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# MBA PROGRAM

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

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

# A TRULY UNIQUE MBA EXPERIENCE

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*Every day at the HEC Paris MBA, students learn how to solve complex problems, expand their perspectives, and collaborate with people very different from themselves. We call that the HEC Paris MBA difference. You will call it the opportunity of a lifetime.*

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

A perfect equation between our class size and an individualized approach to learning means that your ideas and input are valued. This encouragement comes both from faculty and other students, in an environment where everyone knows your name and participants form a close-knit community for life. Conversations with your peers - 92 percent international - will shape your viewpoint, enrich your experience and prepare you to work with people from many different backgrounds and cultures.

Excellent professors at the forefront of research will build upon your unique talents and shape your learning experience. Our faculty - 65 percent international - infuse a rare combination of broad experience, personal insights and the latest in advanced-management thinking into their classes.

Armed with the latest knowledge of today, you will be well-prepared to solve the business problems of tomorrow. During our 16-month program, you will develop the core

management skills needed to excel in any industry, anywhere in the world. You will also go much deeper, with the flexibility to pursue specialized studies and hands-on learning in the sector of your choice.

At the HEC Paris MBA, you will experience an entirely different approach to leadership. We believe that you must know yourself and your strengths to truly lead. After learning the theories of leadership, you will face your fears, develop critical-thinking skills and challenge conventional wisdom in complex situations specifically designed to put those theories to the test.

One-on-one meetings with our Career Center ensure that your career goals align with the needs of the global job market. Fuel your career transformation with regular campus visits by top recruiters from some of the world's most sought-after companies, and by regularly scheduled events with our prestigious network of over 57,000 alumni.

If you are a high achiever who dreams big, with the courage and passion to turn that dream into a reality, the HEC Paris MBA is for you.





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# SHAPE YOUR FUTURE

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*Benefit from a dynamic curriculum taught in a truly international environment. At the HEC Paris MBA, you spend equal time learning the fundamentals of management and specializing in the field of your choice. The program is unique, challenging, rigorous - and absolutely the right preparation for your future success.*

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# DEVELOP AN EXPERTISE FAR BEYOND TECHNICAL SKILLS

The nature of business is shifting. Corporations are being defined by innovation, and changing at a breathtaking pace. Technological disruptions are commonplace. Entrepreneurial endeavors are transforming the global economy and our society.

To navigate these changes, you need an expertise that goes far beyond technical skills. At the HEC Paris MBA, we constantly update our classes to keep you abreast of the factors reshaping the world of business. Our program emphasizes sustainability and social innovation, and leverages the latest in digital innovation. It develops your intuitive intelligence, essential for analyzing and anticipating future change. A concentrated focus on hands-on learning and real-time problem-solving grows a multitude of skills indispensable to your career.

## OUR STRENGTHS

TAILOR YOUR  
STUDIES TO YOUR  
EXACT AMBITIONS

LEARN FROM  
REAL-WORLD  
EXPERIENCES

WORK IN  
INTERNATIONAL  
TEAMS

STUDY AT PARTNER  
UNIVERSITIES  
WORLDWIDE



# ENGAGE WITH INTERNATIONAL FACULTY

*Work side-by-side with some of the best minds in business education.*

Discuss, debate and brainstorm in a personalized and stimulating environment, with 138 professors who sharpen your analytical skills and give you rock-solid insights for making decisions. Our faculty members' research keeps classes fresh, and ensures that you are on the receiving end of the most important strategies and ideas in business today. During the last five years, our faculty, who are 65 percent international, have published more than 440 research articles, and presented nearly 1,000 times throughout the world.



*“Competition is often not local anymore, not even national, but regional (e.g. within Europe) or even worldwide. Students at an early stage need to experience different cultures and habits, in order to leverage in their future careers the different backgrounds of their business partners.”*

**Peter Ebbes**, Associate Professor,  
Marketing, Member of CNRS-  
GREGHEC Research Group



## AN IDEAL PROGRAM STRUCTURE

*Maximize your return on investment and reap all the advantages of a 16-month-long MBA.*

Our program is designed to have a real impact on your future in just 16 months. It is an ideal length of time to digest new information and build your CV through internships and specialized courses without keeping you out of the workforce for too long.

The small size of our cohort - limited to 260 students - guarantees you a personalized learning experience that prioritizes you and your goals. In addition, you will have 16 months to benefit from the rich classroom discussions that come from having 92 percent international students.



