Master of Science Specialised Master Programmes





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The World's **1 st** Business School (est. 1819)

# Multiaccredited:

AACSB, EQUIS, EFMD MBA, EFMD EMBA, 5 European Higher Ed Standards

### A comprehensive

# portfolio

of 45 programmes: Bachelor, MiM, 27 Specialised Masters, MBA, 2 PhDs, 12 Executive Masters, EMBA, Global EPhD, as well as a custom and open programme offer

# 10,000

students in degree programmes representing



**6** urban campuses in Berlin, London, Madrid, Paris, Turin, and Warsaw

# **190**

research-active professors representing over 42 nationalities across our campuses

Over **150** academic alliances in Europe and the World in 50 countries

# 6,000

executives in customised trainings and executive education

# 85,000

active alumni in over 200 countries in the world



# 6 Urban Campuses

### BERLIN

The Berlin campus is situated in the western part of the city centre, near the Charlottenburg Palace and its splendid gardens. Berlin is a fast-growing city characterised by a rich multifaceted economic structure and culture.

### LONDON

Located in West Hampstead in North-West London, this campus offers students stateof-the-art facilities in a traditional Victorian building.

### MADRID

### Puerta de Hierro & María de Molina

The Madrid Campus has two locations in Puerta de Hierro and one in the stylish Barrio de Salamanca. Madrid is one of the leading business and innovation hubs in Europe.

### PARIS

### Montparnasse & Champerret

After more than 130 years on its historic campus in the 11th arrondissement, ESCP has launched the renovation of the République campus and temporarily moved to the 17th arrondissement for the duration of the project.

The modern Paris locations are situated in the south (15th) and west (17th) of intra-muros Paris. They enjoy easy access to all of the capital's major business districts.

### TURIN

The Turin campus is located in the city centre, in a completely new building inaugurated in 2024. Turin is one of the main business centres in the Italian economy and home to many architectural masterpieces.

### WARSAW

Our campus is based at Kozminski University, located in Warsaw's northeast district of Praga Północ. It is one of the city's most historic neighbourhoods.

# ESCP Rankings & Accreditations

**Worldwide Financial Times** 



#4 **European Business** School 2023

#2 Executive MBA 2024



ESCP benefits from the best international accreditations. Our European campuses enjoy national recognition.







AACSB ACCREDITED ACCREDITED MBA

# Welcome to ESCP Business School

Founded in 1819 by economists and entrepreneurs, ESCP is the world's first business school.

For over 200 years, our mission has been to inspire and educate purpose-driven business leaders who will make a positive impact on business, society and the planet.

With six campuses in Berlin, Madrid, London, Paris, Turin, and Warsaw, ESCP is also the only pan-European business school.

It is with this European mindset, rooted in our commitment to excellence and humanism, that ESCP strives to build a more sustainable world.

Becoming part of ESCP is to adopt this vision and to learn how to make enlightened choices, guided by the universal values of diversity, multiculturalism and interdisciplinarity.

We are living in a world of transformations : ecological, technological and societal. To support companies and institutions as they face these challenges head-on, ESCP trains its learners to become purposeful leaders who are open to the world ahead, trained to think critically and to master ever evolving global issues.

Our graduates are prepared to make choices grounded in knowledge, science and creativity thanks to ESCP's unique pedagogical approach, which combines management, social and digital sciences in interdisciplinary programmes. We offer a unique multicultural experience with required studies in several European cities, and partnerships with leading universities around the world.

Are you ready to redefine success with purpose? Choose ESCP.

#### It all starts here, with you.



Prof. Léon Laulusa Executive President and Dean

Prof. Francesco Rattalino Executive VP, Dean for Academic Affairs and Student Experience Prof. Philippe Zarlowski Associate Dean Master of Science Programmes



Hélène Louit Director of Studies Master of Science Programmes



Europe can be described as embracing maximum cultural diversity within minimum geographical distances. With its unique crossborder multi-campus structure, **ESCP Business School** became an expert in cross-cultural management, a skill more than necessary in today's business world.

When you join **ESCP Business School**, you also share its values: diversity, openness to the world, sustainable development and entrepreneurship. Values that you will find within all of our programmes.

# Programme **Overview**

# *"Become an expert in your field"*

#### Our Masters of Science are

intensive career-oriented programmes designed for people who already know which field of study they want to focus on, and who need to acquire specific skills and sector knowledge in order to successfully compete for the best career opportunities.

Our goal is to shape experts able to progress easily and rapidly in an international market. The full-time intensive nature of these programmes provides students with immediate access to managerial positions, after a short but intense period of study.

Our programmes are internationally oriented with seminars or classes that take place abroad, taught by local teachers and professionals.

Studying in one of our programmes means benefitting from the best possible education on our European campuses, with the best students representing a wide variety of backgrounds and nationalities.

All of our programmes reflect the innovative spirit and desire for continuous improvement instilled by ESCP Business School.

*"Gain a dual expertise and boost your employability by studying in up to 3 countries."* 

### Master of Science (MSc) State of Berlin accredited •

German Master Degree

# Previous degree conferring 180 ECTS minimum (or equivalent)

- 2-year programmes, which include classes, a work placement & a Master thesis
- → Taught entirely in English
- → Taught in 2 different countries

These programmes are state-accredited by the Senate Administration for Education, Science and Research of the Federal State of Berlin.

They are also internationally recognised state-accredited Master of Science degrees by the Accreditation Council through ACQUIN since 2016 and in accordance with the Bologna Process.



### Master of Science (MSc) CEFDG state-accredited •

### French Master Degree

# Previous degree conferring a minimum of 180 ECTS (or equivalent)

- A 15-month programme, which includes classes, a work placement, a research seminar and a Master thesis
- Taught in English, or in French & English
- Taught in at least 2 different countries
- 34 specialisations

Students will obtain 1 Master's degree + 1 specialisation diploma:

- **The French "Grade de Master":** DEAMIE (Diplôme d'Études Avancées en Management International des Entreprises)
- An ESCP diploma mentionning the specialisation attended

### Master of Science (MSc) Power to Award Degrees Order 2024 by the Office for Students (OfS) •

UK Master Degree awarded by ESCP London + CEFDG French Master Degree

# Previous degree conferring a minimum of 180 ECTS (or equivalent)

- → A 15 month programme which includes classes, a work placement, a research seminar and a Master thesis
- → Taught entirely in **English**
- → Taught in 2 different countries
- 3 specialisations

Students will obtain 2 Master's degrees

### The UK MSc degree

The French "Grade de Master": DEAMIE

(Diplôme d'Études Avancées en Management International des Entreprises)



## → Calendar

Candidates with fewer than 240 ECTS

July - Sept. Term 1 Core Courses\*

Oct. - Dec.

**Term 2** Specialisation

Jan. - June

**Term 3** Specialisation Research seminar Sustainability Management

July - Dec. Term 4 Master thesis Work placement



Candidates with at least 240 ECTS



Jan. - June

**Term 3** Specialisation Research seminar Sustainability Management

July - Dec. Term 4 Master thesis Work placement

#### \*Core Courses

Only for students whose previous degree confers fewer than 240 ECTS credits (or equivalent), an additional semester must be completed between July and September, before joining the main Specialisation cohort in October.

This additional term consists of 6 core management courses, and is done online, synchronously or asynchronously (depending on the month). It includes lectures, exercises, assignments, and continuous or final exams. These 6 courses are all compulsory, and involve an additional cost (please check our website for more information).

- Economics Statistics Accounting & Finance
- Marketing 
   Leadership 
   Strategy

# **Marketing & Communication**

Classes on the Paris Campus

### Objectives

In order to be able to choose a marketing or communication career, and to be successful in it, two aspects are nowadays essential: curiosity & expertise. The MSc Marketing and Communication is structured around these two guidelines through a dual academic and professional approach. It focuses on humanities through a reflection around the social utility of brands and giving meaning to the profession.

### Starting positions

Graduates of the MSc in Marketing and Communication can work at national or international levels as: Marketing Director, Brand Manager, Product Manager, Advertising Manager, Community Manager, Brand Strategy or Marketing Consultant, Project Manager, Communication Manager, Category Manager, etc

### Curriculum

#### A combination of theoretical classes and of practical cases.

- **Marketing:** Strategic Marketing, Quality Marketing Studies, Brand Management, Social Utility & Sustainable Development, Consumer Behaviour, B2B Marketing, etc.
- **Communication:** Advertising, Media Planning and Ad Creation, Non-media Communication (sales promotion), Sales & Direct Marketing, etc.
- Humanities & Management: Business Ethics, Critical Thinking, Public Speaking, Negotiation, Coaching and Recruitment Processes, Improvisation, Rethorics Seminars, etc
- **Creative Approach:** Creativity Marketing, From Design Thinking to Design Management, Entrepreneurship, etc.
- Digital Transformation: Artificial Intelligence, Big Data & Consumer Analytics, Digital Marketing, Tools & Levers
- Practical Cases in Marketing and Communication
- Professional Conferences
- Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

#### Management

58%
Marketing & Communication 7%
Finance 7%
Law 7%
Humanities & Social Sciences <b>7%</b>
Political Sciences
Pharmaceutical & Biotechnologies
Fine arts, Foreign Languages
Other 4%
International Students • 29%

#### International Students • 299 Women • 85% Men • 15%

Class of 2022 job survey

Less than 3 months after graduation

€45K is the average starting salary 40% work in an intenational environment

### Companies who recruit

Total • Chanel • Google • IBM Interactive • Bayer • Laboratoires Nuxe • L'Oréal • Procter & Gamble • Biogaran • Cartier • Sezane • etc

### In which sectors

Luxury 21% • Communication & Publicity agencies 14% • Consulting 14% • Pharmaceutical & Cosmetic Industries 11% • Sports Industry 7% • Hospitality, Tourism, Food Industry 5% • IT, Digital 4% • Others (car industry, e-commerce, mass retailing, etc.) 24%

\*Master of Science (MSc): €17,200 + specialisation: €5,700 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.





Academic Director Benoît Heilbrunn



### Duration

15 months (Starting in October)

### 🚿 International Seminar

The location of the international seminar changes each year

How to apply

STEP 1: Online application
 + TOEFL, TOEIC or IELTS scores
 STEP 2: Admission interview



### O More information

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### Graduate Journeys

#### Amélie Reynes (Class of 2018) Previous Studies:

 Master's degree Media & Communication Law, Toulouse University

Marketing & Communication Consultant, Onepoint & Weave, France

#### Adrien Callou (Class of 2017)

#### **Previous Studies:**

 Engineering Degree at Sup'Biotech Key Account Manager, L'Oréal Cosmétique Active France

#### **Guillaume Simionesco** (Class of 2021) Previous Studies:

Master's Degree in Management at Audencia

UFLP (Unilever Future Leaders Program) - Graduate Program, Unilever, France

# **Marketing & Creativity**

Classes on the London and Paris Campuses

### Objectives

The MSc in Marketing & Creativity is unique in its focus on the interface between creativity and analytical thinking in marketing management. By deploying multiple approaches to marketing, this MSc prepares a new generation of marketers who are responsible, strategic, competent and innovative in their choices.

This specialisation fosters creative and critical thinking skills with a methodological and systematic approach. You will learn about creativity in business, management and performance, develop your cognitive flexibility and agility, and learn how to be strategic and analytical in a data-driven world to provide innovative solutions to complex problems.

### **Career opportunities**

At national and international levels in the areas of Brand Management, Marketing Management, Product Management, Digital Marketing, Account Management, Consultancy, Business Development, Innovation, Strategy, Project Management, E-Commerce, Entrepreneurship, etc.

