



# MASTER PROGRAMS

GLOBAL  
MANAGEMENT

INNOVATION AND  
ENTREPRENEURSHIP

ANALYTICS AND  
ARTIFICIAL INTELLIGENCE



# Welcome to ESMT!

From the heart of Europe, we create and impart new knowledge to advance business and society. We develop entrepreneurial leaders who think globally and act responsibly.

Students from  
 98 countries

 9,000+ Alumni

 200+ Ventures  
created by students and alumni

 3 Master programs  
 4 MBA programs

 46 Faculty members  
from 19 different countries

 3,500 Executives  
Participate in our executive education programs every year



ESMT Berlin is a strong community, where everyone feels comfortable and safe in developing and sharing ideas, embracing each other as innovative leaders, and supporting each other in critical moments of growth – and all of this grounded in a sense of purpose, curiosity, and belonging.

**Anna Wannhoff,**  
ESMT alumna, Germany



From day one, ESMT told us about the importance of networking. Starting with the orientation week, the school arranged and created lots of opportunities to help us get to know our classmates and alumni. This kind of subtle networking is important in helping students to create unlimited possibilities for career development.

**Chaoyue Shen,**  
ESMT alumnus, China





## A world-leading business school in the heart of Berlin

ESMT Berlin is among the top 1% of business schools across the world to hold the “triple crown” of accreditations from AACSB, AMBA and EQUIS. ESMT is committed to diversity, equity, and inclusion across all activities and communities.

### Accreditation:



### Member:



## Rankings

Here are some important rankings we think you should know about. For more detailed information, please visit our website.

[Find out more](#)

### Business schools

#### Bloomberg

#12 in Europe overall and #1 in Germany. #4 in Europe for Entrepreneurship in the Bloomberg European B-Schools Ranking 2022-23.



#14 globally and top institution in Germany in the Corporate Knights Better World MBA ranking.

### Master in Global Management



#20 globally in the Financial Times Global Masters in Management Ranking 2023.

## Why study in Berlin?



### Diversity

Germany's capital is home to a vibrant cultural scene and diverse international community.



### Startup capital

Berlin is one of Europe's top startup capitals, with more than 30 unicorns based here.



### Future-oriented

Within Germany, Berlin is home to the most companies focused on future markets.



### Student-friendly

One of the [world's top student cities](#), Berlin is also an influential cultural capital famed for its history, music, art, and nightlife.



# Master programs designed with you in mind

## Year 1

### LEARN THE CORE

Build the foundation of your Master program.

#### PRACTICE

Complete a mandatory internship (3-6 months) or the Summer Entrepreneurship Program (for Master in Innovation and Entrepreneurship students only).

Skills development

Career development

## Year 2

### CUSTOMIZE YOUR PROGRAM

Continue your individual study plan through:

- **35+ electives\*** including core courses from the other 2 master programs, and a finance certificate
- **15+ international exchange** options
- **Master-specific practice projects**

#### MASTER THESIS

## GRADUATION

### READY TO MAKE AN IMPACT AND LAND YOUR DREAM JOB

**91%** of our graduates receive a job offer **within 3 months from graduation**. Other post graduation options include the **Responsible Leaders Fellowship**, alumni initiatives and pursuing PhD programs.