*“The professors encourage students to engage with them as often as possible. We’ve had discussions where a single point has lasted 20-25 minutes, with the professor and the students all pitching in their perspectives.”*

**Tarun Rangi** - Class of 2018

*“The breadth of the professional and cultural diversity within our class, combined with the accelerated program length, the customizable curriculum and the emphasis on group work, provides a truly multidimensional learning experience.”*

**Shelbie Vermette** - Class of 2018



# CREATE YOUR OWN MBA

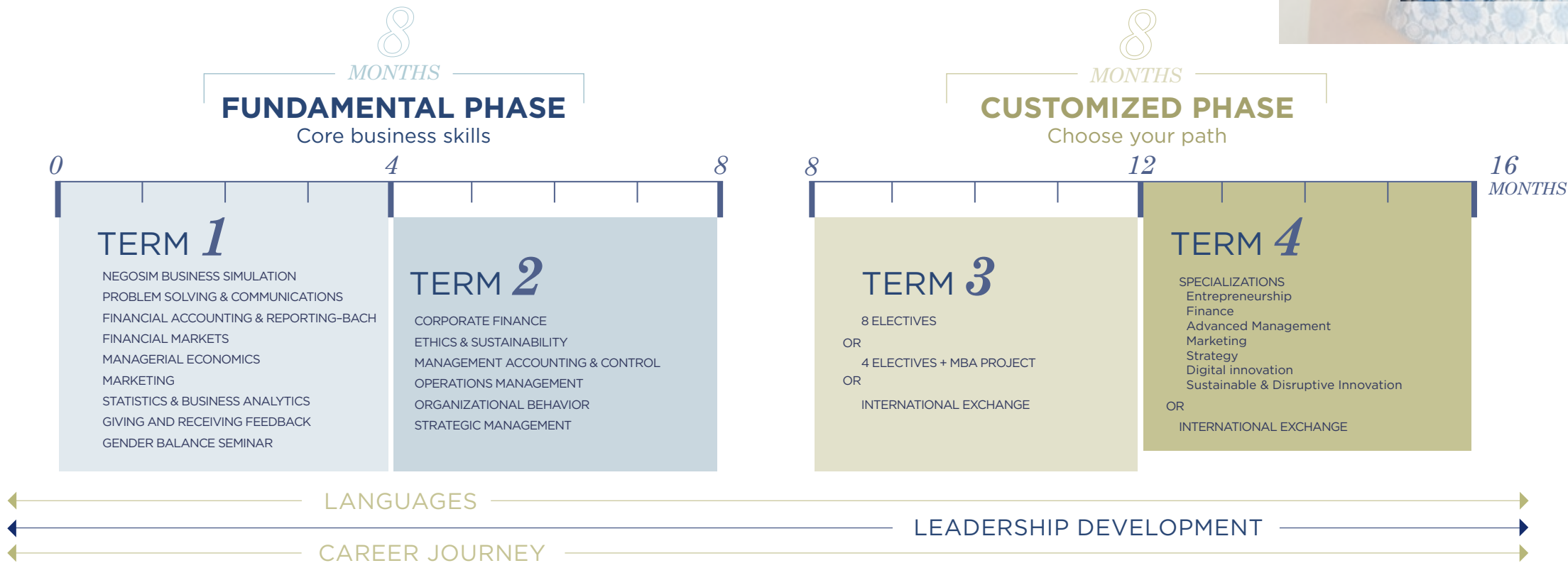
*Develop a skillset that truly differentiates you in the global marketplace.*

The HEC Paris MBA is divided into two complementary parts: the Fundamental Phase and the Customized Phase. The **Fundamental Phase** uses a rigorous combination of academic training and hands-on learning to teach core management skills. After eight months, you have developed the exact skills needed to transform business performance.

With the **Customized Phase**, you hone your abilities in a specific sector and gain the experience that makes your CV stand out. You choose a specialization, and spend eight months developing your expertise through a range of electives, double-degree options, international-exchange programs and real-world work experiences.

*“The MBA classes were taught so deeply and efficiently that I started my fieldwork project with the feeling, ‘I do know how to do this’. I did a 12-week-long project with Tecan. At the end, I presented my findings to the CEO, CFO and the vice presidents of different departments. I also received a job offer, which I accepted.”*

Daria Jacob PhD - Class of 2017





## BUILD A FULFILLING CAREER

*Transform your aspirations into an effective career strategy.*

Whether you are absolutely clear about your future plans or want to explore all your options, our Career Center's comprehensive approach aligns your career decisions to your personal values and professional aspirations.