### Curriculum

# The specialisation is built on four pillars, incorporating extensive practical experience.

Creativity: Art & Science of Creativity, Creative Thinking, Creative Seminars

• Marketing: Introduction to Creativity Marketing, Consumers & Consumer Value, Branding and the Creation of Value, Integrated Marketing Communications, Strategic Marketing Plan, Global Issues in Marketing,

Digital Marketing & Social Media

• Management: Managing for Social Impact, Finance for Marketers, Breakthrough Strategies

• **Analytics:** Understanding the Marketplace, Statistics for Marketers, Creative Analytics, Research Methods

• **Two specialisation tracks:** Fashion & Luxury, Digital Transformation & Entrepreneurship

• **Integrated practical projects:** L'Oréal Big Picture Project (1 week), Creative Seminars (10-15 different companies), Company Consultancy Project (6-8 weeks), Min 4-month Professional Placement (full-time job / internship)

 Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

Business & Management 53%

Marketing & Communications

Art & Design

9%

Economics & Political Sciences

Engineering & Sciences

3%

Others 3% ■

Nationalities • 24 Average work experience • 3 years (ranging 1.5-8 years) Average age • 25 (22-32 range)

\*Master of Science (MSc): £14,800 + specialisation: £10,600 + £1,800 service fee. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.

### Class of 2022 job survey

€56K is the average starting salary 59% salary progression within a year after graduation

### Companies who recruit

Google • L'Oreal • Pfizer • Amazon • Kantar • Meta • Landor • LVMH • Christian Dior • Publicis Media • Cartier • etc

### In which sectors

Fashion, Luxury & Cosmetics **46%** • Food & Beverage **11%** • Advertising, Marketing & Communications **10%** • Consulting **10%** • IT & Technology **7%** • Consumer Goods **6%** • Automotive &

Transport **3%** • Nonprofit **3%** • Other **4%** 

#### DEAMIE State-Accredited

### UK Master Degree OfS



### **Graduate Journeys**

Luka Brekalo (Class of 2011) Previous Studies: • BSc in Business Administration

Global e-Commerce Director, L'Oréal

#### Etienne Bourlon (Class of 2023) Previous Studies:

• Master PGE & MSc in Corporate Financial Management

### Product & Strategy Manager at Warner Bros

#### **Giri Venkatraman** (Class of 2020) Previous Studies:

BTech in Automobile Engineering
 Associate Director, Global Marketing Strategy
 and Transformation Practice at Publicis Groupe

#### Anaïs Coulaud (Class of 2021) Previous Studies:

Bachelor in Business Administration
 (Marketing Major)
 International Brand Manager at Danone Waters

## **Marketing & Digital Media**

Classes on the Madrid and London or Berlin Campuses + International Seminar\*



### Objectives

The MSc in Marketing and Digital Media aims to equip students with the skills and knowledge to succeed in an international, cutting-edge career in marketing. To do so, the programme focuses on how to apply key strategic marketing tools in an increasingly digital and globalised world.

### Career opportunities

At national or international levels: Global Trade Marketing Manager, Digital Media Strategist, Digital Quality Specialist, Growth & Content Marketing Manager, Regional Key Account Manager, Digital Content and Social Media Manager, Marketing & Operations Manager, Global Product Manager, Brand and Client Experience Designer, Business Analyst, Marketing and Communications Consultant....

### Curriculum

# The curriculum of the specialisation strongly emphasises a digital approach to marketing:

• Marketing & Digital Strategy: Introduction to Digital Marketing, Data and Analytics for Decision Making, Brand Building, International Marketing & Luxury, AI for Decision Making for Project Management, Website Design, Google Analytics, Customer Experience (CX), Finance for Marketing

• Marketing & Communications: Integrated Marketing Communication, Media Planning and Buying Negociation, Robots and Al in Business, Branded Content, Social Media Management, SEM & SEO, Google Adwords, Creativity, Pricing & Customer Value

• 2 Live-Case Studies: one with L'Oréal and one with Havas & Wavemaker

• 2 Specialisation tracks: Fashion, Luxury and Innovation (London)

Big Data & Analytics modules (Berlin)

• Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background Class of 2021 job survey

Business administration 49% Communication 15% Marketing 11% Arts 10% Hospitality 5% Other 10%

**30+** Nationalities Women • **81%** Average age • **24** Men • **19%**  **100%** were employed 6 months after graduation **69%** have a job with an international dimension **Average annual salary:**  $\in$  39,335 **Average annual bonus:**  $\in$  4,730.86

### Companies who recruit

Google, Microsoft, Amazon, Visa, Orange, Amadeus, LVMH, Guerlain, L'Oréal, Kenzo, Adidas, Reebok, BMW, Renault, Unilever, Coca-Cola, Nestlé

### In which sectors

Communication/Advertising 20% • Fashion, Luxury & Cosmetics 22,5% • Hospitality & Tourism 17,5% • E-commerce 15% • Other 25%

### Graduate Journeys

Camila Maincourt (Class of 2023)

Previous Studies: • Bachelor of Business Administration (B.B.A.) Global Product Manager Travel Retail Worldwide - L'Oréal Paris SkincareGlobal

### Marina Santalices Amigo

(Class of 2015) Previous Studies:

Bachelor of Science
 Hons, Economics
 Brand Marketing Manager
 EMEA Privacy, Security &
 Safety Google- UK

### Academic Director Vladimir Melnyk



Deputy Director Isabel Guijosa



**Business Liaison Director** Gustavo García-Mansilla



### Ouration

15 months (Starting in October)

### 2024 Rankings

#1 Best Digital Marketing Master in Spain by EL MUNDO.



### International Seminar

In previous years, the seminar has taken place in Silicon Valley, San Francisco



 → STEP 1: Online application
 + TOEFL, TOEIC, Cambridge or IELTS scores

→ STEP 2: Admission interview



### O More information

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#### Léo Raymond (Class of 2023)

Previous Studies: • Bachelor of Business International & Management Account Manager, Google Shopping Solutions, Mid-Market Google

### Nerea

Guzmán Esteban

(Class of 2019) Previous Studies: • BSc in Commerce and Business Administration Global Digital Senior Brand Manager P&G-Switzerland

### Sales 4.0 - Master in International Sales Management

Classes on the Berlin and Paris Campuses



German Master Degree

### Objectives

Due to the importance of the sales function in any growth-oriented and results-focused organisation, agile, ambitious, and culturally adept sales professionals are always in high demand - especially if you see yourself in leadership as a part of your career trajectory. The MSc in International Sales Management teaches you sales techniques and fundamentals as you learn to lead and manage salespeople teams and processes in a global and digital landscape.

### Curriculum

The programme builds on a foundation of sales and management concepts and theory but integrates hands-on experience throughout the two years.

#### Module topics include:

- Understanding Markets & Customers, Mastering Sales Techniques
- Sales Force Management and International Management
- Marketing Channels & Distribution in a Digitalised World
- Digitising Selling and the Supply Chain
- International Marketing & Trade
- Research Methods, Complex Systems & Organisational Change
- Language Courses and Career Development
- Sales and Artificial Intelligence, Big Data, and Internet of Things

### **Career opportunities**

The Master programme prepares students for a variety of sales and marketing careers in diverse industries and organisations: International Sales and Marketing Executive, Business Opportunity Developer, Digital Sales Executive Manager, Director Inbound Marketing, International Key Account Manager, Category Sales Group Leader, Country Sales Director, etc.

### This master programme is the right choice if you want to...

• Build your career in international sales and marketing, a field that offers rapid career development, outstanding salaries, and career versatility

• Develop a deep understanding of international sales at a strategic, functional, and operational level

• Assist established industry leaders as well as burgeoning startups in leveraging digital technologies like artificial intelligence and big data in consumer interactions

• Improve your profile by developing strong personal skills for systematic career development in international sales, marketing, and general management



Academic Director

Erik Hermann

Students work as junior consultants in companies, providing solutions to real problems

Study Trip

A study trip to Houston, USA (University of Houston)

### How to apply

→ **STEP 1:** Online application

- → STEP 2: Logic test
- → STEP 3: Admission interview

Tuition Fees for 2025 €16,600 per year\*

### O More information Jeanine Krause

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### Class of 2024 background

(Int.) Business Administration / Management / Economics 74%

Engineering / Information Systems / Technology

International Relations / Development / Politics / Law

Literature / Languages / Culture

Architecture / Arts / Design / Fashion 3%

Nationalities • 12 (63% EU) Women • 60% Men • 40%

# **International Business & Diplomacy**

Classes on the Paris Campus

### Objectives

The objective of the specialisation is to acquire the necessary knowledge and skills to understand the logic and rules of state and corporate diplomacy, and the interactions between governments, firms and other non-state actors.

At the end of their studies, participants will be able to deal with the political and geo-economic challenges, the regulation of economic activities and the promotion and development of business on an international level.

### **Career Opportunities**

This MSc leads to jobs within public and private international organisations such as: International Project Manager, Consultant, Negotiator, Country Risk Analyst, International Project Analyst, International Compliance Analyst, Global Strategies Coordinator, Economic Intelligence Analyst, Lobbyist, Public Affairs Expert, International Strategy Analyst, etc.

### Graduates can evolve in three different sectors:

• **Business:** in international consulting firms or companies and in public affairs departments

Non-governmental organisations

• Governmental sector: including diplomacy, international organisations, developmentbanks and agencies.

### Curriculum

The MSc combines both theoretical courses and real case studies. In this specialisation you will acquire Management and Diplomacy skills which will enable you to boost your carrer in your chosen sector. The MSc is structured around 6 main pillars:

- Understanding an International Business Environment
- Knowing and practicing economic diplomacy
- Cooperating between private and public actors
- Doing consultancy, lobbying and influence projects
- Doing Business Internationally
- Working in international organizations

Students will also take a compulsory seminar on Sustainability Management.

### Master Thesis

This applied research project is an essential part of the programme as it requires an in-depth analysis of a relevant topic. Students work on their thesis in terms 2, 3 and 4. Their chosen topic should be approved by the thesis supervisor by the end of term 2. The assessment of the Master's professional thesis is based on a written report as well as a defense before a jury panel by the end of December.

During this time, students will also participate in a mandatory Research Seminar held by a ESCP professor. This seminar represents 3 ECTS credits of the total of 90 earned over this academic year.





Academic Director Maxime Lefebvre



$\odot$	Duration
<u> </u>	15 months (Starting in October)

### ] How to apply

STEP 1: Online application
TOEFL, TOEIC or IELTS scores
STEP 2: Admission interview

Tuition Fees for 2025 €27,000\*

### O More information

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### Class of 2024 background

Political Sciences
Business Management 35%
Law 10%
Economics & Finance
Humanities & Social Sciences
Engineering

International Students • 48% Women • 48% Men • 52% Average age • 24

#### DEAMIE State-Accredited

### **Digital Project Management &** Consulting

Classes on the Madrid and Berlin campuses

### **Objectives**

The MSc in Digital Project Management & Consulting equips students with the necessary tools to come to grips with the unprecedented challenges that characterise the contemporary workplace. Our teaching philosophy, "learning by doing", combines a rich curriculum which involves cutting edge theory as well as networking events and opportunities for students to put theory into practice, for example, through the International Seminar, Live Case Studies and Digital Consulting Projects.

### Career opportunities

At national or international levels: Business Analyst, Project Manager, Digital Transformation Analyst, Business Consultant, Strategy Consultant, Business Development Manager, Digital Project Manager.

