The HEC MBA Program
The HEC School of Management, Paris
The HEC MBA Program Structure
International Exchange and Dual Degree Programs
Admissions
Careers
The HEC School of Management, Paris

The HEC MBA Program Structure

International Exchange and Dual Degree Programs

Admissions

Careers
Campus Facilities and Services

- 300-acre wooded campus
- Indoor and outdoor sports facilities
- Student clubs
- On-campus housing at Expansiel
- Daycare center nearby
- Computer labs
- Wifi access
- Language Lab
- Library
The HEC School of Management, Paris

The HEC MBA Program Structure

International Exchange and Dual Degree Programs

Admissions

Careers
Global Rankings 2007

- Business Week: #13 global MBA, #5 European
- Financial Times: #18 world, #7 EU
- Wall Street Journal: #9 world, #5 EU
- Whitefield Consulting: #11 world, #3 EU
- The Economist Which MBA: #44 world, #8 EU
- America Economia: #24 world, #8 EU
HEC MBA Experiential Learning Process

• **People Management**: Assert your vision of leadership

• **Relationship Management**: Master your communication skills

• **Positive Management**: Become responsible for the globe

• **Creative Management**: Enhance your intuitive intelligence
Program Structure

September 2008 Intake

- Core 1
- Core 2
- Pers. 1
- Projects
- Pers. 2

January 2009 Intake

- Core 1
- Core 2
- Projects
- Pers. 1
- Pers. 2
## Core Phase

### Required Courses

- Financial Accounting & Analysis
- Management Accounting
- Management Control
- Financial Markets
- Corporate Finance
- Statistical Methods
- Marketing
- Marketing Project
- Strategic Management
- Human Resources Management
- Supply Chain Management
- Business Economics
- Organizational Behavior

### Required Seminars

- Negosim
- Communication in Action
- Project Management
- Visions of Leadership
- MBAT (sports tournament)

### Language Requirement

*All bilingual students are required to take a 3rd language.*
Personalized Phase
September intake

- Electives
- OR
  - Company consulting project (CPP)
  - Individual Professional Project (IPP)
  - Mission and Action Project (MAP)
- Intensified Career Building
Personalized Phase
September intake

• 80+ electives to choose from
• AND
• Entrepreneurship
• Marketing
• Finance
• Strategy
• OR
• International Exchange or Dual Degree Programs
Personalized Phase
January intake

- 80+ electives to choose from
- AND
- Entrepreneurship
- Marketing
- Finance
- Strategy
- OR
- Dual Degree Programs
Personalized Phase
January Intake

Professional Tracks

- Creative Academic Project (CAP)
- Company consulting project (CPP)
- Individual Professional Project (IPP)
- Mission and Action Project (MAP)
- OR
- International Exchange
Over 80 electives in English and French

**Marketing**
Marketing & Strategies in Luxury
Business to business marketing
Consumer behavior

**Strategy**
Business & Sustainable Development
Fragmentation of the Firm
Corporate Strategy & Development

**Finance**
Credit Ratings
Multilateral Financing
Private Equity

**Entrepreneurship**
Business plan: design & funding
Critical entrepreneurship decision making
Small business management

**Management knowledge**
Business Opportunities in Crisis economies
Strategic pay & Executive compensation
Indispensable Asia

**Personal Skills & Development**
International Negotiations
Virtual Leadership
Ethics & Performances
Academic Background

- Engineering: 35%
- Business & commerce: 22%
- Computer Science: 10%
- Economics: 10%
- Science: 7%
- Humanities: 6%
- Social Science: 5%
- Law: 2%
- Other: 3%
Professional Experience

- More than 6 years: 31%
- 1-3 years: 25%
- 4-6 years: 44%

Average = 6 years
Job functions

- Consulting: 17%
- Marketing/Sales: 16%
- General Management: 13%
- Finance/Accounting: 12%
- Research & Business Dev: 7%
- Operations/Production: 7%
- Management Information Resources: 5%
- Human resources: 1%
- Other: 22%
The HEC School of Management, Paris
The HEC MBA Structure
International Exchange and Dual Degree Programs
Admissions
Careers
International Exchange Partners
United States (23)