**Duration**  
24 months,  
full time



**Location**  
Berlin  
+  
international  
options



**World-class faculty**  
at the very top of  
management education



**Language**  
English



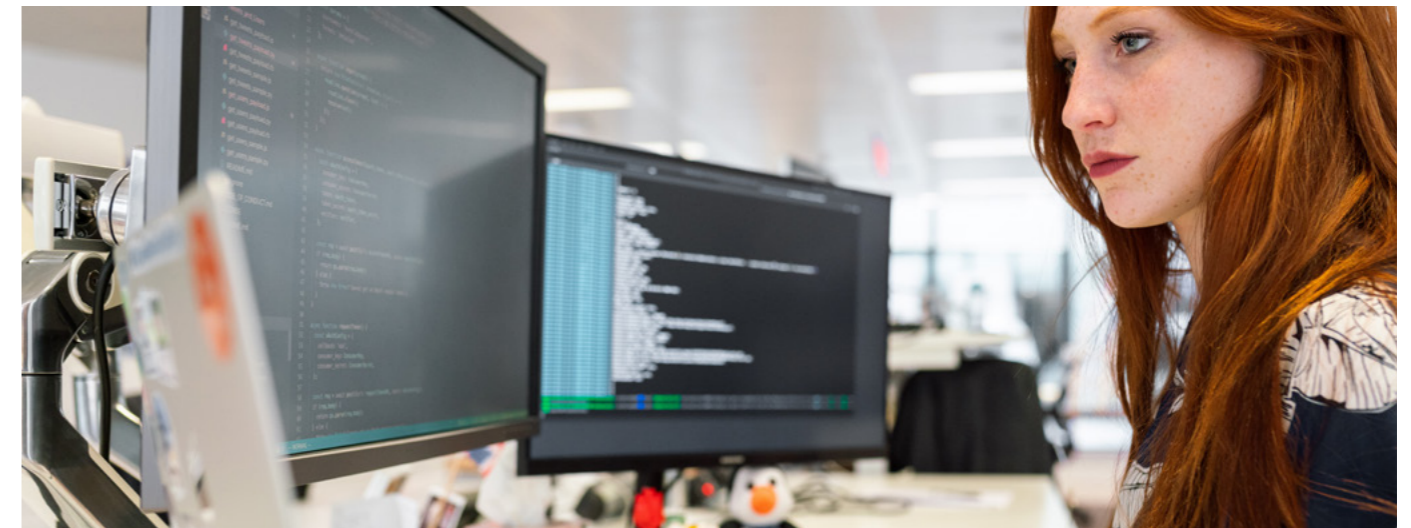
**Start date**  
September



**Customization**  
More than 50% of the program  
can be customized

## Pick the skills for your professional future

Choose from a list of **15+ Skills seminars** throughout the entire length of the program to complement your toolbox and prepare you for the day-to-day challenges you will face in future roles.



## Your career development path

Never lose sight of your career goals. From the very beginning of your masters we work with you to start laying the foundation of your career. **Career bootcamp, fairs and workshops** will help prepare you for the future job market, while consultations with our **career counselors** can **help you pick out the right electives or internship options** to develop your skills and strengthen your profile.

[Find out more](#)