### Curriculum

The programme involves a variety of core and elective courses, as well as live case studies, including the following ones:

- Applied Al Workshop
- Leading Virtual Projects
- Consulting Methods
- CAPM® or PMP® Certification by PMI
- Live Case Study: Digital Transformation
- Live Case Study: Consulting Firm
- Digital Business Transformation
- Agile Project Management
- Machine Learning
- Digital Entrepreneurship & Business Planning
- · 2 tracks to choose from:
- 1. Project Management 2. Management Consulting
- Students will also take a compulsory seminar on Sustainability Management.

### Class of 2021 job survey

95,6% were employed 6 months after graduation

Average annual salary: €41,861.45 Average annual bonus: €6,392.86 69% have a job in an international environment

### In which sectors

Council 43,5% • IT & Digital 13% • Banking 4,3% • E-commerce 4,3% • Other 34,8%

\*Master of Science (MSc): €17,200 + specialisation €6,200 + Service fees €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits

### **Graduate Journeys**

Agathe Faure (Class of 2020) **Previous Studies:** HEC Montreal: BSc Business

Administration (Bilingual Program, Finance & Marketing) **Digital Transformation Senior** Consultant. Twelve Consulting

Felix Mohr (Class of 2020) **Previous Studies:** 

 BSc International Business Administration. Otto-Friedrich-University Bamberg Manager, KPMG Deutschland

#### Marina Cardenas (Class of 2020) **Previous Studies:**

• BA International Business, Foreign Affairs and BA Political Science and International Relations Universidad de los Hemisferios

Senior Project Manager, Verndale Laura Sommer (Class of 2020)

### Previous Studies:

• BSc Administration and Economics, University of Passau Senior Consultant Technology

Strategy & Transformation, Deloitte



**Deputy Director** Natalia Andia



**Business Liaison** Director Javier Barbero



Duration 15 months (Starting in October)

- **PMI Certified Partner**
- Professional Experience A 4-month minimum internship

International Seminar

In previous years, the seminar has taken place in Silicon Valley, San Francisco

### How to apply

STEP Ⅰ: Online application + TOEFL, TOEIC, Cambridge or **IELTS** scores

STEP 2: Admission interview



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**Tuition Fees for 2025** €25.400\*

More information 0

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### Class of 2024 background

**Business & Administration** 63%

Finance & Economy

16%

Science Engineering 13%

Humanities & Arts 8%

Nationalities • 18 Women · 71% Men · 29% Average age • 25

15

# **International Project Management**

Classes on the Paris Campus

### **Objectives**

This specialisation prepares students to manage international projects and businesses, with a focus on emerging countries. During the first part of the programme, students take classes in the fundamentals of business strategy, project management, business performance management, marketing, corporate finance, communication and leadership. The second part of the MSc allows for students to focus on their advanced courses and electives in project management, international supply chain, international contract negotiations, digital and business transformation projects.

### **Career opportunities**

Graduates work in positions such as: Junior Project Manager, International Project Officer, Business Process Analyst, Junior Project Financing Officer, International Business Analyst, Junior Consultant, Product Manager, Contract Manager, Sales, Account Manager, etc.

### Curriculum

A combination of academic classes, practical cases and live simulations around 6 major themes:

- International Project Management: Digital Transformation, Agile Project, etc
- International Business Strategy: International Corporate Projects, Corporate Social Responsability, International Contracts
- Accounting and Finance for Multinationals: Business Analysis, Business Performance Management, Project Control & Costing
- Marketing and International Negotiations: Negociation of International Contracts, Key Account Management, etc

• Leadership and Muticultural Management: Business Simulation, Doing Business in emerging countries

• Elective Couses: CAPM® certification from the PMI® Institute, Supply Chain Management, Project Financing, etc

· Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

**Engineering & Sciences** 28%

Management

23%

Humanities and Social Sciences 15%

**Political Science** 

7%

**Economics and Finance** 

6% Law

3%

Marketing & Communication 1%

Arts & Culture

1%

Others (Life Sciences, Architecture, etc.) 16%

#### International Students · 62% Women · 65% Men • 35%

\*Master of Science (MSc): €17,200 + specialisation: €6,200 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits







Languages 

### Duration

15 months (Starting in October)

### **International Seminar**

3 weeks in two emerging countries. Previous seminars have taken place in Mumbai and Dubai

#### How to apply 5

→ **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores STEP 2: Admission interview



**Tuition Fees for 2025** €25,400\*

#### 0 More information

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### **Graduate Journeys**

#### Michele Profumo (Class of 2017) **Previous Studies:**

 Master in Engineering at TU-Darmstadt (Germany) Bachelor in Engineering at University of Genova (Italy) Team Leader - Group Strategy and

Digitalisation, ARGO-HYTOS Group, Zug - Switzerland

#### Alexandre Lacambra (Class of 2019) **Previous Studies:**

• Engineer's Degree, Process Engineering at INSA Toulouse (France) Commercial director, Airbus Digital solution Middle East and Africa Region Dubai - UAE

#### Salomé Dadoun (Class of 2022) **Previous Studies:**

 Bachelor of Science, EHL (Swiss) Project and Development manager - BU Distribution & Hospitality Mountain, Compagnie des Alpes. Paris - France

Class of 2022 job survey Less than 3 months after graduation

€48K is the average starting salary 100% work in an intenational environment 90% are employed full time

### In which sectors

Consulting 30% • Technology 10% • Aircraft construction 8% • Financial Markets 6% • Banking and insurance 6% • Environment 6% • Fossil energies 6% • Luxury 4% • Others (e-commerce, etc.) 24%

### **Real Estate**

Classes on the Madrid and London campuses

### Objectives

The MSc in Real Estate will provide you with the necessary skills and networking opportunities to succeed in this fascinating and competitive sector, in an international business context. Taught by world-renowned faculty and guest expert practitioners, participants will receive a cutting-edge education combining theory with real-world practice to become leaders in the industry.

### Career opportunities

**At national or international levels:** PropTech entrepreneur, Real Estate Big Data Analyst, Mortgage Broker and Analyst, Real Estate Asset Manager, Valuation Analyst, Development Analyst, Investment Analyst, Acquisitions Associate.

### Curriculum

The MSc in Real Estate will train you to manage projects in an international business context. The specialisation makes significant use of inductive teaching methods and interactive activities (project simulations, case studies, business plan development, etc.). This guarantees the skills acquisition needed to work in multidisciplinary, international and multicultural teams. The courses address both theory and real-life applications with a practical approach to real estate, including the following ones:

Smart Cities and Urban Planning • PropTech and Innovation • Real Estate Consulting • Real Estate Investment Funds • Real Estate Capital Markets • Real Estate Big Data and Analytics • Real Estate Finance and Investments • Real Estate Technology • Real Estate Development • Real Estate Project Management • Real Estate Law • Culture and Heritage in Real Estate

**Skills:** Negotiation / Communication / Data Analysis / Digital Transformation Field Trips & Site Visits • Live Case Studies.

Students will also take a compulsory seminar on Sustainability Management.

### Key Aspects of the specialisation

• A multicampus programme that brings together leading professional perspectives and intercultural experiences

• Field trips to major European cities

• A "learning by doing" programme to develop your professional skills, network and career

• A personalised experience with world-class faculty, professionals and staff members

### Class of 2024 background

Busir 26%	ness & Administration
Hosp 14%	itality
Arts 9%	

Communication 7%
Marketing 3%
Other 41%

\*Master of Science (MSc): €17,200 + specialisation: €6,200 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.



DEAMIE

Women • 33%

Nationalities • 17 Average age • 24

## **Strategy & Organisation Consulting**

Classes on the Paris Campus and International Seminar

### **Objectives**

This specialisation enables students to join the world of management consulting, digital transformation and information systems. It is also possible to join large organisations facing major organisational changes. It prepares students to become consultant, training them to design and implement strategic projects that integrate the organisational and managerial challenges of a company. The teaching approach combines both theoretical concepts and practical skills, in order to give students the necessary tools to jump straight into the job market.

### **Career opportunities**

Graduates work in positions such as: Consultant, Project Manager, Business Analyst, M&A Consultant, Organisation and Management Project Manager, Internal Consultant. etc.

### Curriculum

#### A combination of theory classes and of live practical cases:

 Strategy & Organisation: Corporate & Business Strategy, Information System Strategy & Management, Organisation Design, etc

• Key Business Functions: Accounting, Finance, Marketing, Supply Chain Management, etc

· Managerial Skills: Team Management, Communication Skills, Negociation,...

The ability to conduct a consultancy project in a fastchanging

environment: company live cases, business games.

• Digital Transformation: Design Thinking, Digital Literacy, Lean Project Management, UX Design...

Knowledge of the corporate consulting and professional service firms

· The ability to direct large-scale strategic projects and implement major changes within companies

· Students will also take a compulsory seminar on Sustainability Management.

### **Consulting workshops**

#### An immersion in the consulting world to gain hands-on experience

During the year, more than 10 consulting firms provide students with live case studies to train them and help them develop their own approaches. It allows students to be fully immersed in the consulting world in a professional manner. Students are also invited to carry out a consultancy project on behalf of a real client in the context of an assignment that lasts several months.

### Class of 2024 background

**Business Management** 

65%

Engineering 11%

Economics/Finance 11%

Marketing & Communication 2%

Other (Life Sciences, Political Sciences, Fine Art, etc.) 11%

International Students · 31% Women · 52% Men • 48%

### Class of 2022 iob survey

Less than 3 months after graduation

€44K is the average starting salary 62% work in an intenational environment 85% are employed full time

### Consulting firms who recruit

Aurexia • BearingPoint • CapGemini Consulting • Eurogroup Consulting • EY • KPMG • Onepoint • PwC Wavestone • and many more.

Paris



Academic Director Thierry Boudès





15 months (Starting in October)

### **International Seminar**

It aims to expose students to other cultures and give them a comparative understanding of managerial and cultural practices. It is also an opportunity to meet foreign professionals and to attend a number of seminars. The location may change each year.



### How to apply

→ **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores → **STEP 2:** Admission interview



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**Tuition Fees for 2025** €24.900\*

### More information

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### Graduate Iourneys

Coline Bizot (Class of 2021) **Previous Studies:**  Master Paris 1 Panthéon La Sorbonne Consultant, Deloitte Sustainability

Camille Ferraton (Class of 2019) **Previous Studies:**  University College London Consultant, Capgemini Invent

\*Master of Science (MSc): €17,200 + specialisation: €5,700 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.

#### DEAMIE State-Accredited

## **Big Data & Business Analytics**

Classes on the Paris and Berlin campuses

### **Objectives**

The MSc in Big Data and Business Analytics is a 15-months full-time postgraduate programme across 2 countries. It will give you all the tools to become fluent in the use of data analytics and make performanceenhancing strategic decisions from a management perspective.

### Starting positions

We will help you to find the right job opportunity with the support of our ESCP Careers Service and our strong network of students and alumni. Some examples of what your future professional role could be: Business Intelligence & Analytics Consultant, Analytics Associate, Big Data Analyst, Solution Architect, Metrics & Analytics Specialist, Marketing Analyst, Financial Analyst, Business Consultant.

Big data & business analytics professionals:

- Work in "big data" companies, such as EMC (Dell), Cisco, Oracle and IBM
- Work in consulting companies, such as McKinsey & Company, BCG and Accenture

• Are motivated to rethink and apply big data and business analytics in the strategy, as Chief Information Officer or Chief Data Officer, in energy, food, clothing and consumer goods industries.