- Berkeley (Haas)
- Babson College (Olin)
- U California (Davis)
- Carnegie Mellon
- Columbia (The Chazen Institute)
- Cornell (The Johnson School)
- Dartmouth (Tuck)
- Duke (Fuqua)
- Emory (Goizueta)
- Indiana University (Kelley)
- Northwestern (Kellogg)
- NYU (Stern)
- Thunderbird
- UCLA (Anderson)
- University of Chicago (GSB)
- U Michigan (Ross)
- U Minnesota (Carlson)
- UNC (Kenan-Flagler)
- U Penn (Wharton)
- USC (Marshall)
- U Texas (McComb)
- Tufts (Fletcher)
- U of Virginia (Darden)
International Exchanges

**Canada (3)**
- McGill University
- U British Columbia (Sauder)
- U Western Ontario (Ivey)

**Europe (7)**
- ESADE, Spain
- IESE, Spain
- London Business School, UK
- Manchester Business School, UK
- Rotterdam School of Management, NL
- S.D.A. Bocconi, Italy
- Warwick, UK

**Latin America (5)**
- Fundacao Getulio Vargas, Brazil
- IPADE, Mexico
- ITESM, Mexico
- Pontificia Universidad Catolica de Chile
- Universidad Torcuato di Tella, Argentina

**Other (5)**
- Indian School of Business, India
- AGSM, Sydney, Australia
- U Melbourne, Australia
- U Witwatersrand (Wits), South Africa
International Exchanges
Asia (7)

China
- Hong Kong University of Science and Technology
- CEIBS, Shanghai
- Chinese University of Hong Kong
- Tsinghua School of Economics

Japan
- Keio University, Tokyo
- Hitotsubashi University, Tokyo

Singapore
- National University of Singapore
Joint Degree Programs

Two cross-disciplinary programs = 3 terms at HEC + 2 or 3 terms at partner school

- HEC MBA + LSE MSc
- HEC MBA + Fletcher MA / MALD
Dual Degree Options

8 Regional Programs = 2 terms at HEC + 2 terms at partner school → 2 MBAs
Dual Degrees – Key Concepts

- Complementarity of the two programs
- Independent admissions processes
- Tuition payable pro rata temporis
- Two degrees, two networks
The HEC School of Management, Paris

The HEC MBA Structure

International Exchange and Dual Degree Programs

Admissions

Careers
What We Value

• Academic accomplishments
• Professional experience, responsibilities, and progression
• International exposure and awareness
• Personal motivation and ambition
• Leadership potential
• Interpersonal skills
Admissions Procedure

**Candidate Profile (online)**
- Online application
- GMAT Results
- TOEFL, TOEIC, IELTS
- University Transcripts
- Two Recommendations
- Essays
- Application fee: €130

**Pre-Selection Jury**

**Admissions Jury**

**Interviews**
## Program Costs

*(In Euros)*

<table>
<thead>
<tr>
<th>Category</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition fees</td>
<td>42,000</td>
</tr>
<tr>
<td>Related expenses</td>
<td></td>
</tr>
<tr>
<td>accommodation <em>(16 months)</em></td>
<td>€8,576</td>
</tr>
<tr>
<td>Books</td>
<td>€1,110</td>
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<tr>
<td>Meals</td>
<td>€4,000</td>
</tr>
<tr>
<td>Other</td>
<td>€3,000</td>
</tr>
<tr>
<td>Estimated total cost</td>
<td>58,686</td>
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</table>
# Admissions Rounds/Juries

## September 2009 Intake

<table>
<thead>
<tr>
<th>Deadlines</th>
<th>Decisions</th>
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<tbody>
<tr>
<td>October 27, 2008</td>
<td>November 28, 2008</td>
</tr>
<tr>
<td>December 3, 2008</td>
<td>January 16, 2008</td>
</tr>
<tr>
<td>January 8, 2008</td>
<td>February 20, 2009</td>
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## September 2009/January 2010 Intakes

<table>
<thead>
<tr>
<th>Deadlines</th>
<th>Decisions</th>
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<tbody>
<tr>
<td>April 8, 2009</td>
<td>May 29, 2009</td>
</tr>
<tr>
<td>May 20, 2009</td>
<td>July 3 2009</td>
</tr>
<tr>
<td>September 2, 2009</td>
<td>October 2 2009</td>
</tr>
<tr>
<td>October 7, 2009</td>
<td>November 6, 2009</td>
</tr>
<tr>
<td>November 4, 2009</td>
<td>November 27, 2009</td>
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</tbody>
</table>
The HEC School of Management, Paris
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International Exchange and Dual Degree Programs
Admissions
Careers
Career Development Service
Mission Statement

Tools for placement; learning for life

• Career Development Services (CDS) at the HEC MBA is an integral part of the program.

