

### CAREER TRANSFORMATION

At the HEC Paris MBA, we pave the way for transformation. Many of our students succeed in changing their career paths, whether it is by sector, function or location - or all three. For the Class of 2019, 80 percent of graduates changed at least two of these three elements, while almost 40 percent changed all three aspects of their career.

In addition, the Class of 2019, which was made up of 55 different nationalities, graduated with a global mindset, as seen by the fact that 66 percent secured positions outside of their home countries.

### AT THE FOREFRONT OF INNOVATIVE KNOWLEDGE

At HEC Paris, our faculty move forward the frontiers of knowledge to create new ideas that will shape tomorrow's world and have an impact on our society.

Throughout your MBA experience you will have privileged access to this knowledge and be able to discuss, debate and brainstorm in a stimulating and personalized environment with your peers and your professors.



Throughout your MBA journey, our career advisors will be at your side to help you achieve your career goals, whether you're seeking to transform your sector, function, or geographic location!



Our **MBA clubs** organize a wide range of on-campus **speakers and workshops**, including ones specifically designed to **connect and empower** our female students.

## Key facts & figures

  
**281**

Participants in  
the Class of 2021

**50** 

Nationalities in  
the Class of 2021

**34%** 

Women in the  
Class of 2021

**30** 

Average **age**

**94%** 

International  
participants in  
the Class of 2021

**6** 

Years average  
**work experience**

**690** 

GMAT **AVG**



## CLASS PROFILE

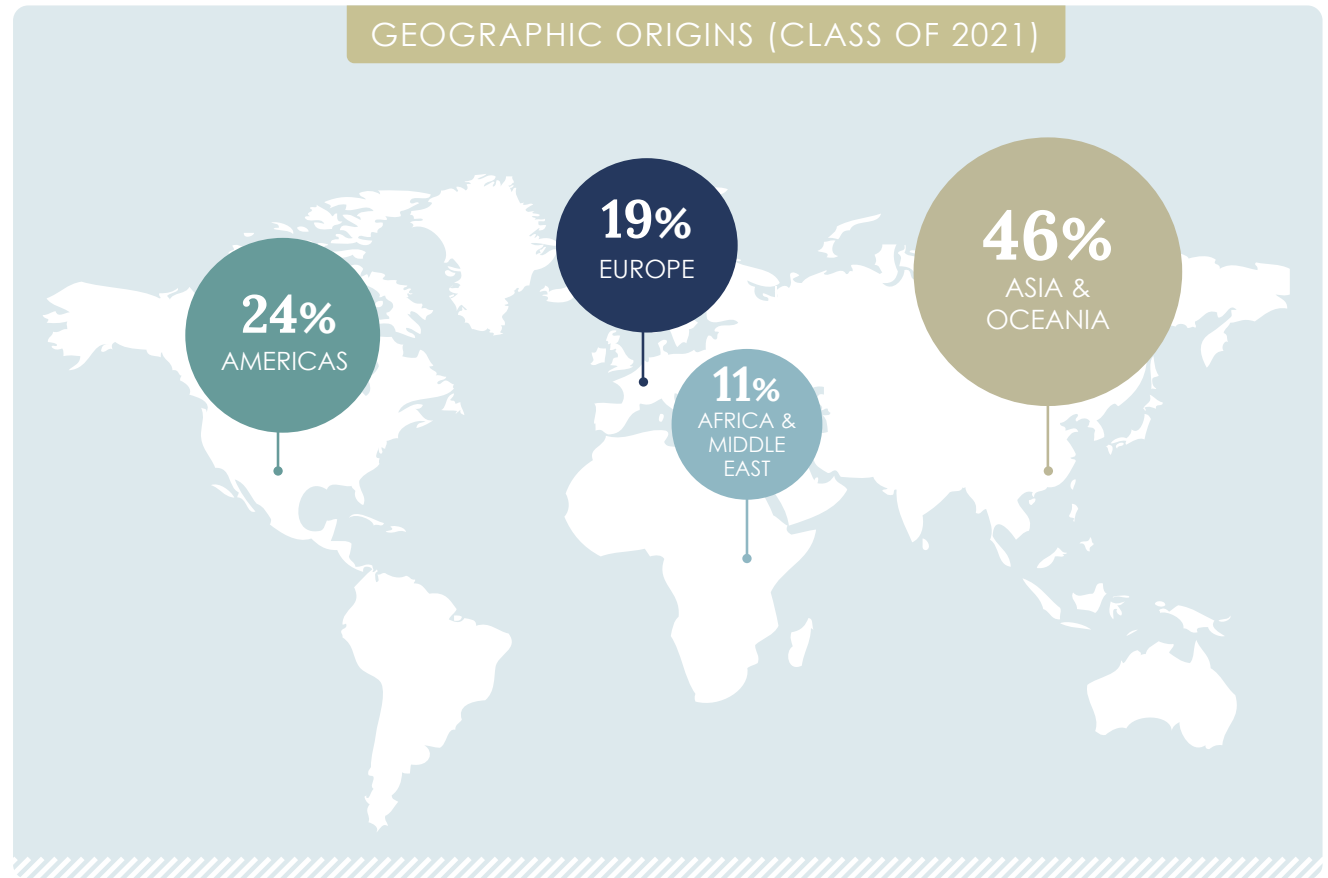
*Our 94 percent international student body enriches the overall experience of our program, shaping your viewpoints and preparing you to work with people from different backgrounds and cultures.*