Found innovative start-ups

### Curriculum

#### The course work allows participants to acquire the skills required for today's global job market.

• Data Science: Machine Learning with Python, R & Business Analytics, Data Mining, Design Thinking, Data Quality & Visualisation, Business Networks & Security, Natural Language Processing & Text Mining, Big Data in Real Life: architecture, infrastructure and tools, SQL and Fundamentals of Business Intelligence

• Business Analytics: Research Methods in Business Analytics, Microsoft Data Tools Basics, Information Systems Management, Data Driven Business Strategy, Business Process Analysis & Data Modelling, Analytical Modelling, Managerial Decision Making & Modelling

 Analytical Applications: Accounting, Financial Reporting, Analytics & Reporting, Supply Chain Management, Management Analytics, Digital Entrepreneurship & Innovation, Consumer Insights & Analytics (Marketing), Soft Skills in the Digital Age, Enterprise Systems Improvement (SAP, IoT, etc.) Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

**Business & Management** 48%

Engineering & Technology 27%

**Finance & Economics** 14%

Humanities, Arts, Social & Political sciences 11%

Nationalities • 34 Women · 50% Men • 50%

### Class of 2022 job survey

Less than 3 months after graduation

€60K is the average starting salary 92% work in an intenational environment 89% are employed full time

### In which sectors

Consulting 56% • IT 20% • E-commerce 7% • Banking 5% • Others (Health Care, Luxury, etc.) 12%

\*Master of Science (MSc): €17,200 + specialisation: €6,700 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.





Academic Director Lynn Farah



Academic Director Hao Zhong



Duration 15 months (Starting in October)

### Time spent on campuses

6 months in Paris • 3 months in Berlin





### How to apply

 HOW LO GPF-,
 O STEP 1: Online application
 STEP 1: Online application + TOEFL, TOEIC or IELTS scores → STEP 2: Admission interview

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**Tuition Fees for 2025** €25.900\*

More information Moïta Marie

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### **Graduate Journeys**

Bilal El Alamy (Class of 2018) **Previous Studies:**  Master Degree from Ca'Foscari University, Venice Co-Founder & CEO, Equisafe

Alexandre Lachkar (Class of 2020) Previous Studies: Bachelor Degree from The University of Warwick

Data Consultant, Artefact

UK Master Degree

### **Digital Transformation**

## **Digital Transformation Management &** Leadership

Classes on the London and Paris campuses

### Objectives

The MSc in Digital Transformation Management & Leadership is an ideal platform for those interested in working in digital transformation and technology projects and settings, in both corporate and startup scenarios. The specialisation is specifically designed to help participants prepare for key roles in the management of business innovation, allowing them to meet the increasingly important yet complex business challenges related to digital transformation and frontier technologies.

You should consider joining this specialisation if you want to immerse yourself in a highly practical learning environment. Through a combination of company consultancy projects, practical seminars and interactive lectures, you will learn about the business of AI, Big Data, 3D Printing, IoT, Social Media, Blockchain and Robotics; as well as the processes linked to these technologies, such as automation, business analytics, project management, financing and more.

### **Career opportunities**

This specialisation is driven by employment trends and will suit individuals who are looking to enter strategic and holistic roles related to technologies across many industries.

€52.3k average starting salary worldwide

92% haved changed a job function or industry after graduation In which sectors: 35% IT & Technology, 31% Consulting, 12% Banking & Finance, 8% Automotive & Transportation, 8% Fashion, Luxury & Cosmetics, 8% Other

#### **Hiring Companies:**

Abylon - Accenture - Amazon - Amplitude - Artefact - BearingPoint -Blocklabs Capital Management - Capgemini Invent - Chanel - Contentsquare - Deutsche Bank - EY - Givenchy - KPMG - L'Oréal - mc2i Group - Meta -Orange - Pinterest - Shop Circle - Uber - UNIQLO - Wavestone - Xiaomi and more...

### Curriculum

# The specialisation's innovative curriculum is based on three pillars, incorporating extensive practical experience:

• **Cognitive Skills & Leadership:** Megatrends: Understanding How the Future Unfolds | Creative Thinking | Social, Political & Ethical Dimensions in Digital Transformation | Leadership & Cultural and Emotional Intelligence

• Digital Technologies: Business of Frontier Technologies 1 (Artificial Intelligence, Cryptocurrencies, Blockchain) | Industry 4.0 | Big Data & Business Analytics Business of Frontier Technologies 2 (AI, Machine Learning, 3D Printing & Additive Manufacturing, Robotics, Internet of Things, Blockchain) | Coding (20 hours, no ECTS)

• **Transformation Management:** Digital Transformation & Business Strategy | Change Management | Digital Leadership | Management of the Digital Transformation Processes| Project Management

• Financial Services specialisation track: Financial Markets, Institutions & Regulations | Fintech

• Consulting in Digital Transformation Strategy specialisation track: Operations Strategy & Management | Talent Management in the Digital Age

• **Professional Experience:** Workshops & Seminars | 12-week Company Consultancy Project | Minimum 4-month internship or direct employment

# • Students will also take a compulsory seminar on Sustainability Management.

\*Master of Science (MSc): £14,800 + specialisation: £9,100 + £1,800 service fee Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.



#### Varun Behl (Class of 2022)

Previous Studies: • BTech in Mechatronics Engineering Program Manager at Amazon

#### Pauline Billerot (Class of 2022)

Previous Studies: • MA in Digital Strategy & Innovation Data Consultant at Artefact

Nationalities • 21 Average work experience • 3 years (ranging 1.5-9 years) Average age • 25 (ranging 21-34)



# **Industry Transformation Management**

Classes at ESCP Paris & Berlin Campuses & CentraleSupélec Saclay Campus

### Objectives

This specialisation is designed to train future industry leaders by developing both their leadership skills and industry knowledge. Furthermore, it aims to stimulate innovation in the industry sector through digital transformation, in order to deliver on high expectations in this field.

The exclusive alliance between CentraleSupélec and ESCP Business School, brings together two world-renowed institutions that are experts in their respective fields. Students will benefit from CentraleSupélec's industry sector knowledge based on engineering science and industrial management as well as from ESCP's well-established expertise across the business management spectrum.

Courses will be taught by top professors from both institutions allowing students to experience both campuses located in Paris and Saclay. They will also benefit from the support of both schools.

### **Career Opportunities**

This Master is suited for those who are considering a career in the Industry Sector. The specialisation prepares graduates for professional roles such as: Industrial Manager, Product Line Manager, Project Manager, Consultant, Production Manager, Lean Manager (...)

### Curriculum

Following an induction seminar designed for students to meet one another and create a group dynamic for the year ahead, they will follow fundamental courses:

- Operations Management & Lean Efficiency
- Data Analytics for Sense Making
- Industry 4.0
- Leadership Development
- Industrial Projects & Systems Management
- Consultancy Projects
- Organisational Transformation
- Human System Integration
- IA & Transformation

During Term 3, students will have to choose a track amongst:

• **Tech:** Data Driven Products & Service Development, Industry 4.0 & Supply Chain Digital

• Disruption: Crisis & Transformation Management, Tech Ops

• Future of Industry: Green Ops, Reindustrialisation Strategies

# Students will also take a compulsory seminar on Sustainability Management.

# Students will also participate in a mandatory 10-day study trip at ESCP Berlin Campus.

These courses will provide students with the fundamental skills to analyse and manage industrial environments. They will also follow a specific module to improve and develop their leadership and managerial skills.

### Master Thesis

Each student will have to defend his or her thesis, based on both academic and field experiences. They will be mentored by a professor from one of the two partner schools.

They will then defend their work in front of a jury composed of the thesis director (professor) and one of the academic directors. The jury will represent both schools to deliver the degree.

During this time, students will also participate in a mandatory Research Seminar held by an ESCP professor. This seminar represents 3 ECTS credits of the total of 90 earned over this academic year.











### 🗊 Languages 🎇

Duration 15 months (Starting in October)

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# 0 More information

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### Class of 2024 background

Business Management

Engineering 29%

Economics & Finance

Humanities & Social Sciences 7%

Others (Entrepreneurship, Innovation, etc.)

International Students • 71% Women • 64% Men • 36%

#### DEAMIE State-Accredited

### **Digital Transformation**

## **Strategy & Digital Business**

Classes on the Berlin and Paris campuses

### Objectives

You will learn the strategic, digital and entrepreneurial skills for the job markets of today and tomorrow. Based on strong cooperation between business practitioners and our world-class faculty, you will acquire skills in core areas such as strategy, complex problem-solving and decision-making. You will also focus on two fields which we believe are crucial for being competitive in the future: digital literacy and the ability to code, as well an in-depth understanding of the Chinese market. Studying in the European entrepreneurial powerhouses of Berlin and Paris, you will gain comprehensive theoretical and practical insights which will equip you for a career in the world of strategy, consulting and digital business creation.

### Career opportunities

As digitalisation is one of the main strategic priorities for most companies today, the Master in Strategy and Digital Business (120 ECTS) prepares you for a career in strategy and consulting, but also as an intrapreneur who drives change processes in organisations or NGOs. In addition, the application oriented curriculum will support you in joining an established start-up, or even founding your own company.

### Curriculum

# A combination of theory classes and of live practical cases covering the areas of:

- Managing Emerging Technologies
- Techniques for Complex Problem-Solving and Decision-Making
- Critical Thinking and Communication Skills
- Strategic and International Management
- The Chinese Market and Doing Business in China
- International Entrepreneurship
- Research Methods, Complex Systems and Organisational Change
- Language Courses and Career Development

### This master programme is the right choice if you want to...

- Be equipped for a more digital and global job market
- Work in an international and entrepreneurial context or become a strategy consultant
- Develop a strategic and international mindset
- Rethink how digitalisation will change and influence the economy
- Meet inspiring lecturers, practitioners and peers who share your passion

### Job Survey

#### **Industry Sector**

Consulting • Tech Industry • Software • Venture Building / Venture Capital • Investment Banking • Corporate Venture Building • Insurance • Movie industry • Supply chain • Logistics

#### **Examples of positions**

Consultant/Al Strategy Consultant • Business Analyst • Investment Analyst • Incubation Manager • Product/Project Manager • Performance Marketing Manager • Performance Marketing Manager • Venture Architect/Developer

SA360 Agency and Account Manager 
 Founders Associate Investor



Liberal Studies / Sociology / Philosophy / Geography / History 4%

Engineering / Information Systems / Technology 4%

Literature / Languages / Culture 2%

Nationalities • 16 (65% EU) Women • 48% Men • 52%

\*Including a €1,500 Service Fee/year. Early bird may apply depending on your application date.

### DEAMIE State-Accredited

Berlin

Paris

# **Innovation & Entrepreneurship**

Classes on the Paris and Berlin campuses

### Objectives

Acquire the essential tools and reflexes to launch an entrepreneurial project, thanks to a teaching method combining theory and practice. Our mission: to train entrepreneurs capable of creating businesses of any size, in any sector and on any territory.

### Career opportunities

• Launch your own start-up

• Progress within the entrepreneurial ecosystem (Incubators, Venture Capital, Business Angels, Investors, etc.)

### Curriculum

The specialisation is based on two main lines: a theoritical basis and a practical application.

### The focus is placed on:

• Launch a company: Introduction to Entrepreneurship, Venturing machine, Entrepreneurial track, Opportunity recognition, Entrepreneurial mindset & strategy, Financial modelling, Pricing, Law

• **Grow a business:** Sales management, Negotiation, Marketing, Communication, Product strategy, Accounting, Human resources, Sustainability

• **Reinforce soft skills:** Tips for entrepreneurs, Knowing yourself to succeed, Pitch training, Relational strategy, People management

• Live Cases: a hands-on consultancy assignment for a week in a start-up

• **Connecting with the entrepreneurial ecosystem:** find fundings for your project, network in the start-up ecosystem, participate in our CEO-talks, pitch your project during the Innovation & Entrepreneurship Awards, etc. Throughout the year, students are supported and coached by professionals in the field to launch their own business projects.