• CDS facilitates participant / corporate interactions and works in close collaboration with both parties to design events & services that best match their needs.
### HEC MBA Career Development Service Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Office</th>
<th>Extension</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kathryn Clutz</td>
<td>Director</td>
<td>208</td>
<td>9520</td>
<td><a href="mailto:clutz@hec.fr">clutz@hec.fr</a></td>
</tr>
<tr>
<td>Maire Apiou</td>
<td>Corporate Development Manager</td>
<td>104</td>
<td>9588</td>
<td><a href="mailto:apiou@hec.fr">apiou@hec.fr</a></td>
</tr>
<tr>
<td>Clarisse Gauger</td>
<td>Corporate Development Manager</td>
<td>104</td>
<td>7170</td>
<td><a href="mailto:gauger@hec.fr">gauger@hec.fr</a></td>
</tr>
<tr>
<td>Catherine Ellis</td>
<td>Career Service Coordinator</td>
<td>105</td>
<td>9541</td>
<td><a href="mailto:ellis@hec.fr">ellis@hec.fr</a></td>
</tr>
<tr>
<td>Corinne Bonifay</td>
<td>Career Service Coordinator</td>
<td>105</td>
<td>7420</td>
<td><a href="mailto:bonifay@hec.fr">bonifay@hec.fr</a></td>
</tr>
<tr>
<td>Yann Tissier</td>
<td>Career Information Coordinator</td>
<td>102</td>
<td>7461</td>
<td><a href="mailto:tissier@hec.fr">tissier@hec.fr</a></td>
</tr>
<tr>
<td>Rebecca Sprowles</td>
<td>Career Advisory Assistant</td>
<td>102</td>
<td></td>
<td><a href="mailto:sprowles@hec.fr">sprowles@hec.fr</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Responsibilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate Relations, Career Counseling</td>
</tr>
<tr>
<td>CV Advice (French &amp; English), Corporate Relations (Consulting), Career Counseling</td>
</tr>
<tr>
<td>CV Advice (French &amp; English), Corporate Relations (Finance), Finance Forum, MBA Fairs</td>
</tr>
<tr>
<td>Internships, Placement Data management &amp; surveys, Corporate Relations (Industry), CV Advice (French)</td>
</tr>
<tr>
<td>CV Advice and Helpdesk, Service and Events Coordination</td>
</tr>
</tbody>
</table>
Career Building and Counseling

- **Self-Assessment**
  - Access to the CareerLeader online self-assessment tool, workshops with Human Resource experts

- **Exploring Career Paths**
  - Drafting your Personal Career Project and attending Workshops with HEC Alumni
  - Individual Career Counseling session
  - Facilitate Club activities (treks, mock interviews, workshops on specific professions)

- **Job Search Training**
  - CV writing sessions and workshops, two-day seminar with leading experts on job search and career design, interview practice with HEC Alumni and outside Consultants, etc

- **Career Guidance**
  - Advice on visa issues and working papers, how to negotiate salary, networking, market trends, individual coaching
Career Building Modules

Career Building in the MBA program is closely integrated into the academic program. These are the milestones / key phases of your career project.