### COMMUNITY IS OUR STRENGTH

Diversity and community are ingrained in every aspect of the HEC Paris MBA. Group work is the foundation of our academic program. Groups are formed by putting together students from different regions and professional backgrounds. This creates a dynamic environment where students learn as much from their peers as from their professors.

In addition, the majority of our MBA students live on campus in a dedicated MBA residence, which facilitates group projects, and maximizes the time spent studying together and socializing.

Extracurricular activities are a vital part of the MBA experience. Students take part in both professional and social clubs. Numerous club-organized events take place every week, from speaker series to cultural weeks to hackathons, adding to the vibrant spirit of the campus.



The HEC Paris MBA is one of the most diverse programs in the world, with **an average of 50+ nationalities represented in a class.**



# SHAPE YOUR FUTURE

With its concentrated focus on learning-by-doing and real-time problem solving, our challenging 16-month-long program will have a real impact on your future career. You will develop a skillset that truly differentiates you in the global marketplace. The curriculum is divided into two phases: Fundamental and Customized.

## FUNDAMENTAL PHASE

In the 8-month Fundamental Phase, a rigorous combination of academic training and hands-on learning teach core management skills. After eight months, you have developed the exact skills needed to transform business performance.

## CUSTOMIZED PHASE

During the 8-month Customized Phase, you tailor the MBA program to match your personal aspirations and professional objectives. We offer a wide range of options, including 7 specializations (concentrated study in

some of today's most in-demand sectors), elective courses, international exchanges and internship opportunities, as well as in-depth research projects.

### SEPTEMBER INTAKE

8 MONTHS

8 MONTHS

#### FUNDAMENTAL PHASE

#### CUSTOMIZED PHASE

Core Business Skills

Choose your Path

TERM. 1

TERM. 2

TERM. 3

TERM. 4

- Introductory courses: Business Concepts, Data Science Camp, Math Camps, Negosim Business Simulation
- Financial Accounting & Reporting
- Financial Markets
- Giving & Receiving Feedback
- Managerial Economics
- Managing Customer Value through Marketing
- Problem Solving & Communications
- Statistics & Business Analytics

- Corporate Finance
- Ethics & Sustainability
- Macro-economics for Business
- Management Accounting & Control
- Operations Management
- Organizational Behavior
- Strategic Management
- The Sigma Challenge Simulation

- 8 ELECTIVES
- OR
- MBA PROJECT
- OR
- INTERNATIONAL EXCHANGE

- SPECIALIZATIONS
- Entrepreneurship
- Finance
- Advanced Management
- Strategic Marketing
- Strategy
- Digital Innovation
- Sustainable & Disruptive Innovation
- OR
- INTERNATIONAL EXCHANGE

Optional Internships (from mid-April to end of August and end-of studies from January to April of graduating year)

Leadership Development - Career Curriculum Journey - Languages



**140** 

Permanent **professors**

**500** 

**Research articles** published over **the last 5 years**

**25** 

**Different nationalities** among our Faculty

**30+** 

**Partner universities** worldwide

## TWO INTAKES

The HEC Paris MBA has two intakes each year, in January and September. All of our MBA students follow the exact same core curriculum, regardless of intake and specialization. Students from both intakes have the opportunity to merge together into one class during the Customized Phase, creating a sense of teamwork in a collaborative community.

