



IVKA KADEZABEK
*Investment Advisor, RBC Dominion Securities
Lethbridge, Alberta, Canada*

“I look back on my decision to attend the inaugural year of IGBS as a pivotal point in my career. The knowledge and contacts I developed while at IGBS led to an opportunity to work on a project for a Slovenia asset management company in Ljubljana and Chicago, USA. I am now working with Canada’s leading investment management firm and have a unique ability to provide international insight to my clients.”



SANDRO BARIČEVIĆ
*Business Communication Director Europe
The Coca-Cola Company*

“The wide range of knowledge and skills acquired on IGBS significantly contributes to my every day business and gives me a better insight into the various issues.”



TOMISLAV KRMPOTIĆ
*Sales Manager, DOK-ING d.o.o., Zagreb, Croatia
Board Member, American Chamber of Commerce in Croatia*

“The International Graduate Business School Zagreb offers an impressive American-style MBA in Zagreb, Croatia. The partnership with Indiana University is extremely valuable. World-class professors and networking opportunities make the program an excellent choice for managers.”

MBA CLASS PROFILE 2004-2011:

Class size:	15-20
Women:	44%
International:	11%
Average age:	29
Age range:	22-44
Average years of full-time work experience:	4
Percent with full time work experience:	90%
Undergraduate majors:	
- economics & management	57%
- science & engineering	26%
- social science & humanities	17%
With graduate degrees	6%
With doctoral degrees	4%



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INTERNATIONAL MBA PROGRAM

IGBS
ZAGREB
REPRESENTS
A UNIQUE
BLEND
OF:

- Kelley School of Business’s award-winning faculty and tradition of academic excellence,
- local economic insight from Croatian faculty and guest lecturers,
- research opportunities arising between international and Croatian faculty,
- longstanding partnership between IGBS Zagreb and Kelley School of Business,
- challenging curriculum from an elite faculty,
- American-style accessibility of professors,
- opportunity to network with alumni from Croatia and around the world,
- and chance for continuing education across boundaries through customized distance programs...

IGBS Zagreb opens the door to exclusive opportunities in life-long global business education



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International Graduate Business School Zagreb

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in partnership with:

INDIANA UNIVERSITY

KELLEY
School of Business

AACSB accredited

eiz ekonomski
institut,
zagreb

IGBS Zagreb

International Graduate Business School Zagreb, with public liability

IGBS Zagreb is a private higher education institution founded in 2003 by a leading Croatian research center, The Institute of Economics, Zagreb, with a support of US Department of State, and in academic partnership with:

KELLEY SCHOOL OF BUSINESS at Indiana University
Fully accredited member of AACSB International,
and one of top 20 U.S. business schools
according to “Bloomberg Business Week” ranking in 2010

MASTER OF BUSINESS ADMINISTRATION (M.B.A.) -
Unique opportunity to attend International MBA Program in Zagreb
with top-rate Kelley School of Business professors

We are glad to announce the admissions into 7th generation of students!
Classes begin October 2012

Applicants can compete for a few partial scholarships offered by IGBS Zagreb
Please check www.igbs.hr for more information and application deadlines

Program type: intensive management training program in business administration, designed to accommodate the working professionals

Professors: top rate faculty primarily from Kelley School of Business, joined by research fellows from The Institute of Economics, Zagreb, and faculty from other prestigious business schools

Guest-lecturers: a chance to network with economic policymakers and CEO's of leading multinational companies in Croatia

Teaching: lectures are integrated with numerous up-to-date real world case studies, simulations, and more...

Language: all courses are taught in English

Technology: students are required to have a laptop computer, teaching materials are exchanged through student portal

Limited class size: 20 students

Duration: 3 semesters

Class hours: evening classes Monday-Friday 5.00 - 8.30 p.m.

Prerequisites: undergraduate university degree/or vocational degree, English knowledge

Tuition fee: 16.500 EUR, payable in installments (a student paying the complete tuition amount in advance will receive a tuition discount equal to 1.000 EUR)

Degree granted: IGBS Zagreb awards Bologna compliant degrees (2nd cycle), accredited by National Council of Higher Education, plus certificates awarded from Indiana University's Kelley School of Business

Alumni club: Exclusive opportunity to network with small group of Alumni members from a variety of business sectors in Croatia, US, Canada, and more...

Additional possibility to take missed courses through Kelley Direct on-line program, at reduced non-degree fee of 1.500 USD per single course /

Additional possibility to attend missed courses with the following generation of students without any extra fee

Plus



MASTER OF SCIENCE (M.SC.) PROGRAMS -
World-renowned Kelley School of Business degree

Starting from Fall 2009 semester, IGBS Zagreb in close partnership with Indiana University's on-line Kelley Direct program (<http://kd.iu.edu>) offers the possibility for IGBS MBA graduates to continue their education in Master of Science Programs of Kelley School of Business. These programs are delivered and administered entirely through Kelley Direct Program.

Program type: specialized graduate programs that provide ultimate flexibility for working professionals

Professors: top rate Kelley School of Business faculty, that have mastered the best teaching techniques for the online environment

Technology: on-line courses with the use of top-notch technology (including web conference, breeze sessions, access to Indiana University's electronic databases)

Class-size: students make connections with other high-caliber working professionals from across the globe in small teams

Duration: 1 year, includes an one-week residence session at Indiana University

Class hours: around your schedule no matter where you live or work, allowing you to follow up at any place any time

Prerequisites: IGBS Zagreb MBA Program completed (because of full MBA exams recognition IGBS Zagreb graduates are required to take only half of the courses from the curriculum)

MBA graduates can apply within five years from graduation at IGBS Zagreb. Programs start in August.
Partial scholarships are available exclusively for IGBS MBA graduates, lowering standard tuition at considerable rate to 7.500 USD in total



M.B.A. CURRICULUM (draft)

CORE COURSES

- Managerial Economics
- Financial Accounting
- Managerial Accounting
- Human Resources: Leadership & Organizational Effectiveness
- Leadership Skills
- Business Law
- Business Ethics
- International Macroeconomics
- European Economic Policy
- Business Analytics
- Operations Management
- Corporate Finance
- Entrepreneurship
- Strategic Management: An Integrative Approach

SPECIALIZATIONS*
(*tuition fee covers both specializations)

FINANCE

- Investments
- Financial Intermediation
- International Financial Strategy

MARKETING

- Marketing Strategy: Performance Analysis
- New Product Management
- Retailing Management

Master's Thesis



M.Sc. CURRICULUM (draft)

M. Sc. in Strategic Management

Organizational Development and Change - *In-Residence*
Strategic Management and Leadership
Strategic Management of Technology & Innovation

Global Talent Management - elective *
Decision-Making & Leadership - elective *
(*a student can choose one elective course)

The Global Business Environment
Strategic Competitive Analysis

M. Sc. in Global Supply Chain

Supply Chain Overview - *In-Residence*
Supply Chain Management - Sourcing
Supply Chain System Design
Supply Chain Management -Enterprise Planning
Supply Chain Management - Project Management
Supply Chain Management - Business Process Design

M. Sc. in Finance

Finance Valuation - *In-Residence*
Asset Pricing and Security Valuation
Financial Risk Management
Advanced Topics in Finance
Employment Law of Human Resource
Valuation & Capital Investment