### Class of 2024 background

**Business Management** 

46% Engineering 27% Marketing & Communication 10% Law/Finance 7% Other (Entrepreneurs, Consulting, etc.) 10%

International Students • 26% Women • 39% Men • 61%

### Class of 2022 job survey

Less than 3 months after graduation

Amongst entrepreneurs 67% already launched their own company. with +€140K of turnover Amongst employees 58% work in an international environment €50K is the average starting salary

### Key Figures

20+ years of expertise
95% work in the entrepreneurial network
400+ companies created by the alumni
70+ companies created are still in business today
€1 billion funds raised



Academic Director Martin Kupp



Academic Director Daria Chernova





## 15 months (Starting in October)

### Time spent on campuses

2 terms in Paris • 1 week in Berlin

International Seminar

International study trip to San Francisco, USA (Silicon Valley)



### How to apply

**STEP 1:** Online application
 + TOEFL, TOEIC or IELTS scores
 **STEP 2:** Admission interview

# **Tuition Fees for 2025** $\in 24.300^{\circ}$



### Marième Fofana

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### Graduate Journeys

#### Martin Menez (Class of 2017) Previous Studies:

Engineering at Massachusetts
 Institute of Technology
 CEO & Co-founder Bevouac

Elisa Aragon (Class of 2008) Previous Studies: • Higher education in perfumery at ISIPCA Co-founder Nelixia

# Sustainability Entrepreneurship & Innovation

Classes on the Berlin and Paris campuses

### Objectives

If you aim to take on pressing global issues within established companies and industries, start-ups, or as an entrepreneur, the Master in Sustainability Entrepreneurship and Innovation (120 ECTS) provides you with the necessary skills to succeed. The objective is to **help values-driven, ecologically and socially responsible entrepreneurs in developing business plans and models** that rethink the way the world does business.

# With this programme you will benefit from ESCP academic expertise in the fields of:

 $\cdot$  entrepreneurship and sustainability research (SustBusy Research Centre, Jean-Baptiste Say Institute, and the Blue Factory)

• teaching (Master in International Sustainability Management, Executive Master in Digital Innovation and Entrepreneurial Leadership)

• ESCP programmes have a strong focus on pragmatic relevant tools and methods.

### **Career opportunities**

This programme opens up alternatives to traditional corporate careers: become a sustainable entrepreneur in your own start-up, or within established companies and industries. This Master provides the skills to create job profiles based on your personal values. Your future working environments will be "hybrid", for-profit organisations, NGOs as well as corporate spinoffs or business development units.

### Curriculum

The programme builds on a theory-based understanding of sustainability entrepreneurship and innovation. Additionally, you have the opportunity to gain hands-on experience throughout the whole programme.

#### The modules include:

- Sustainability Entrepreneurship
- Values-Based and Sustainability Innovation
- Entrepreneurial Finance, Accounting and Marketing
- Sustainable Business Modelling
- Leadership Skills, Teams and Collaboration
- Project Management and Consulting
- Research Methods, Managing Complex Projects
- Sustainable Lifestyles Venture Project (together with UNEP)
- Internship or Business Development Project
- Language Courses and Career Development

### This master programme is the right choice if you want to...

• Assume the important role entrepreneurs and intrapreneurs can play in sustainable transformation of markets and society

• Focus on the ethical and practical implications of **ecologically- and** 

- socially-responsible entrepreneurship
- Work in an international context
- Engage in developing your own business models and become a **change agent** in new and existing organisations

• Meet entrepreneurs, teachers and researchers who share your **passion** for next generation business approaches





### How to apply

STEP 1: Online application
STEP 2: Logic test

- → STEP 3: Admission interview
- C Tuition Fees for 2025 €16,600 per year\*

### O More information

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#### •••••

### Class of 2024 background

Business Administration / Economics 68%

Environmental Science / Agriculture / Food Sciences

Sociology / Geography / Politics / Law

Engineering / Information Systems

Languages / Culture / Literature

Architecture / Arts / Design / Fashion 3%

Nationalities • 21(67% EU) Women • 55% Men • 45%

### **Auditing & Financial Management** (CFO) Classes on the Paris Campus

### **Objectives**

The aim of the specialisation is to develop the skills to prepare students to join the finance department of a company and/or an auditing or finance consultancy firm. The courses provide real expertise in finance, accounting, auditing and performance management, but also expose students to the strategic and managerial challenges facing an organisation.

### **Career Opportunities**

Graduates of the MSc in Auditing & Financial Management (CFO) work in positions such as Financial Auditor, CFO, FP&A Manager, Business Analyst, Financial Controller. Finance consultant ...

### Where Graduates work

Deloitte • FY • KPMG • Mazars • PwC • Grant Thornton • BNP Paribas • Société Générale • Saint-Gobain • etc.

### Curriculum

With a hands on approach, the specialisation focuses on both academic excellence and companies' operational issues. The courses provide real expertise in

- Finance
- Accounting
- Auditing and performance

Students will also take a compulsory seminar on Sustainability Management.

### **International Seminar**

Its aim is to expose students to other cultures and give them a comparative understanding of managerial and cultural practices. It is also an opportunity to meet professionals and attend a number of conferences. The destinations vary from year to year.

### Class of 2024 background

Management/Business 63%

Economics/Finance

26%

Engineering 7%

Others (Law, Maths etc.) 4% 

International Students • 40% Women · 35% Men • 65%

### Class of 2022 iob survey

Less than 3 months after graduation

€45K is the average starting salary 80% work in an intenational environment 91% are employed full time

### In which sectors

Audit (Big Four & Mazars) 47% • Consulting 30% · Finance/Banking/Insurance 7% . Luxury 5% • Energy 4% • Others (Public Services, Environment, Sustainability) 7%





#### More information Cédric Ulrich +33 (0)1 49 23 21 68

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### **Graduate Journeys**

#### Marie Thouvenin

(Class of 2022) Previous Studies: Master in Corporate Financial Management, ESSCA Senior Consultant Risk Advisory, Deloitte

Thomas Oliviero (Class of 2022) **Previous Studies:** • Bachelor in Management, HEC Lausanne Senior Auditor, KPMG

\*Master of Science (MSc): €17,200 + specialisation: €5,100 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.

#### Master in Finance Ranking 2024 Ranked 1st worldwide

Finance, Audit, Control & Law

# Finance

Classes on the Paris and London campuses



### Objectives

The Master in Finance's goal is to shape experts in **investment banking and capital markets** who are able to progress rapidly in international professional environments. The full-time intensive format of the specialisation provides students, with immediate access to high-ranked positions in the finance industry after a comprehensive period of study.

### Starting positions

#### Graduates work in all positions available in the Financial Industry:

- Sales, Traders, Market Makers, Quants, Structurers
- Equity Research, M&A, ECM, DCM, Leveraged Finance, Structured Finance, Financial Advisory
- Regulators, Risk Management, Rating Agencies

### Curriculum

After catch-up courses in Maths and Accounting, the specialisation is divided into two terms. The technical courses are complemented by soft skills training to prepare students for the recruitment process post-graduation. **6 weeks in Paris are dedicated to core courses teaching fundamental finance concepts and skills:** 

- Financial Economics
- Options, Futures and Derivatives
- Business & Financial Markets News
- Financial Analysis and Valuation

24 weeks (including 15 weeks on the ESCP London Campus) dedicated to one of three specialisations:

- Corporate Investment Banking
- Financial Markets
- Global Track (Full English)

Three specialisations are business oriented and focus on applied courses.

 Students will also take a compulsory seminar on Sustainability Management.

### Recent Classes' background

Business Schools

Economics/Business /Finance 38%

Engineering 22%

International Students • 67% Women • 33% Men • 67%

### **Graduate Journeys**

Marine ABIAD (Class of 2010) • Previous studies: Master in Finance, Paris IX Dauphine Managing Director, Head of Structured Team, Goldman Sachs, Paris

Marie-Victoire Rozé (Class of 2004) • Previous Studies: Master in Finance, Paris II – Panthéon-Assas University Senior Managing Director,

Senior Managing Director, Ardian, Paris



### 😑 Languages 🚺 😹

This programme is available entirely in English (Global Track) or in French and English



**15 months** for candidates whose previous degree equates to more than 240 ECTS credits (Starting in October)

Mandatory seminars will take place in September

2 years\*\* including a gap term, for candidates whose previous degree equates to fewer than 240 ECTS credits (Starting in July)

### Time spent on campuses

**15-month path** 1 term in Paris & 1 term in London

2-year path Pre-term in Paris in Year 1 1 term in Paris & 1 term in London in Year 2

### How to apply

⇒ STEP 1: Online application
 + TOEFL, TOEIC or IELTS scores
 ⇒ STEP 2: Admission interview

C Tuition Fees for 2025 €30,900\*

O More information Cédric Ulrich +33 (0)1 49 23 21 68 ms.finance@escp.eu

Job Survey

Less than 3 months after graduation €105,2K is the average starting salary 100% are employed full time 67% work in an international environment

Less than 3 years after graduation Alumni earn an average salary of €165,5K.

\*Master of Science (MSc): €17,200 + specialisation: €11,700 + Service Fees: €2,000. \*\*Additional fees apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.





# International Business Law & Management

Classes on the Paris and London campuses

### **Objectives**

The MSc's main objective is to train lawyers in certain management skills, so that they can think and act as business partners as well as legal experts, in an international context, in the best interests of their clients.

### Career opportunities

Business Lawyer, Corporate Lawyer, Compliance Officer, Contract Manager, Lawyer in an International Organisation or in an Investment Bank, Lawyer in an Investment Fund, etc

### Curriculum

The coursework allows participants to acquire skills in business law, finance and management:

- Accounting
- Fundamentals of Finance and Economics
- Corporate Finance
- Financial Engineering
- Finance for M&A
- Strategy
- Project Finance
- Negotiation
- Applied Business Law
- Contractual Practice
- etc.

In addition, the ESCP Law Clinic provides legal information and preparation of legal advice during the year.

Students will also take a compulsory seminar on Sustainability Management.

### Two Partnerships in London

#### Students choose between:

 taking courses in partnership with the British Institute of International and Comparative Law (BIICL)

 access CCLS courses at Queen Mary University of London, if they wish to take two L.L.M. modules.

### Class of 2024 background

Law:

90% Economics/ Finance 5% Engineering 5%

International Students • 28% Women • 55% Men • 45%

### Class of 2022 job survey

Less than 3 months after graduation

€50K is the average starting salary 100% work in an intenational environment

### In which sectors

Law 33% • Consulting 17% • IT 17% • Others (Banking, Insurance, Finance, etc.) 33%

\*Master of Science (MSc): €17,200 + specialisation: €5,700 + Service Fees: €2,000. Additional fees may apply for applicants with fewer than 240 ECTS credits, and students interested in following Queen Mary University Classes.