### A THREE-STEP APPROACH

1.

#### KNOW YOURSELF

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

2.

#### KNOW THE MARKET

Privileged access to recruiters and HEC's extensive network of 57,000 alumni greatly expands your understanding of the global job market. You benefit from rare insights into companies' unique cultures and recruiting priorities.

3.

#### MATCH YOURSELF TO THE MARKET

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



### A WEALTH OF CAREER SERVICES

- Regular career workshops (CV writing, practice interviews, presentation skills, networking skills, one-to-one coaching)
- Company presentations
- Frequent on-campus recruitment events
- Treks to global headquarters
- Case competitions and case-cracking bootcamps
- Seminars and question-and-answer sessions with industry leaders
- Formal and informal events with alumni

**4,000 job offers of every type, including internships, fieldwork projects and full-time positions, were posted on the Career Center's recruitment board in 2018.**

# AFTER GRADUATION

**93%**

FIND A JOB  
3 MONTHS  
AFTER  
GRADUATING

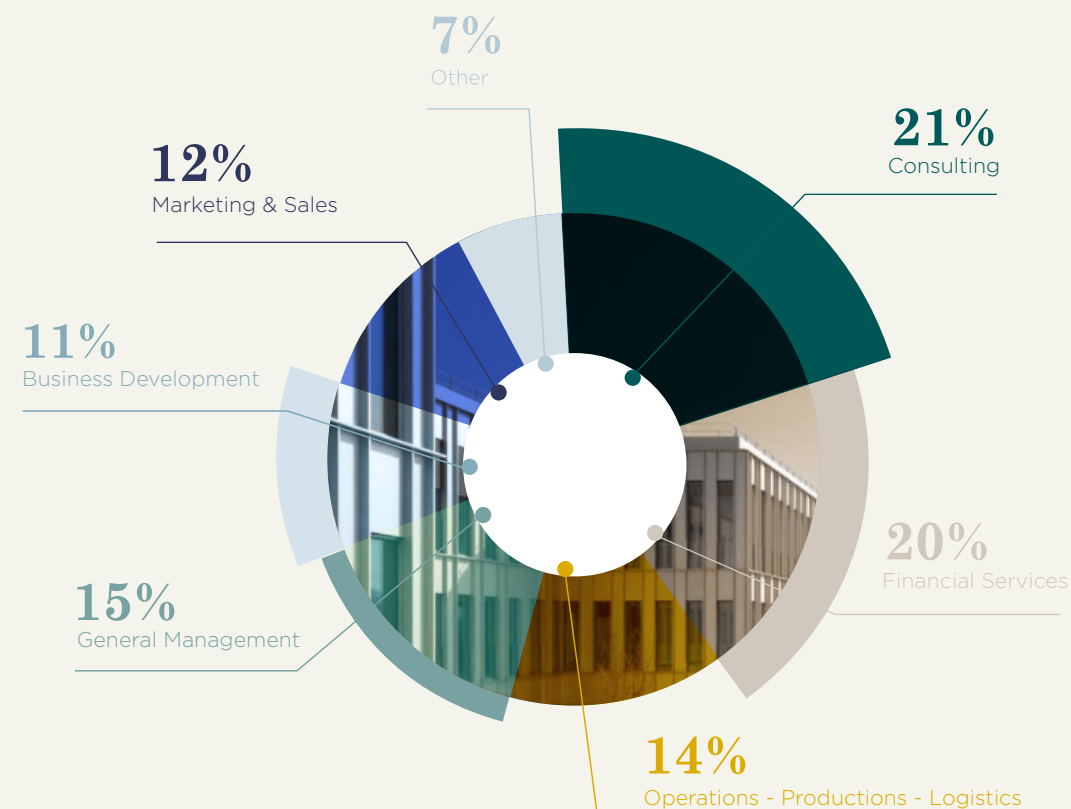
**51%**

HAVE FOUND JOBS  
OUTSIDE THEIR  
HOME COUNTRY  
IN 2018