## WORLD-CLASS FACULTY

HEC Paris is one of the world's top research schools in economics and management. Our faculty push the boundaries of knowledge by producing the highest quality research. They aim to have an impact on pedagogy, management practices, public policies and society at large. Research conducted at HEC

Paris comprises both disciplinary and cross-disciplinary work, with a unique combination of scientific excellence and business relevance. Our research is at the intersection of business management and technology, keeping you up-to-date and even ahead of the times, presenting the latest in AI, data analytics and machine learning.

## JANUARY INTAKE

8 MONTHS

### FUNDAMENTAL PHASE

Core Business Skills

TERM. 1

- Introductory courses: Business Concepts, Data Science Camp, Math Camps, Negosim Business Simulation
- Financial Accounting & Reporting
- Financial Markets
- Giving & Receiving Feedback
- Managerial Economics
- Managing Customer Value through Marketing
- Problem Solving & Communications
- Statistics & Business Analytics

TERM. 2

- Corporate Finance
- Ethics & Sustainability
- Macro-economics for Business
- Management Accounting & Control
- Operations Management
- Organizational Behavior
- Strategic Management
- The Sigma Challenge Simulation

TERM. 3

#### SPECIALIZATIONS

- Entrepreneurship
- Finance
- Advanced Management
- Strategic Marketing
- Strategy
- Digital Innovation
- Sustainable & Disruptive Innovation

OR

#### INTERNATIONAL EXCHANGE

TERM. 4

#### 8 ELECTIVES

OR

#### MBA PROJECT

OR

#### INTERNATIONAL EXCHANGE

8 MONTHS

### CUSTOMIZED PHASE

Choose your Path

Optional Internships (from July to mid-September and end-of studies from January to April of the following year)

Leadership Development - Career Curriculum Journey - Languages



MBA students at La Défense, the largest business district in Europe and home to many of HEC Paris' corporate partners.

## Top Recruiters

amazon



Schneider  
Electric



HILTI



McKinsey  
& Company



strategy&  
Part of the PwC network



Microsoft

Uber

LINAGORA

Atos

Worldline

L'ORÉAL



## ACCELERATE YOUR CAREER

Whether you have clearly defined professional goals or you want to explore all your options, our Career Center offers a comprehensive approach that leverages your personal strengths and values to help you build a fulfilling career.

### COMPREHENSIVE CAREER SERVICES

Career development is at the heart of the MBA program. You will meet regularly with our career experts and have access to a wide variety of career-related events. They include:

- One-to-one career coaching
- Workshops on CV writing, interview preparation, impactful communication, international business etiquette, pitching and job-search strategies, etc.
- Frequent on-campus company presentations and recruitment events
- Treks to global headquarters
- Region and sector-focused career fairs, as well as internship fairs
- Case competitions and case-cracking bootcamps
- Panel discussions and question-and-answer sessions with industry leaders
- Formal and informal events with alumni

HEC Paris' long-term partnerships with international companies help ensure your career success. In 2019, over 600+ job offers of every type, including internships, fieldwork projects, and full-time offers, were posted on the Career Center's recruitment board.

### A THREE-STEP APPROACH



#### 1 KNOW YOURSELF

Starting from your first day on campus, self-assessment exercises and individual counseling sessions with dedicated career specialists clarify your strengths, preferences and motivations.

#### 2 KNOW THE MARKET

Privileged access to recruiters and HEC's extensive network of 60,000 alumni greatly expands your understanding of the global job market. You benefit from rare insights into companies' unique cultures and recruiting priorities.

#### 3 MATCH YOURSELF TO THE MARKET

Actively work with a select group of alumni who provide constructive feedback on your Career Action Plan. Whether you want to start your own business or target the companies that can best benefit from your unique skillset, you emerge with a well-defined strategy to turn your goals into reality.