🛞 Duration

**15 months (Starting in October)** Mandatory seminars will take place in September

### Time spent on campuses

1 term in Paris • 1 term in London

How to apply

STEP 1: Online application
 + TOEFL, TOEIC or IELTS scores
 STEP 2: Admission interview

C Tuition Fees for 2025 €24,900\*

#### O More information Cédric Ulrich

+33 (0)1 49 23 21 68 ms.business.law@escp.eu

### Graduate Journeys

#### Hélène Goupil (Class of 2017) Previous Studies:

 Structures & Business Law Master's Degree, Nanterre University Legal Counsel Corporate/M&A, Deezer

#### **Carole Signé** (*Class of 2016*) Previous Studies:

• Business Law Master's degree, Nanterre University Global Markets Compliance Advisor, Natixis

Antoine Alexis (Class of 2017) Previous Studies:

• British & North American Business Law Master's degree, Paris I

Lawyer, Mayer Brown

## **International Wealth Management**

Classes on the Paris and London campuses

### **Objectives**

Enable students to master the essentials in key aspects of international wealth management such as law, finance and tax in an international environment. Develop an understanding of the cross-border issues, ethics and psychology involved in the wealth management.

### **Career opportunities**

Graduates work in positions such as: Independent Financial Advisor, Risk Controller, International Product Manager, Junior Private Banker, Portfolio Manager, Notary, Wealth Planner, Lawyer, Etc.

### Curriculum

In addition to technical knowledge, the specialisation develops students' entrepreneurial spirit, learning to take reponsibility as well as networking and teamwork skills.

#### It addresses the following areas:

- Introduction to Finance
- Compliance Deontology
- Portfolio Management & Asset Allocation
- Law & Taxation of Private Assets
- Alternative Investment Strategies
- Global Estate Planning: Life Insurance, Real Estate, Trusts
- Wealth Strategies & Corporate Structures
- Alternative Investment Strategies

Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

#### Management

57% Economics/Finance

26% Law

14%

Engineering 3% 

International Students • 14% Women • 27% Men • 73%

### Class of 2022 job survey

Less than 3 months after graduation

80% are employed full time €49K is the average starting salary 75% work in an intenational environment

### In which sectors

Banking/Insurance 70% • Market Finance 20% • Wealth Management 5% Consulting 5%







Academic Director Jean-Philippe Mabru



### Duration

15 months (Starting in October) Mandatory seminars will take place in September

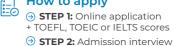
### Time spent on campuses

6 months In Paris • 3 weeks in London

**International Seminar** 

1-week seminar in Geneva, Switzerland, with 3 leading banks: Edmond de Rothschild, Lombard Odier and CA Indosuez

### How to apply



**Tuition Fees for 2025** €24.900\*

#### 0 More information

Cédric Ulrich +33 (0)1 49 23 21 68 ms.wealthmanagement @escp.eu

### **Graduate Journeys**

Julie Bertin (Class of 2012) **Previous Studies:** • BBA at Edhec Business School Relationship Manager Credit Suisse, Zurich

Arnaud Vouaux (Class of 2008)

**Previous Studies:** • INSEEC Business School Client Advisor Edmond de Rothschild Corporate Finance, Paris

#### DEAMIE State-Accredited

# **Biopharmaceutical Management**

Classes on the Paris and London campuses

### Objectives

The aim of this specialisation is to educate doctors, pharmacists, biotech and IT engineers or those with PhDs in life sciences, preparing them for business careers in the healthcare industry. Business professionals as well as lawyers with a strong interest in the Biopharmaceutical sector may also apply for this specialisation. The specialisation allows students to access high-level positions in healthcare-related industries such as venture capital, consulting and digital marketing agencies.

### **Career opportunities**

Consultant, Entrepreneur, Venture Capitalist & Asset Manager, Data Scientist, Medical Science Liaison, Digital Marketing & Product Manager, Market Access Specialist, Business Developer, Public Affairs & Key Account Manager, etc.

### Curriculum

Classes are taught by both faculty from ESCP Business School and successful professionals from major Biopharmaceutical, MedTech, Consulting, HealthTech and Big Data companies.

# A combination of valuable academic teaching, practical cases and company projects, including:

- Market Access & Global Pricing
- Digital Communication, Marketing & Social Media for the Healthcare Industries
- Prospective Analysis & Biopharma Corporate Strategy
- Entrepreneurship & Innovation Management in Biopharma
- Business Analytics & Big Data Management
- Medtech & Medical Devices
- Management, Financial Reporting & Management Control
- Business Development & Finance for the Biopharma Sector

3 specialisation tracks: Pharmaceutical Marketing & Medical Affairs,

Biotechnology/Finance & Venture Capital, Consulting/Big Tech & Data Management.

Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

Pharmacists 51%
Engineers 20%
Biologists 11%
PhD Doctors & Veterinarians 9%
Others (Marketing & Communication, Management, Finance etc.)

International Students • 38% Women • 60% Men • 40%

### Class of 2022 job survey

Less than 3 months after graduation

94% are employed full time
€55K is the average starting salary
100% work in an international environment

### In which sectors

50% • Pharmaceutical Industry 36% • Consulting 7% • Financial Markets 7% • Others



London

Paris

Academic Director Frédéric Jallat



### 🛞 Duration

15 months (Starting in October)

Mandatory seminars will take place in September

#### Time spent on campuses

6 months in Paris • 1 month in London

### Minternational Seminar

The location of the international seminar changes each year

### How to apply

STEP 1: Online application
 TOEFL, TOEIC or IELTS scores
 STEP 2: Admission interview

**Tuition Fees for 2025** €25,400\*

### O More information

**Moïta Marie** +33 (0)1 49 23 22 83 ms.biopharma@escp.eu

### Graduate Journeys

Dries Hens (Class of 2016) Previous Studies:

 Medical Doctor, Leuven University, Belgium Co-Founder & Chief Business Officer, LynxCare Clinical Informatics, Brussels

# Yane Yane Cheng (Class of 2014)

Previous Studies: • Engineering Degree, Ecole Centrale Marseille HealthCare Data Analyst, Boston Consulting Group, Paris

Emmanuelle Coutanceau (Class of 2007)

Previous Studies: • PhD. in Microbiology, Paris VII University Investment Director, Novo Seeds, Copenhagen

\*Master of Science (MSc): €17,200 + specialisation: €6,200 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits. 

### **Energy Management**

Classes on the London and Paris campuses

### Objectives

The MSc in Energy Management provides students with a holistic, 360-degree view of the energy business. The specialisation covers renewable and alternative energy, sustainability, electricity markets and oil business, as well as gas and LNG markets, focusing on providing participants with the essential toolkit to manage real-life projects in the energy-transition era.

This specialisation is accredited by the Energy Institute (EI) for the purposes of fully meeting the requirements for MEI.

### Starting positions

This master will be suitable for those who are considering a career in: Consulting/Project Management, Investment Banking, Trading, Asset/ Portfolio Management, Risk Management, Energy Policy, Market/Business Analysis, Brokering and Operations.

### Curriculum

This programme is built on three pillars, incorporating extensive practical experience:

• General Management: Principles of Finance | Corporate & Business Strategy | Scenario Planning for the Energy Industry | Energy Economics

• Energy Fundamentals: Oil & Gas Business | Renewable Energy | Electricity Markets | Energy Markets & Other Commodities | Energy Policy | Gas & LNG Markets

• Managerial Challenges in Energy: Sustainability & Energy | Energy Trading | Project Financing & Evaluation | Energy Risk Management | Entrepreneurship & Innovation | Digitalisation & Energy Transition

• **Seminars (Compulsory):** Problem Solving & Decision Making | Data Analysis | Industry 4.0 | Blockchain Technology | Excel VBA Programming | Research Methods | Python Programming Language

• **Two specialisation tracks:** Finance & Investment or Project Management & Consultancy

• Integrated Practical Experience: Energy Trading Game | Company Consultancy Project (8-12 weeks) | Min. 4-month Professional Experience (Internship / Direct Employment) | Professional Master Thesis

#### Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

Participants • 43 Nationalities • 22 Average age • 26 (ranging 22-32) Average work experience • 3.5 years (ranging 1-9)

### Academic background

Management/Business/Finance 28% Engineering/Sciences/Technology 42%

Economics/Political Sciences 20%

10%

\*Master of Science (MSc): £14,800 + specialisation: £9,500 + £1,800 service fee Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits. Class of 2022 job survey Less than 6 months after graduation

€54.6K is the average starting salary 53% were employed before graduation 93% are employed

#### Personal career transformations

66% changed their industry 69% moved to another country 87% changed job function

#### In which sectors

Industries: Energy 50% • Banking & Finance 27% • Consulting 13% • Manufacturing 7% • Other 3%

#### **Companies Hiring**

Accenture – Amundi – Baker Hughes – Baringa – Bloomberg – BNP Paribas – Canadian Solar – Chainalysis – E.ON – EDF – Engie – Eni – Entrix – GreenSolver – Mirova – Natixis – PwC – SACE – SSE – TotalEnergies Biopharma, Energy & Sustainability



Academic Director Georgia Makridou

London

Paris







Duration
 15 months (Starting in October)

#### Time spent on campuses

6 months in London • 3 months in Paris

# Work experience requirement

This specialisation is specifically designed for professionals with 1-7 years of relevant experience

1 How to apply

STEP 1: Online application
 + TOEFL, CAE or IELTS scores
 STEP 2: Admission interview

**Tuition Fees for 2025** 

### 0 More information

**Vatsal Chandra** +44 (0)20 7443 8825 msc.energy@escp.eu

#### Graduate Journeys

Els Van de Vijver (Class of 2017) Previous Studies: • BEng in Business Engineering Senior Operations Leader at EDF (UK)

#### Yann-Ange Kouassi-Vanié

(Class of 2018) Previous Studies: • MSc in Economics Assistant Manager Africa Energy Economics at Deloitte

#### Natasha Webb

(Class of 2023) Previous Studies: • Bachelor in History & German Trading Analyst, Energy Markets at SSE Plc

Nicolas Bac (Class of 2020)

Previous Studies: • Master in Banking & Financial Engneering Structured Finance - Offshore Wind at TotalEnergies Gas, Renewables & Power

### International Sustainability Management

Classes on the Berlin and Paris campuses

### **Objectives**

Businesses are keen to get passionate and knowledgeable experts to help meet their obligations to society and the environment while also driving impact and growth. The Master in International Sustainability Management (I20 ECTS) equips you with the knowledge and skills to address these opportunities with an interdisciplinary approach.

### Curriculum

This programme is grounded in science and research, but also takes on a business perspective. It offers a broad portfolio of classes on the different problems and their context, solutions to consider, and management tools to deal with the transition. The modules consist of:

- Environmental and Sustainability Management
- Science & Economics
- Frameworks for a Sustainability Transition
- Society, the Developing World and the Financial Dimension
- Sustainable Governance & Management in an International Context
- Project Management & Consulting
- Research & Complexity
- Language & Career Development

### Career opportunities

As a sustainability professional, you will be able to work in green sectors such as energy, technology or food, in strategy or marketing departments, for consultancies, NGOs, or in politics.