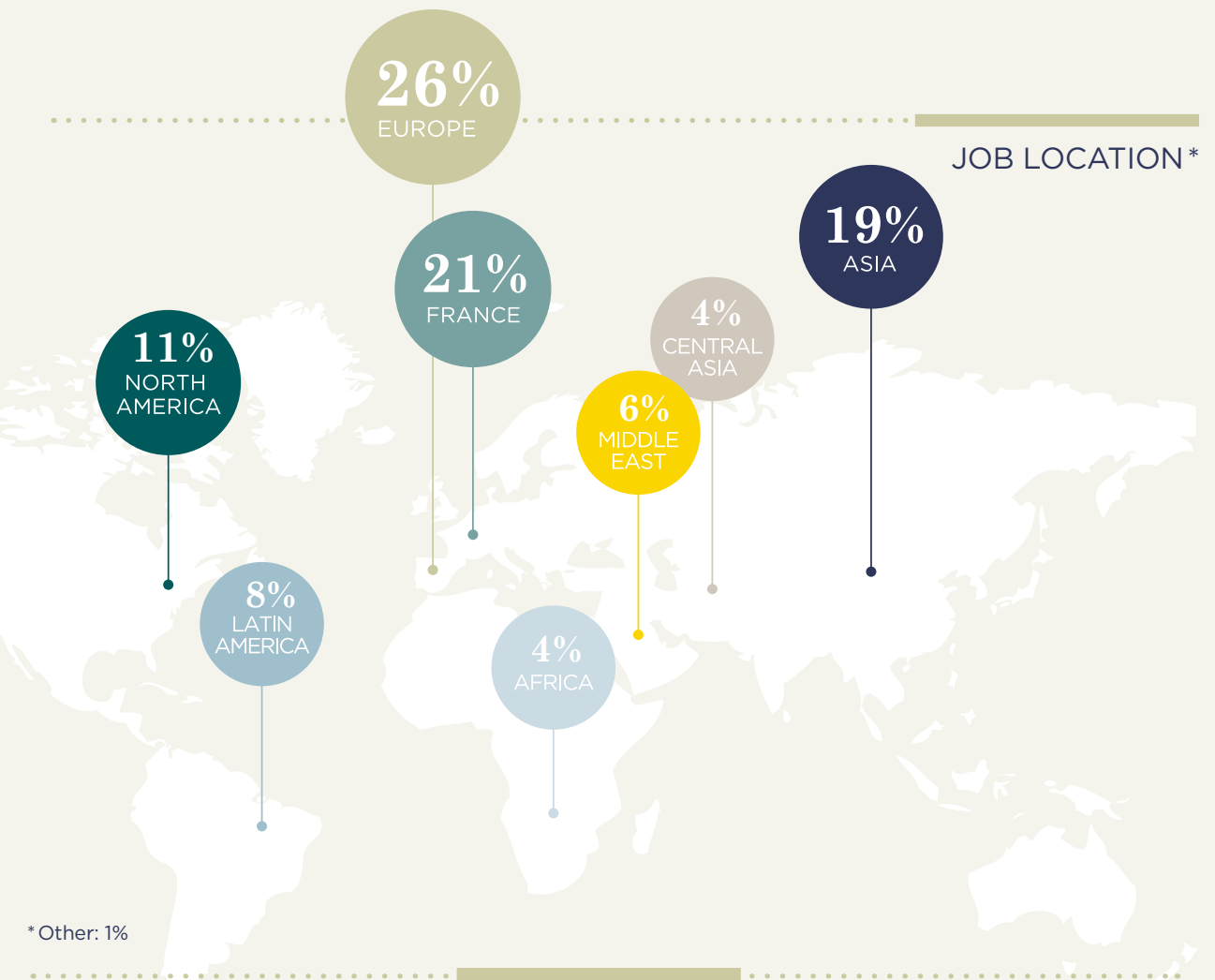
**\$112,800**

ANNUAL PACKAGE  
SALARY

## JOB FUNCTION



## JOB LOCATION\*



## TOP RECRUITERS





# ALUMNI PROFILES

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*HEC was a fantastic experience during which I built a key network of friends, professionals and organizations around the world. The HEC MBA has been the most important tool I've used to change my location, role and industry. It continues to open up opportunities both professionally and personally.”*

**Ryan Howard**

Operations Manager at Amazon Prime Now  
Class of 2016

For almost a decade before coming to HEC Paris, Ryan Howard had worked in the oil and gas industry. He had always viewed an MBA as a “finishing school for engineers” and a way to accelerate his career within the field. But after starting his studies, the industry collapsed. Ryan was able to interview on-campus for an internship at Amazon. That developed into a job offer to lead a London site of their Prime Now one-hour delivery service. “I was able to pivot completely during the program; to change role, industry and location,” he says. “For me to have done this sitting in my office in Canada would have been immensely difficult.”