## CHALLENGE YOUR IDEA OF LEADERSHIP

*It takes more than lectures to make a leader. You have to understand how to turn strategy into action. At the HEC Paris MBA, we teach you the theories of leadership, then provide the ideal environment to put those theories to the test.*

### OFF-CAMPUS LEADERSHIP SEMINAR

Prove – and improve – your team-leadership skills during a series of increasingly difficult field exercises supervised by military-trained mentors. Just as in the real world, the Off-campus Leadership Seminar teaches you to lead in situations where you don't have all the answers, where you confront obstacles that you've never seen before.

During the two-day leadership seminar, you'll stretch your limits and go farther than you ever thought possible, learning how to leverage the strength of your team to accomplish a common goal. After each timed exercise, your mentor provides feedback about your effectiveness at leading the group and your methods of problem solving. **“I learned to bring the team together, encourage others, and be brave. This experience gave me the courage to take on bigger responsibilities,”** explains Liz Miller, MBA '20.

### ANNUAL MBA TOURNAMENT AT HEC

Renowned as the MBA Olympics, the MBAT is the largest gathering of MBA students in Europe. As a member of the MBAT's core team, you take on the immense responsibility of organizing a three-day, multisport competition for 1,500 participants. Students are entirely responsible for the MBAT, including all of its organizational and operational details.



### THE EXECUTIVE COMMITTEE (TEC) ON CAMPUS

Benefit from one-on-one mentorship and meetings with business leaders and your peers to help you define – and reach – your long-term goals.

Designed after Vistage, a peer-advisory group leveraged by more than 24,000 CEOs worldwide, TEC provides a supportive network in which to develop your business philosophy. Open to 24 MBA students per intake, TEC helps you to achieve balance in your professional and personal life, define your personal values, and ultimately become the best person and business leader that you can be.

TEC includes:

- **One-on-one mentorship sessions** with TEC Co-Chairs Bernard Bismuth and Thierry Voiriot to develop a goal-oriented, long-term life plan
- **Confidential group discussions** with other participants to develop a judgment-free network for advice and support
- **Meetings with business leaders** who honestly discuss the personal and professional challenges they have faced



Off-campus Leadership Seminar: **Leadership training requires a rigorous combination of academic theory and learning-by-doing.** We teach the theories behind leadership, then provide the ideal environment to put those theories to the test.



## Key facts & figures

**4,000** 

HEC Paris Alumni  
are CEOs, CFOs or  
have founded their  
own companies

**1,000** 

Alumni-organized  
events every year

**80** 

International Alumni  
Chapters

**60** 

Professional Clubs  
for Alumni

HEC Paris was ranked **#1 worldwide in the category of "potential to network"** (The Economist 2019 Which MBA?)



## ALUMNI WORLDWIDE

*The HEC Paris MBA runs 16 months, but the relationships you build will last a lifetime. Starting from your first days on campus, numerous formal and informal events introduce you to the 60,000 alumni in our worldwide community.*

### MAKE INSTANT CONNECTIONS

The HEC Paris Alumni network spans 132 countries across the globe. Your introduction to this vibrant group begins early, when you and your family are invited to a France-based alumni's home during the HEC Alumni Welcome Weekend. Alumni accompany you throughout your MBA journey, often coming to campus to discuss current trends in their sectors and to give advice during Career Center presentations. In fact, The Economist's 2019 Which MBA? ranked the school #1 in the world for networking potential. The Class of 2019 directly attributes 20 percent of the post-MBA jobs they accepted to the referrals they received within the HEC Paris community.

### LIFELONG COMMUNITY

As a graduate of HEC Paris, you will benefit from this close-knit community throughout your life, through both casual and chic social events organized by our 80 international alumni chapters. Whether it's a ski trip to the French Alps, a sumptuous gala at Dubai's Burj Khalifa or a fun evening of wine tasting in Abidjan, more than 1,000 alumni-organized gatherings take place every year worldwide.

### EDUCATION FOR LIFE

Reflecting our community's commitment to lifelong learning, the HEC Alumni Association is there to support you throughout your career. As a student, you will benefit from HEC Pulse, our sector-specific alumni mentorship program. After graduation, online and in-person seminars abound: recent offerings included a masterclass on the art of networking, a discussion with the vice president of Toyota worldwide, and a deep-dive into cryptocurrency.