### This Master programme is the right choice if you want to...

• Gain a broad knowledge of sustainability, qualifying you for a management position in this field

• Gain a holistic understanding of environmental issues and climate change with a sound scientific basis

- Push global rethinking on sustainable management
- Meet experts, company representatives and peers who share your passion
- Enhance your personal skills for systematic career development in sustainability

• Add value to your CV by leveraging the rankings and reputation of ESCP Business School

#### German Master Degree State-Accredited

Berlin Paris



Academic Director Oliver Laasch



Academic Co-Director Olivier Delbard



Duration
 2 years (Starting in September)



#### Company Consultancy Project

Students work as junior consultants in companies, providing solutions to real problems

Study Trip Local study retreat near Berlin

### How to apply

- → STEP 1: Online application
- ∃ STEP 2: Logic test
- STEP 3: Admission interview
- **Tuition Fees for 2025** €17,700\*



+49 152 099 3635 msc.internationalsustainability @escp.eu

### Class of 2024 background

Business Administration / Economics 73%

Sociology / Geography / Politics / Law
17%

Engineering / Information Systems

Environmental Science / Agriculture / Food Sciences 2%

Languages / Culture / Literature 2%

Nationalities • 20 (61% EU) Women • 71% Men • 29%

## **Hospitality and Tourism Management**

Classes on the Madrid and Turin campuses and at Cornell University (Ithaca, NY, USA)

### Objectives

Based in Spain, a world-leader in Tourism & Hospitality, this life-changing specialisation will give you the training and tools you need to have a successful international career in the hospitality sector. The Master is designed with a multicampus structure (Madrid & Turin/London) with two specialisation tracks (Sustainable Hospitality Management or Hotel Development) and a "learning by doing" approach. In the programme you will go through learning experiences, such as the International Consultancy Project (ICP) and the Professional Development Programme at the School of Hotel Administration at Cornell University, that will enhance your profile. Becoming ESCP alumni and Cornell Hotel Society alumni will help you develop a successful career in the sector and expand your professional network.

### **Career opportunities**

**On a national or international level:** Consultant, Marketing & Communication, Revenue Management, Luxury Tourism, Hotel Management, Advertising, Real Estate Development for Hospitality, PropTech, Event Manager, Hospitality & Tourism Startups, Travel Distribution

### Curriculum

# The programme involves a variety of core and elective courses, including the following ones:

- Sustainability Management
- Tourism and Global Economy
- Strategy & Marketing for Hospitality and Tourism Services
- Alternative Tourism Business Models
- Emergent Business Models in Tourism
- 1 International Consultancy Project (ICP):

Multicultural teams of students work in companies as junior consultants, providing solutions to real issues.

Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

### Hospitality & Tourism Management

Business Management

Economics

#### 7%

Civil & Environmental Engineering

Nationalities • 10 Average age • 22 Women • 65% Men • 35%

Master of Science (MSc): €17,200 + specialisation: €10,300 + Service fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits

#### Technology innovations in Hospitality

- Hotel Operational Management
- Entrepreneurship for Hospitality & Tourism
- Building a Sustainable Strategy: Innovation & Master Plan
- Live Case Studies

### Graduate Journeys

Davide Cappitella (Class of 2019) Previous Studies: • Intl. Relations at the Università degli studi di Torino Assistant GM/F&B Manager, RIU Hotels & Resorts

#### Jorge Coca López (Class of 2019) Previous Studies:

• Master in revenue Management, Marketing and Tourism Communication at CESAE Business & tourism School Revenue Executive KAIMO

Marie Terrou (Class of 2020) Previous Studies: • Bachelor in Hospitality & Tourism Management from VATEI

Management from VATEL Talent & Development Manager at Weglot



Verónica Ugarte +34 911719016 msc.hospitalitytourism@escp.eu

### Class of 2022 job survey

100% were employed 6 months after graduation 70% have a job with an international dimension

Average annual salary: €38,925 Average bonus: €7,490.00

### In which sectors

Hospitality & Tourism **57,9%** • IT & Digital **10,5%** • Real Estate **5,3%** • Other **26,3%** 

### **International Food & Beverage** Management

Classes on the Turin and Paris campuses

### **Objectives**

The specialisation is designed for everyone passionate about the Food & Beverage industry and aiming for a managerial career in international companies operating in this sector.

Once you have completed the specialisation, multiple scenarios will be open in a multinational company or in a small-medium enterprise, in a start-up or in a consolidated business in Europe or around the world.

### Starting positions

The Careers Service will support you throughout your studies. You will also benefit from the support of the strong network of students and alumni. The specialisation prepares graduates for professional roles such as: Brand Manager, Export/Import Manager, Communications Manager, Marketing Manager, Product and Business Developer or an Entrepreneurial career in Family Businesses.

### Curriculum

This specialisation provides company experiences, one company consultancy project, product tasting sessions, group works and networking opportunities.

### A combination of theoretical classes and of live practical cases on the following topics:

- Financial Accounting in F&B
- Marketing Principles in F&B
- Corporate Strategy & Digital Strategy for F&B
- Sales Management in F&B.
- Start-ups and Family Businesses in the F&B
- Supply Chain & Operations in the F&B Industry
- Negotiations in an Intercultural Context
- Trade, Retail & Category Marketing in the F&B Industry
- Food Waste Management

Students will also take a compulsory seminar on Sustainability Management.

### Class of 2022 job survey

82% employed within 2 months from graduation 91% employed within 6 months from graduation

### In which sectors

Hospitality, Food, Tourism 81% . Consulting 18% • Other (Finance, Entrepreneurship) 1%

### In which areas

39% • Marketing & Brand Management 21% • Sales & Business Development

- 20% Strategy & Innovation
- 11% · Consultancy
- 9% Credit Management

### Where

64% job with an international dimension 45% outside the country of origin

### Duration

Languages

15 months (starting in October)

Paris

Turir

Academic Director Francesco Venuti

### Time spent on campuses

7 months in Turin • 3 months in Paris 1 term worldwide (thesis + internship)

How to apply

→ **STEP 1:** Online application + TOEFL, TOEIC, CAE or IELTS

STEP 2: Admission interview

#### **Tuition Fees for 2025** €31.000\*

More information 0

### Adriano Sorgente +39 370 376 2129

msc.foodbeverage@escp.eu

### Class of 2024 background

Management & Business

Economics 12%

Political Sciences & International Relations 10%

Hospitality Management 8%

Others (Languages, F&B, Marketing & Communication...) 24%

International Students · 61% Women · 60% Men · 40%



## **Luxury Management**

Classes on the Turin and Paris campuses

### Objectives

The MSc in Luxury Management is designed for individuals aspiring to pursue a career within the thriving luxury industry. The primary objective of this specialisation is to equip students with a holistic understanding of the contemporary factors propelling the expansion of luxury enterprises across diverse sectors.

### **Career Opportunities**

During your academic journey, the Careers Service will provide continuous support to ensure your success. Additionally, you will have the advantage of accessing a robust network of current students and alumni, further enhancing your prospects.

#### The specialisation prepares graduates for professional roles such as:

Luxury Advisor, Merchandiser, Retail Buyer, Retail or Wholesale Manager, Operations and Supply Chain Specialist, Marketing Manager, Luxury Brand Manager, Luxury Communication Manager, Product Manager, Business and Product Development Specialist, Business Analyst, Customer Experience Manager, Export-Import Manager, Sales Manager, Entrepreneur, Innovation Manager.

### Curriculum

The specialisation in Luxury Management provides a comprehensive curriculum encompassing both fundamental and specialised aspects of managing luxury companies.

The foundational term in **Turin** covers key areas of luxury management including marketing, retail, finance, global markets, and People Management. The focus of the Paris term will be on luxury innovation, sustainability, sales and negotiations, operations and supply chain management. The MSc leverages the collaboration with ISIPCA and La Fabrique, prestigious higher education institutions in fragrances, cosmetics and fashion.

### Key Features

The faculty members and facilitators involved in the programme possess a diverse range of **professional backgrounds** and extensive international experience. They combine their practical industry knowledge with a solid academic foundation, providing students with a well-rounded and comprehensive education.

The specialisation incorporates a variety of learning methods, including **lectures, seminars, business case studies, group projects, guest speaker presentations by industry experts, company visits, testimonials**, as well as a substantial **business case project developed in collaboration with global luxury firms.** 

Additionally, students are required to develop a **final thesis** and partake in an **internship**, providing practical application and hands-on experience in the luxury industry.

\*Master of Science (MSc): €17,200 + specialisation: €11,800 + Service Fees: €2,000. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.







Duration 15 months (Starting in October)

### Time spent on campuses

4 months in Turin • 6 months in Paris 1 term worldwide (thesis + internship)

**How to apply** 

STEP 1: Online application
TOEFL, TOEIC or IELTS scores
STEP 2: Admission interview



#### More information Alessia Ferlito +39 347 087 3233 msc.luxury@escp.eu



Classes in Venice at the Ca'Foscari University and on the Paris Campus

### **Objectives**

The expectation of companies in the cultural and editorial sectors is to recruit high-level managers who are able to develop, launch and manage cultural and editorial productions. Digital technology has deeply transformed these sectors. Cultural contents are now at the heart of this change: new practices of cultural consumption, new legal issues with big data, new media reading, new funding practices, new channels of financing, new sales methods, etc. This programme will help you understand the specificities of managing cultural projects on international and european scales.

### Starting positions

Graduates work in positions such as: Cultural Project Manager, Editorial and Digital Project Manager, Production Manager, Digital Development Officer, Cultural Heritage Manager, Patronage Manager, Editorial Manager, Rights Transfer Officer, Marketing Manager, etc.

### Curriculum

The MSc combines both theoretical courses and real case studies. The Faculty includes professors from ESCP Business School, Ca' Foscari University and professionals from the culture and publishing sectors. They provide students with a solid background in management applied to the following sectors:

- Project Management and Strategy for Cultural Industries
- Law and Economics for Art and Culture
- Arts and Culture Marketing
- Financial Strategy for Cultural Industries
- Valuation of Cultural Assets
- Analysis of art markets
- Management of Cultural and Editorial Projects

We encourage students to learn Italian as some lessons may be taught in this language.

Refresher courses in management and languages are provided at the beginning of the programme for the students who require them.

### Class of 2024 background

### Class of 2022 job survey

€34K is the average starting salary 62% work in an international environment

### In which sectors

Culture & Heritage 40% • Audiovisual, Entertainment & Cinema 15% • Journalism & Editing 9% • Consulting 6% • Communications & Publicity Agency 6% • IT 6% • Others 18%

International Students · 46% Women · 85% Men • 15%

Università Ca'Foscari Venezia







Academic Director Carole Bonnier



Academic Director Umberto Rosin



Academic Director Francesco Casarin

### Languages 🚺 🖌 🦉 🚺

Duration 15 months (Starting in October)

### Time spent on campuses

1 term in Venice • 1 term in Paris

How to apply 5

→ **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores → **STEP 2:** Admission interview

#### **Tuition Fees for 2025** €19.200\*

#### 0 More information Marième Fofana

+33 (0)1 49 23 24 80 ms.culture@escp.eu

### Graduate Journeys

#### Monica Paganelli (Class of 2017) Previous Studies:

 Master degree in History of Arts,Università degli Studi di Firenze. Cultural Projects and Events Coordinator, Fondation Cartier -Paris

#### Mathieu Odinet (Class of 2017) **Previous Studies:**

• Sciences Po Paris, Conservatoire National Supérieur de Musique, Paris

Sponsors and Major Donors Manager, Opéra National de Paris

\*Master of Science (MSc): €17,200 +specialisation: €1000 + service fee: €1000 Tuition fees are paid to both institutions as follows: €11,010 to ESCP and €8,190 to Ca'Foscari Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits.

ESCP - Masters of Science 35

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# Media Management

Classes on the Paris Campus

### Objectives

The goal of the MSc in Media Management is to prepare media professionals for their future careers: management and strategic consulting applied to the media, film or television production and distribution, transmedia production, digital entrepreneurship, audiovisual writing and media consulting.

Since its creation 35 years ago, this Master has trained over 700 graduates.

### Career opportunities

**Graduates work in positions such as:** Programming Director, Film Producer, Scriptwriter, Entrepreneur/Intrapreneur, Transmedia Project Manager, Community Manager, Manager in charge of Development, Strategic Studies Manager, Advertising Sales Manager, Media Strategy Consultant, ...

### Curriculum

A combination of theoretical approaches and of live practical cases.