“

*Joining the HEC Paris MBA has been one of the best decisions that I ever made. It was instrumental in my successful jump from engineering into a management-consulting career.”*

**Clément Bourgogne**

Consultant at The Boston Consulting Group  
Class of 2016

While working in Ghana for Engineers without Borders, Clément Bourgogne realized that he could apply his analytical skills to a totally different context than engineering. With a potential post-graduation goal of joining a fast-paced management consulting firm, Clément came to the HEC Paris MBA to discover if that was really the right direction for his career. “The HEC network allowed me to gain a ‘foot in the door’ with the top firms,” he says. “My peers not only became lifelong friends, they also supported and challenged me in my preparation of consulting interviews.”



“

*When you start your company, you have so many topics to deal with: finance, marketing, commercialization, barriers to entry, and more. HEC's classes and teachers help you to clearly see each of the steps that you need to take.”*

**Julien Berthomier**

CEO, co-founder of Diakse  
Class of 2014

When Julien Berthomier first arrived at the HEC Paris MBA, the plan was to switch from consulting and new business development to a different career in a large company. But the Dean's welcoming speech left him open to other possibilities. “He said, ‘many of you are coming to HEC with a set idea of what you want to accomplish.’ He advised us instead to take advantage of the huge opportunity the MBA represents.” Today Julien is CEO of Diakse, an award-winning startup that creates highly realistic virtual showrooms for brands and e-commerce sites. “I met my CTO during the MBA,” he says, “and I still meet about twice a year with the other students from my intake. For me, HEC Paris was a high-impact experience.”



“

*My MBA at HEC Paris was an incredible opportunity to grow both personally and professionally. The courage and the self-awareness required for moving and adapting to a new country, the hours discussing business cases and perspectives with people from all over the world, and the hands-on learning experiences are maximized by attending a top-tier school like HEC.”*

**Mariana Azevedo Knoedt**

Industry Market Development Manager  
at Microsoft  
Class of 2016

Before joining the HEC Paris MBA, Mariana Knoedt worked as a management consultant in Brazil for five years. “Using the support of the Career Center, I met a recruiter on campus and was able to land a business development role at Microsoft UK,” she says. She credits the MBA for allowing her to completely change careers (in terms of industry, geography and position), saying that “HEC is highly recognized by the market.”





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# CHALLENGE YOUR IDEA OF LEADERSHIP

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*It takes more than lectures to make a leader. To truly lead you have to know yourself and your strengths, and understand other people's needs and desires. You must be ready to transform strategy into action.*

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# A PERSONAL APPROACH TO LEADERSHIP DEVELOPMENT

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

Regular question-and-answer sessions with high-profile speakers help you identify the essential qualities - in yourself and in others - needed to be an effective and ethical leader. Campus visits by everyone from CEOs to leaders of NGOs give you a frontline perspective of what it takes to build a business and create a more just society.

A series of hands-on leadership opportunities stretch your limits and prepare you to go further than you ever thought possible. Just as in the real world of business, you will need to make difficult decisions without having all the answers. You will develop the confidence to lead in all circumstances, and be able to motivate others to work with you toward a common goal.

## LEARN TO:

BE AN ETHICAL  
LEADER

WORK TOGETHER  
FOR A COMMON  
GOAL

INSPIRE OTHERS

LEAD  
EFFECTIVELY  
IN ALL  
CIRCUMSTANCES



# THE EXECUTIVE COMMITTEE ON CAMPUS (TEC)



*“A good leader needs to know that there’s not just someone there in front of us working, but a person with a human side. TEC generates relationships where I can better understand how others think.”*

**Carlos Vargas**, Class of 2016

*Benefit from the same leadership-coaching program used by more than 20,000 business directors throughout the world with The Executive Committee (TEC) on-campus initiative.*

Take advantage of mentoring and coaching from a handpicked group of your peers. TEC’s confidential, small-group setting - 12 participants - provides the ideal situation to gain new perspectives, explore career paths, and share how you feel about professional and personal challenges. Other participants support you and hold you accountable, creating a strong peer-support network.

Mentoring sessions and presentations by visiting CEOs help you to forge a path forward to a rewarding and balanced career.



## EXPERIENCE WHAT IT IS LIKE TO ORGANIZE THE MBA OLYMPIC GAMES

Complex situations demand decisive leadership. As projects evolve, teams must be motivated and you must be ready to solve problems. The MBA Tournament (MBAT), created in 1990, is a student-run, hands-on learning experience that teaches you to face the unfamiliar and align others to accomplish a greater goal.