# Class profile

Aggregated master programs  
2023-2025

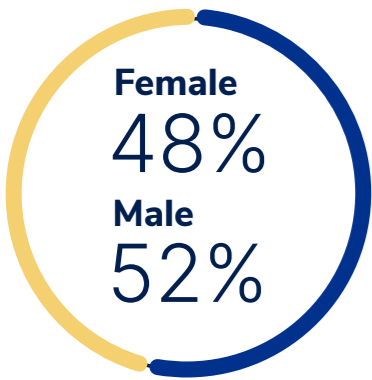
Young professionals

149 #

Average age

23 

Gender split



International



Regions represented

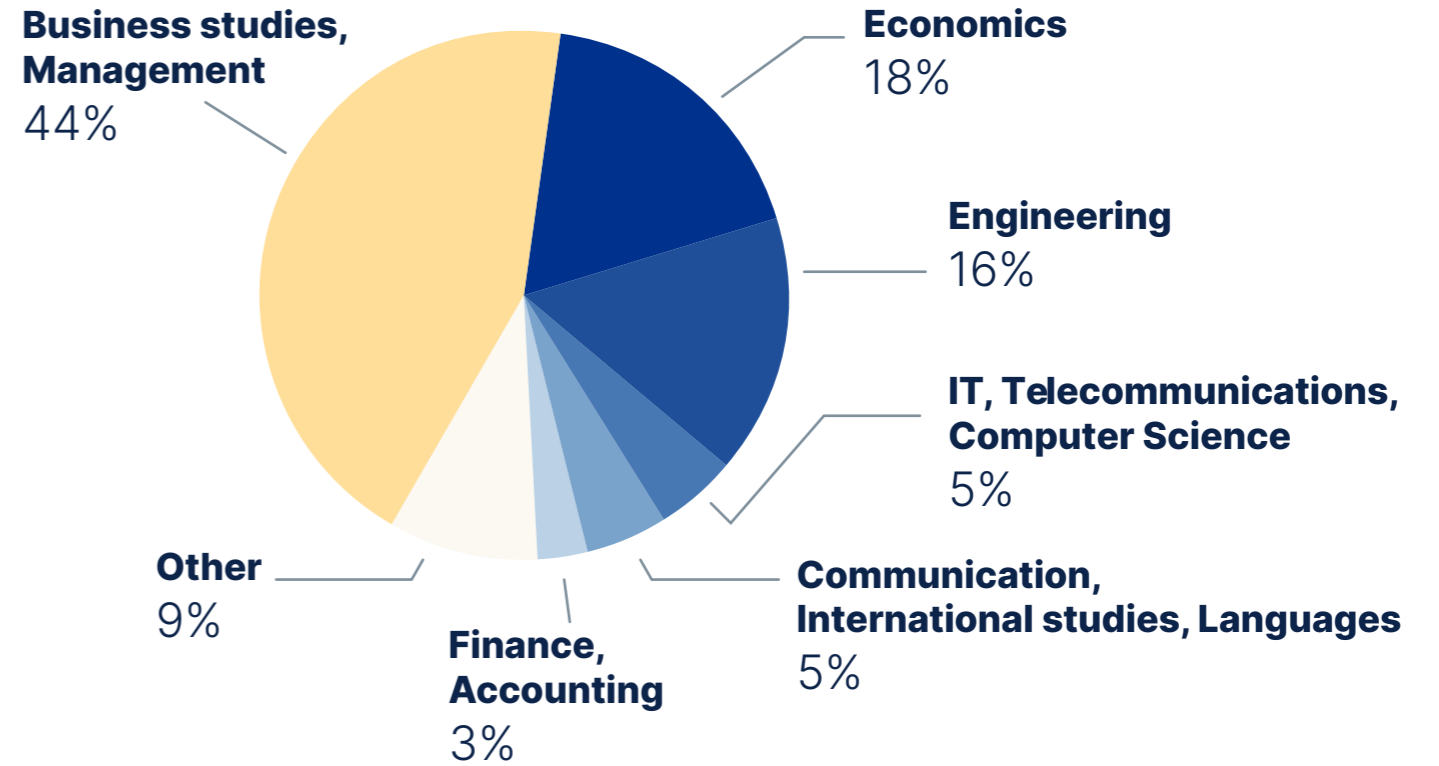


Unique nationalities

49 

- |                |                |
|----------------|----------------|
| Algeria        | Romania        |
| Brazil         | Russia         |
| Canada         | San Marino     |
| China          | Serbia         |
| Taiwan         | Slovenia       |
| Colombia       | Spain          |
| Czech Republic | Sweden         |
| Denmark        | Switzerland    |
| Ecuador        | Turkey         |
| Egypt          | Ukraine        |
| Estonia        | United Kingdom |
| Finland        | United States  |
| France         | Uzbekistan     |
| Germany        | Venezuela      |
| Greece         | Viet Nam       |
| Hungary        | Yemen          |
| India          |                |
| Indonesia      |                |
| Ireland        |                |
| Israel         |                |
| Italy          |                |
| Kazakhstan     |                |
| Lebanon        |                |
| Mexico         |                |
| Moldova        |                |
| Morocco        |                |
| Netherlands    |                |
| Nigeria        |                |
| Norway         |                |
| Pakistan       |                |
| Peru           |                |
| Poland         |                |
| Portugal       |                |

## Previous studies



# Which master is right for you?

You:

Become a/an:

What companies need:

## Master in Global Management



have **shown initiative** during your bachelor studies or in your personal life  
are curious about other cultures and **embrace diversity** as a strength  
are a true **team player** and prepared to become an **agent of positive change**  
want to learn how to manage and lead in an **interconnected, global economy**  
are interested in launching an **international career** that **creates impact globally**

- Global Manager
- General Operations Manager
- Project Manager
- Marketing & Sales Manager
- Management Consultant
- Financial Analyst
- Business Development Manager (among others)

National economies have entered an era of re-globalization. Businesses are therefore seeking leaders and managers with mindsets and skills that can balance local needs and differences with global opportunities, and consequently select sustainable strategies that allow them to make a positive impact through their business activities.