- Media Management
- Management Techniques applied to Media
- Innovation in the Audiovisual Sector
- Big Data and Media Companies
- Film Production
- Creativity Management and Entrepreneurship
- Cross-Media Strategy
- International Film Distribution
- Audiovisual Writing Techniques

#### **Breakfast series**

In addition to the areas mentioned above, students regularly organise "Press Club Breakfasts": an opportunity to meet figures and professionals from the Media world and to discuss current issues.

. . . . . . . .

Students will also take a compulsory seminar on Sustainability Management.

### Class of 2024 background

#### Management

35% Audiovisuel & Cinema 16% Marketing & Communication 11%

Humanities & Social Sciences

Law

10%

Engineering/Sciences

- Culture & Arts
- 5% Economics/Finance

3% Others

3%

Women • 60% Men • 40%

\*Including a €2,000 service fee. Additional fees may apply for applicants with a previous degree that equates to fewer than 240 ECTS credits

### Class of 2022 job survey

Less than 3 months after graduation

€35K is the average starting salary 73% are employed full time 50% work in an international environment

### In which sectors

Audiovisual/Entertainment/Cinema 85% • Culture, Heritage 5% • Others (Communications, Public Affairs, etc.) 10%







# Duration 15 months (Starting in October)

#### . . . . . .

International Seminar The location of the international seminar changes each year

### How to apply

STEP 1: Online application
 + TOEFL, TOEIC or IELTS scores
 STEP 2: Admission interview

Tuition Fees for 2025
 €19,200\*

#### More information Marième Fofana +33 (0)1 49 23 24 80 ms.media@escp.eu

### **Graduate Journeys**

#### **Elizabeth Yturbe** (Class of 2017) Previous Studies:

• EFAP Paris, Programme Grande École Marketing & Communication Development Executive - TV Series, Lagardère Studios

# Alejandra Del Real (Class of 2016)

**Previous Studies:** 

• Bachelor Degree in Film & Television, Boston University Director of Development, House of Greenland

#### Antoine Derroja (Class of 2014)

Previous Studies: • Sciences-Po Aix-en-Provence Acquisition & Development Manager, About Premium Content



## **Admission Requirements**

- Bachelor degree or equivalent (minimum of 180 ECTS credits)
- Proficiency in English (level C1)



## Required documents

- Completed online application form
- Up-to-date curriculum vitae
- Photocopy of passport or identity card
- A copy of your Bachelor/Master diploma if already obtained (or a certificate of enrolment for current Bachelor/Master studies)
- University transcripts of your last two years of study
- A copy of your TOEFL or TOEIC listening and reading score or IELTS score (taken within the last two years)

We strongly recommend adding two letters of recommendation to your application



#### Application Fees (non-refundable)

• €130 per application

Candidates cannot apply to more than one round the same year.

\* Application, tuition and registration fees may be subject to change.

## Meet us worldwide





Check our website escp.eu/ms

### loin us



Check out our latest news on the Blog





A strong sense of school spirit and community is a defining characteristic of ESCP Business School. Involvement in extra-curricular activities and student associations is strongly encouraged: we consider it an essential part of students' personal well-being and professional development. Student life on each of the campuses is shaped by the initiatives and activities offered by some fifty clubs and associations that organise networking, artistic and cultural events, political discussions, sports tournaments, social events, humanitarian activities, etc.



### The ESCP Business School Regatta: Students and Alumni sail together

The ESCP Regatta symbolises what ESCP is all about. Once a year, students from all campuses, as well as members of staff, faculty and alumni, gather in Italy for a weekend at sea. The event is a unique opportunity to maximise the potential of a multi campus school and to strengthen and broaden the group spirit key to the ESCP community.

The ESCP Regatta has become a landmark in the School's sporting, networking and social calendar. Hundreds of participants sailed together in 2024, manning several yachts around Ortigia, Italy.

Working in teams to take first place, the event allows for excellent group bonding and the continued development of teambuilding skills.

### The MSc Society Paris Campus

In Paris, Master of Science students are based on the Montparnasse campus. The MSc Society aims to bring together all the MSc students studying on the Paris campus by organising various on and off campus events throughout the year.

### AGORA (Student Union)

Elected by the students, the Student Union plays an important role within the school. Agora bridges the gap between the student body and the School Administration on the different campuses. It provides a forum and proposes ideas on a wide range of topics related to Student Life at ESCP. The Student Union also organises social events which encourage networking amongst different year groups, programmes and nationalities.

ESCP Social Club Berlin Campus Event Society (ESM) Madrid Campus

ESCP Social Club in Berlin and Event Society in Madrid (ESM) organise various events on and off-campus. Organised by students for students, these societies aim at bringing together students across our various campuses as well as strengthening the cross-cultural dimension and exchange within the School.

# Alumni & Students' **Testimonials**



#### Marketing & Creativity (page 11) Koen de Rooij Class of 2015 Director Growth Strategy at Kantar Consulting

"Looking back now, the first thing that comes to mind is the strong bond we developed as a class. Around 30 different nationalities and cultures, thrown together on a mission. Working hard, playing harder, putting our collective creativity into everything we did and amazing ourselves when looking at each other's work. This could be either on or off the campus – imagine having a lecture inside the Palais Garnier or at Regent's Park – or doing actual consultancy work for a company, like our team did for Landor."



### Marketing & Digital Media (page 11) María Luisa Austad D Vasconcelos E Sousa

Class of 2018 GBS Strategic Account Manager, Facebook EMEA Headquarters

"One of the best career moves I made was joining ESCP for this Master. I wanted to work for a tech company, but felt that I lacked the knowledge to do so. This master opened so many doors in that respect. I acquired an immense amount of digital knowledge thanks to my professors. Not to mention that you get to do all this in vibrant and exciting cities such as Madrid, London and San Francisco while being part of a diverse and fun class. If I could go back in time I wouldn't change a thing."



Sales 4.0 - Master in International Sales Management (page 12) Constance Pfeiffer Class of 2018 Solutions Sales Executive at SAP

"When I look back to the starting point of my career, I look back at my two year experience at ESCP, where I started my journey. Those years built the foundation for the necessary mindset, skill-set, know-how and expertise I am continuously developing today in my current job.

Getting the opportunity to interact with international, diverse young students, all eager to learn and to fulfil their individual business goals as well as with professors, tutors and esteemed professionals in the field, creates an incredible synergy and drive, that leads to a tremendous progression of each students' personal career."

#### Digital Project Management & Consulting (page 13) Teresa Ko Chen

Class of 2015 Consultant at The Boston Consulting Group

"This Master offers a unique learning environment where both critical and creative thinking are fostered. The tailored workshops, interactive classes, international consulting projects and especially, my professors and classmates, were without doubt the key elements that made it a remarkable experience."

Strategy & Organisation Consulting (page 16) Marie-Sophie Pelletier Class of 2014 Consultant at Talan



"After an engineering degree and a year of professional experience, I realised I was lacking management experience and skills. So I decided to do this programme that matched my expectations. The MSc taught me a lot thanks to the diversity of the profiles in my Class, but also through the diversity of the teachers. This programme prepared me for my current job because the contact with many professionals allowed me to better understand my professional field, and above all, helped me to choose the right one! Therefore, this Master helped me discover new areas and made me more openminded."

#### **Big Data & Business Analytics** (page 17) **Alexis Barnier** *Class of 2018*

Strategy Consultant at Advention Business Partners

"This programme is perfect for future managers with a strong appetite for disruptive technologies and data-driven strategies. What I probably like the most is the diversity of the students and the variety of ideas they have. If you want to challenge yourself in a global environment while becoming a data specialist, then this is the right master's programme for you."





Sustainability Entrepreneurship and Innovation (page 21) Maria Josefa Angela Bautista Current Student (Class of 2021) Philippines

"The Master is a great starting point for your career in making the world a better place. It will give you the tools you need to create a business, the network you need to make it fly, and the purpose within you to keep going. During my first year of study, ESCP helped me to launch my own social-impact startup which I've effectively used to drive social change amidst the challenges of the Coronavirus pandemic. ESCP supported me with my education but also so much more. This level of support is not something I think you'd find in any business school, and for that I'll always be grateful to ESCP."



#### Master in Finance (page 24) Emmanuel Dray Class of 1996 Global Head of Trading, Equity Derivatives, BNP Paribas UK Head of Equity Derivatives, BNP Paribas

"I had always wanted to work in financial markets and the Master in Finance at ESCP clearly enabled me to fulfil my ambition. Following the Master, I was offered an internship on the BNP trading floor in April 1996 and I have been working with the same firm for the past 25 years. The Master not only provided me with deep sector knowledge through various courses, it also opened my eyes to the key factors needed to succeed in the industry: hard work, curiosity, rigor and humility.

Through a very practical teaching style, networking opportunities with similarly passionate students and a pragmatic approach, students are well prepared for the challenges they will soon face in such a demanding working environment. Thanks again!"



#### Energy Management (page 28) Isaac Junior Pete Class of 2015 Manager | E-Mobility & Energy Services at Baringa

"Going into this Master, I had a clear vision: I knew I wanted to develop the skills that would help me become a strong strategy consultant for the energy industry. During my 18 months at ESCP Business School, I achieved exactly what I set my mind to. Some modules provided me with the basic consulting skills while others gave me more insights about the key factors that make the energy industry so unique and therefore, so fascinating."

#### Media Management (page 31) Gauthier Hourcade Class of 2009 Deputy Director of Programmes

in charge of editorial, RTL



"I joined the MSc in Media Management after 6 years of professional experience. I was a radio producer, and I had a Master. I wanted to multiply my experiences but above all, to have a choice. To invent, to programme, to decide. But I experienced the spleen of the skilled worker who loves his job but not to the point of practicing it ad vitam aeternam. In this situation, the MSc Media brought me two assets. The first of them: to be "spotted" by the top management of my company. My admission at ESCP was enough to send a strong message to

my superiors. Second chance, I spent the (black!) year of 2008-2009, at the top of this formidable watchdog programme. The crisis froze advertising investments, paralysed traditional media and accelerated digital innovations."

#### International Food & Beverage Management (page 33) Nuria Jareño Moreno Class of 2018 Junior Digital Brand Manager, Nestlé



"This Master was the right bridge between my scientific academic background and the beginning of a business career in the food sector. The most important value for me was the exposure I received to multiple food and beverage companies. Being able to see the backstage of all these firms, helped me narrow down the career paths I was interested in pursuing after the Master's. Working with international students on multiple projects in the F&B sector provided me with interpersonal skills that have been useful for working in multi-cultural environments. I also profoundly relished the enriching experience of living in Italy and France, discovering parts of their gastronomical wealth, which has consolidated my willingness to work in this sector '





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Each month we host a variety of networking and career events all around the world, aimed at bringing together our community.





Launched by the alumni in 2005, the ESCP Foundation became a public utility foundation by a decree.

The Foundation's aim is to support the ambitions and the academic excellence of ESCP through four initiatives:

- Diversity and international appeal
- High-level research
- Teaching innovation
- Influence of ESCP worldwide

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### **Careers Service**

Choosing to study at ESCP is your first step towards an ambitious and exciting international career in today's diverse and multicultural business world.

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ESCP students have access to over 30,000 internship opportunities each year.

Through the Careers Service, students benefit from:

• Career workshops and individual coaching, personality and logic tests to identify strengths and motivations

 Company presentations, seminars, conferences, roundtables and interviews with recruiters

• On-campus generalist and industryspecific job fairs attracting over 130 companies throughout the year

• Bootcamps on Consulting, Banking, Tech and Marketing led by ESCP Alumni on how to be recruited by the leading companies in these sectors.



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