### ANNUAL MBA TOURNAMENT AT HEC

Renowned as the MBA Olympics, the MBAT is the largest gathering of MBA students in Europe. As a member of the MBAT's organizational team, you take on the immense responsibility of overseeing a three-day multisport competition for 1,500 international participants. Students are entirely in charge of the tournament, from its fundraising and marketing to its smallest operational details.



## MAKE TOUGH DECISIONS UNDER PRESSURE

### OFF-CAMPUS LEADERSHIP SEMINAR AT SAINT CYR

Prove - and improve - your team-leadership skills during a series of increasingly difficult field exercises supervised by leadership experts. The Off-Campus Leadership Seminar's physical and mental challenges teach you how to work efficiently outside of your comfort zone. During the two-day seminar, you learn how to leverage the strength of your team to accomplish a common goal.



*“For the organizational team, the MBAT ultimately symbolizes a leadership challenge which tests their ability to manage many different tasks and people simultaneously in a pressure-cooker environment.”*

**Chris McEvoy** - Class of 2016



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# IMMERSE YOURSELF IN AN ENTREPRENEURIAL ENVIRONMENT

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*HEC Paris embodies an entrepreneurial spirit. It thrives in our students, one-fifth of whom go on to start their own businesses. Our faculty support the creation of nearly 400 schoolwide projects each year. Our entrepreneurial spirit is most evident in the business world, where countless alumni have taken their innovative projects and transformed them into something great.*

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## HEC PARIS: COMMITTED TO BUSINESS CREATION

### TAKE A PROJECT FROM INCEPTION TO BUSINESS PLAN WITH OUR ELAB

Learn the fundamental and practical skills needed to start a venture, either within an organization or from scratch. In an intense and dynamic process, collaborate with 3 or 4 other students to create high-quality ventures within our eLab, an exclusive laboratory equipped with state-of-the-art interactive technologies designed to stimulate creativity and communication. Your team will lead a project from inception to business-plan completion in a unique, learning-by-doing environment. Weekly mentoring sessions with experienced entrepreneurs and specialized courses further your skillset and teach you exactly what it takes to commercialize an innovative idea.

### ENTREPRENEURIAL THINK TANK

MEET  
REGULARLY WITH  
ENTREPRENEURIAL  
EXPERTS

BRAINSTORM  
WITH LIKE-MINDED  
INDIVIDUALS IN  
THE ELAB

PARTICIPATE  
IN CREATIVITY  
TALKS, PITCH  
CHALLENGES AND  
ENTREPRENEURSHIP  
FORUMS



## TURN A PROMISING IDEA INTO A POTENTIAL VENTURE

*Collaborate with the inventors at one of France's most prestigious research institutions.*

Take part in the game-changing creativity of the Paris-Saclay Innovation Cluster. Designed to unite France's best research institutions, hi-tech businesses, startups and universities into one powerful research hub, the cluster's scientists team up with HEC Paris MBA students to bring their technological inventions to market. During two intensive months, you work together in small groups to analyze and strategize the commercialization of their products. At the end, you pitch your idea to CEOs, venture capitalists and other experts, gaining firsthand insights into the entrepreneurial process.

*“Coming from a family of entrepreneurs, I am used to people looking for business opportunities. My experience in the entrepreneurship lab, however, was on a different level. It defied the traditional concept of entrepreneurship and pushed us to think as individuals of the modern age.”*

**Ornella Afonso Di Remigio**  
Class of 2013

### HEC SEED ENTREPRENEURIAL SUMMIT

*Highly interactive workshops bring together students, startups, investors, accelerators and entrepreneurs from Paris and around the world.*

This daylong event offers a 360-degree view of entrepreneurship via lectures, panel discussions, workshops, question-and-answer sessions, and networking events. You will have the chance to participate in 40 workshops specifically designed for early stage entrepreneurs. Past speakers have included Nasir Zubairi, one of Wall Street Journal's 40 most influential European FinTech innovators, and Bruno Walther, IBM Global Entrepreneur of the Year.





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# THE HEC PARIS MBA COMMUNITY

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*The HEC Paris MBA has created a vibrant on-campus experience. It is a place where global viewpoints take shape, and students form strong connections for life. World-class professors and talented peers champion your accomplishments. Our diverse, international learning environment allows you to tap into a phenomenal professional and personal network that spans across industries worldwide.*

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# LEARN IN A GLOBAL CLASSROOM

*Study in a dynamic, multicultural environment that fully prepares you for the global economy.*

With a 92 percent international student body, studying at the HEC Paris MBA lays the groundwork for developing a truly multicultural approach to strategy and problem solving.