Exploration / Self assessment and exploring career paths

Specification / tools and techniques to develop a successful job search strategy

Implementation / Making it happen (interviews workshops, career fairs…)

Crystallisation / Making decisions (recruitment presentations, interviews…)
Corporate Outreach

- **Corporate Development**
- Access to campus-wide corporate contacts, visits to international companies (treks)
- **Marketing HEC MBA Profiles to companies**
  - Business card profiles, Profiles Book, online CV platform
- **Recruitment Events**
  - Recruitment presentations, on and off-campus interviews, breakfasts and cocktails
- **Career Fairs**
HEC Career Fairs

HEC MBA Career Fairs

April 4th, 2008

October 16th, 2008

Intern. Finance Forum,
October 21th 2008

Law & Consulting Forums,
Nov 08

Les Carrefours, Jan 09
Career Choices 2007

**Sector**
- Finance 25%
- Industry 40%
- Services 17%
- Consulting 18%

**Function**
- Finance 29%
- Consulting 22%
- Marketing and Sales 20%
- Business Dev. 16%
- General Mgt. 7%
- Information Sys. 2%
- Operations / Logistics 1%
- Other 3%
Career Choices 2007

<table>
<thead>
<tr>
<th>Country</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>France</td>
<td>36%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>29.5%</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>3%</td>
</tr>
<tr>
<td>North America</td>
<td>10%</td>
</tr>
<tr>
<td>Central / South Am.</td>
<td>4.5%</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>13%</td>
</tr>
<tr>
<td>Middle East / Africa</td>
<td>4%</td>
</tr>
</tbody>
</table>

International Mobility

- 92% in positions of international scope
- 64% work outside of France
- 55% of non-Europeans work in Europe
- 63% work outside their home country

Career Changes

- 89% of graduates change either function, sector or country
Average Salary Packages 2007

<table>
<thead>
<tr>
<th>Sector</th>
<th>Average Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>€ 97,364</td>
</tr>
<tr>
<td>Finance</td>
<td>€ 107,684</td>
</tr>
<tr>
<td>Services</td>
<td>€ 96,171</td>
</tr>
<tr>
<td>Industry</td>
<td>€ 89,494</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Location</th>
<th>Average Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia/Pacific</td>
<td>€80 – 200K€</td>
</tr>
<tr>
<td>France</td>
<td>€ 87,210</td>
</tr>
<tr>
<td>North America</td>
<td>€ 90,578</td>
</tr>
<tr>
<td>Western Europe</td>
<td>€ 97,263</td>
</tr>
<tr>
<td>BNP Paribas</td>
<td>Citi Group</td>
</tr>
<tr>
<td>----------------</td>
<td>-------------------------</td>
</tr>
<tr>
<td>Johnson &amp; Johnson</td>
<td>McKinsey</td>
</tr>
<tr>
<td>Arcelor Mital</td>
<td>GE</td>
</tr>
<tr>
<td>Bain &amp; Company</td>
<td>Daemon Quest</td>
</tr>
<tr>
<td>JP Morgan</td>
<td>EF Education</td>
</tr>
<tr>
<td>LVMH</td>
<td>Schneider Electric</td>
</tr>
<tr>
<td>PriceWaterHouseCoopers</td>
<td>BCG</td>
</tr>
</tbody>
</table>
Prominent Alumni

- **Tomasso Barracco**, VP, Boston Consulting Group, Italy
- **Pierre Bellon**, Chairman, Sodexho Alliance
- **Pascal Cagni**, VP, Management Director, Apple Europe
- **Henri de Castries**, CEO, AXA
- **Jean-Marie Dru**, CEO, TBWA Worldwide
- **Bruno Grob**, President N. Europe, Otis Elevator International
- **Isabelle Guichot**, CEO, Van Cleef & Arpels International
- **Pascal Lamy**, Director General, World Trade Organization (WTO)
- **Philippe de Lavenne**, CEO, Sanofi-Synthelabo, Mexico
- **Fumiaki Maeda**, Managing Director, Mitsubishi Bank
- **Alain Monie**, President, Honeywell, Latin America
- **Sydney Taurel**, President & CEO, Eli Lilly, USA
- **Stephane Tepos**, CEO, AOL, France
HEC MBA Key Advantages

**Program Structure**
- 16 months/200 participants
- Solid foundation + flexible curriculum
- Emphasis on personal and professional development

**Learning Environment**
- Diverse international community
- “Coopetitive” mindset
- Outstanding faculty
- Ideal campus and location

**Network and Placement**
- 40,000-strong worldwide network
- 200 + multinational recruiting firms
- Professional career support

**Exchanges/Double Degrees**
- Prestigious international partners
- Global perspectives
- Cross-disciplinary programs
The HEC MBA Team

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The HEC MBA Community