### HEC PARIS MBA AFTERWORK

The HEC Paris MBA Afterwork group is a dedicated team of volunteers who act as ambassadors for the MBA program in over 50 cities worldwide. The group works in concert with local Alumni Chapter Presidents to organize fun gatherings and speaker events in their cities. The Afterwork group also spearheads our annual Global Afterwork party, a social gathering that kicks-off at sunset across the world's different time zones during a single 48-hour period. The volunteers also welcome MBA student treks to their cities.

Welcome  
to the  
HEC Paris  
Family!



## BEYOND THE CLASSROOM

*Extracurricular activities are at the heart of the HEC Paris MBA experience. Whether you prefer groundbreaking panel discussions organized by our MBA clubs, being part of the scene at Parisian hotspots, or serene walks through HEC's forest, there's always something new to discover in and around campus.*

### CAMPUS LIFE

Located just 10 miles southwest of Paris in the picturesque village of Jouy-en-Josas, our 340-acre residential campus features its own chateau, forest and lake. Sunny weekends are often spent lingering lakeside by the barbecue, while evenings are the perfect time to take advantage of our newly remodeled recreation center, as well as our tree-lined running paths and 8,000m<sup>2</sup> of sports fields. Food options and study nooks abound, including the recently opened Gustave restaurant and coffee shop.



### STUDENT-RUN EVENTS

Student-led activities not only flex your leadership skills, they also make our MBA program incredibly fun. Cultural weeks immerse you in the traditions and cuisines of your international peers. MBA clubs organize exciting opportunities to learn, network and socialize, hosting everything from sake tastings to an evening with Netflix Co-founder Reed Hastings. Topping off the MBA's social calendar is our annual Talent Show, an eclectic evening of musical performances, dance, comedy and even the occasional acrobatic or juggling act.



### PARIS ADVANTAGES

Few cities match the charm of the 2,000-year-old French capital. Nearly 18 million tourists flock to Paris each year, drawn by the city's stunning architecture and internationally known museums, cafés and retail venues. Whether you want to fully indulge in the Parisian lifestyle or plan to use the school's proximity to Paris as a gateway to exploring other countries, the City of Light offers the perfect introduction to European culture.







*The majority of HEC Paris MBA students live in our on-campus housing, allowing you to form a close-knit community for life.*



## HOW TO MEET US AND ADMISSIONS PROCESS

Students choose the HEC Paris MBA not just to learn, but also to share their knowledge in a rigorous and supportive environment. If you are ready to take the next steps in transforming your career, we want to hear from you.

### OUR ADMISSIONS PROCESS

Our rolling admissions process guarantees you a quick response to your application. Five weeks after the application deadline, you will know if you are admitted to the program. Once admitted to the HEC Paris MBA, you will have the opportunity to apply for scholarships from the HEC Foundation. Begin your MBA journey in either January or September.

To learn more: [www.hec.edu/en/mba-programs/mba/admissions](http://www.hec.edu/en/mba-programs/mba/admissions)

### WHO WE ARE SEEKING

We value well-rounded candidates with: **academic accomplishments, professional experience and career progression, leadership potential, international exposure, specific career objectives and strong interpersonal skills.**

To assess your potential as an MBA candidate and to receive personalized coaching throughout the application process, introduce yourself to us today at: [www.hec.edu/en/mba-programs/mba/connect-us](http://www.hec.edu/en/mba-programs/mba/connect-us)

### MEET US WORLDWIDE

There are numerous ways to learn more about the HEC Paris MBA. You can join us for a campus visit, a half-day tour that includes an information session, sitting in on an MBA class and lunch with current students. You can meet us in person during one of our recruitment events in your city or country. We also offer the opportunity to meet with us virtually, through one of our regularly scheduled webinars.

Visit our website for all the details: [www.hec.edu/en/mba-programs/mba/meet-us-worldwide](http://www.hec.edu/en/mba-programs/mba/meet-us-worldwide)

### THE FIVE-WEEK APPLICATION PROCESS







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