During the program, working in small, international groups exposes you to a wide range of cultures and ideas. In teams of 4 or 5, you pool your talents to examine case studies and propose solutions to complex business problems.

Cultural weeks and partners' club events offer a more informal window into other nationalities and traditions. It is the ideal situation to go beyond borders, to build your own worldwide network, and to learn to approach issues from multiple angles.

## CLASS PROFILE

260  
PARTICIPANTS

60  
NATIONALITIES

92%  
INTERNATIONAL

32%  
WOMEN

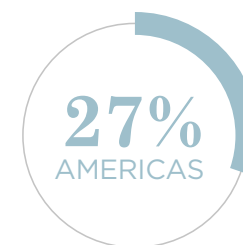


*“The fact that we have the opportunity to work with people from various specialties and backgrounds during both academic and extra-curricular activities is just amazing. I am able to learn a lot from constantly being exposed to these agile people from so many different fields, including business, fashion, social science, engineering and even military.”*

**Jenny Huang** - Class of 2016



## GEOGRAPHIC ORIGINS





## CREATE A LIFELONG NETWORK



*Access a thriving global community of 57,000 alumni in 135 countries.*

Starting from your first days on campus, a series of formal presentations and informal meet-ups introduce you to prominent alumni in your field and enable you to build relationships that last.

As a graduate of HEC Paris, you will benefit from this close-knit community throughout your life. Every year, more than 450 alumni events take place internationally. No matter where you live or work, you will have direct access to successful alumni who are influencing the future of business.

## OUR STRENGTH IS IN OUR NUMBERS

NEARLY **4,000** HEC PARIS ALUMNI ARE CEOS, CFOS OR HAVE FOUNDED THEIR OWN COMPANIES

**450** ALUMNI EVENTS TAKE PLACE EVERY YEAR WORLDWIDE

**51** PROFESSIONAL CLUBS

**78** INTERNATIONAL ALUMNI CHAPTERS

**29** ALUMNI CLUBS FOR LEISURE ACTIVITIES RANGING FROM BASKETBALL TO WINE TASTING



## PARIS ADVANTAGES

*Life in the City of Light will delight, impress and entertain you.*

Few cities match the charm of the 2,000-year-old French capital. Along with its stunning beauty and rich history, Paris enjoys bragging rights as a major player in Europe's economic strength. Twenty-nine of the Fortune Global 500 companies have headquarters in the City of Light, and 3,000 startups and 36 incubators reinforce its reputation as a gathering place for forward thinkers and innovators. Leverage HEC Paris' connections to gain an insider's view into some of these companies while discovering for yourself why nearly 15 million tourists flock to Paris each year. You can also play tourist yourself, using Paris as a gateway to other cities in Europe.

## PARIS: AT A GLANCE

**62,000**  
SHOPPING  
VENUES

**5,738**  
RESTAURANTS

**1,317**  
ART GALLERIES

**360**  
ORGANIZED EVENTS  
HAPPEN EACH NIGHT

**100**  
NIGHTCLUBS

**90**  
MOVIE THEATERS

**3**  
OPERA HOUSES





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# SELECTING EXCEPTIONAL INDIVIDUALS

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*HEC Paris is among the most selective MBA programs in the world. Our students are curious and bold team players. They come to HEC Paris not just to learn, but also to share their knowledge and experience in a fast-paced, supportive environment. If you are ready to prepare yourself for a leading role in the future of business, we want to hear from you.*

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# OUR **ADMISSIONS** PROCESS

*Build your character and your career in one of the world's best MBA programs.*

**Who we are seeking**

Your application should reflect your ability to adapt to a multicultural environment and contribute to a team. Share how you will contribute to the HEC Paris MBA and what you hope to accomplish.

**We value well-rounded candidates with:**

- Academic accomplishments
- Professional experience and career progression
- Leadership potential
- International exposure
- Specific career objectives
- Strong interpersonal skills

**Tuition fees\***

Application fee: €200 (non-refundable)  
Tuition fees: €69,500

**Financial aid**

HEC Paris MBA offers financial aid in the form of merit-based scholarships, as well as scholarships based on specific criteria. Once you have been admitted to the MBA program, our admissions team will guide you through the application process.

Further admissions information is available at:  
[www.mba.hec.edu/Admissions](http://www.mba.hec.edu/Admissions)



\*Subject to change

## KEY FACTS

2 INTAKES IN  
JANUARY AND  
SEPTEMBER

690  
AVERAGE GMAT

6 YEARS AVERAGE  
WORK EXPERIENCE

OUR MBA  
PROGRAM IS  
TAUGHT IN  
ENGLISH



# A PERSONALIZED APPROACH TO ADMISSIONS

*Our rolling admissions process guarantees you a quick response to your application. Five weeks after the application deadline, you will know if you are admitted to the program. Begin your MBA journey in either January or September.*

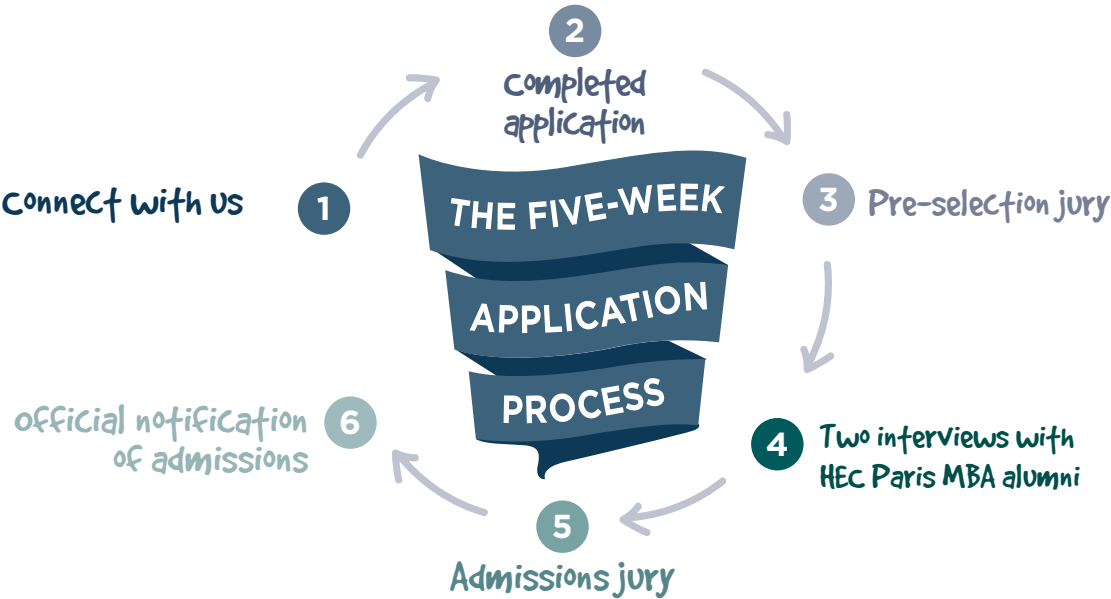
## TAKE THE FIRST STEPS

**Connect with us**

If you want feedback on your potential as an HEC Paris MBA student, connect with us online. Our online form is a free service designed to allow our recruitment team to evaluate your career experience, and to help you decide if you are a good fit for the program.

**Apply online today**

Visit our website to access the online application forms, the complete list of required documents and the deadlines for submitting your application.  
[www.mba.hec.edu/Admissions/Application-Process](http://www.mba.hec.edu/Admissions/Application-Process)





# MEET US

Throughout the year, there are numerous opportunities to meet with our recruitment team.

## VISIT US IN PERSON

We host campus visits throughout the year. The half-day stopover includes an information session, a tour, a class visit and lunch with current students to learn more about campus life. Register in advance on our website.

## MEET US IN A CITY NEAR YOU

Our recruitment managers participate in MBA fairs and host one-to-one meetings and networking events around the world. Visit our website to find out when we will be in your country.



*“I’m positively surprised by the level of cohesion, both friendly and professionally, that we have in the MBA program. It may sound cliché, but it really feels like we are together on a journey to self-discovery.”*

**Jake Yun** - Class of 2018

For the complete list of upcoming events around the world:  
[www.mba.hec.edu/meet-us](http://www.mba.hec.edu/meet-us)



*“You expect to learn plenty from the high-level faculty, and you absolutely do. Then you meet these really interesting and competitive classmates, all willing to share their stories, and you realize just how enriching your MBA experience really is.”*

**Lucianne Buckley** - Class of 2018

## CONNECT WITH US ONLINE

Join one of our regularly scheduled Webinars to learn about the school’s curriculum, admissions process, career-development opportunities and international reach. A question-and-answer session follows each presentation.



[twitter.com/hecparismba](https://twitter.com/hecparismba)



[www.facebook.com/HECParisMBA](https://www.facebook.com/HECParisMBA)



[www.linkedin.com/company/hec-paris-mba](https://www.linkedin.com/company/hec-paris-mba)



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