## Master in Innovation and Entrepreneurship

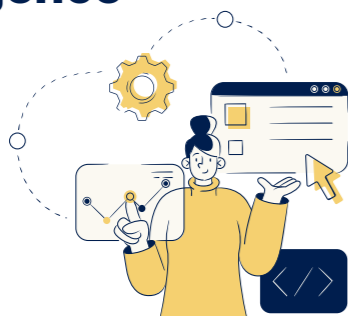


are an **outside-the-box thinker** and ready to challenge dominant thinking  
want to **develop a startup idea** and build a strong **network**  
are a **technologist** who wants to learn how to turn new tools and tech into viable businesses  
want to learn how to assess, analyze, and **take calculated risks**  
have a **creative mindset**, geared towards **change and exploration**

- Startup Entrepreneur
- Corporate Innovator
- Venture Capitalist
- Innovation Consultant
- Business Development Manager
- Customer Experience Manager (among others)

In a fast-changing world, the abilities to spot trends, formulate new business ideas and drive innovation are invaluable skills, whether you are heading for a startup or an established market-leader.

## Master in Analytics and Artificial Intelligence



are innately interested in **understanding how things work and can be predicted**  
think numbers should always be part of any **decision making process**  
have an **intuitive understanding** of how deeply **technology** permeates all aspects of modern life  
quickly grasp and adapt to **new trends in business analytics**  
are curious to master the **complex flows of data**, shaping them to create value for business and society

**Analytics Leader, striking the balance between Data Scientists and Managers.**

- Business/Analytics Translator
- Market Research Analyst
- Business Intelligence Analyst
- Management Consultant
- Financial Analyst
- Data Scientist
- Customer Relationship Manager
- Social Media Manager (among others)

Powered by the increasing data volume, algorithmic complexity, and computer power, there's a strong demand across industries for managers who can leverage analytical and AI tools in order to build and deliver business and societal value.

# Meet the faculty leads!

**Guillermo Baquero,**  
Professor of Finance,  
**Faculty Lead**  
**of the Master**  
**in Global Management**



## Profile

Guillermo Baquero is professor of management practice and has been the faculty lead for the MGM since 2014. He received his PhD in Finance from the Erasmus University in 2006, and holds an MBA from the Université Catholique de Louvain and an MS in Economics from the Katholieke Universiteit Leuven. He received his BS in Mechanical Engineering in 1994 from Escuela Politécnica del Ejército in Quito, Ecuador.

## Research

Guillermo's research has focused on the persistence of hedge funds and mutual funds, the behavior of hedge fund investors, behavioral finance and experimental economics. More specifically, he concerns himself with two issues: the strategic interaction between investors and fund managers under asymmetric incentive schemes; and the effect of divergent time preferences between investing and divesting.

Faculty profile >>>

**Angeliki Papachroni,**  
Lecturer, **Faculty Lead of the**  
**Master in Innovation and**  
**Entrepreneurship**



## Profile

Angeliki Papachroni is a Lecturer in Strategy & Innovation & the Faculty Lead of the Master in Innovation & Entrepreneurship since 2022. Angeliki holds a PhD in Strategy, in addition to a MSc in Marketing and Strategy from Warwick Business School (UK).

## Research

Her research is focused on the intersections of Strategy and Innovation (organizational ambidexterity, strategic agility, tensions of innovation).

Following an applied approach to theory, Angeliki is actively involved in teaching across levels (MBA, DBA, MSc, Executive level) in the areas of strategic management, entrepreneurship and innovation.

Faculty profile >>>

**Catalina Stefanescu-Cuntze,**  
Professor of Management  
Science, **Faculty Lead of**  
**the Master in Analytics**  
**and Artificial Intelligence**



## Profile

Catalina is Professor of Management Science. After starting her academic career at London Business School, she joined ESMT Berlin in 2009 and went on to serve as director of research between 2010-2012 and as dean of faculty between 2012-2019. Catalina received her PhD and MS in Operations Research from Cornell University, and her BS in Mathematics from the University of Bucharest.

## Research

Catalina's research focuses on the design, development, and application of analytical and artificial intelligence models and methods for managerial decision making. Her expertise focus areas include customer analytics, corporate and consumer credit risk, and sustainability modeling. She brings this expertise into her advisory work and her teaching on analytics, artificial intelligence, and operations management in all degree programs and at executive level.

Faculty profile >>>



Learn to lead in an interconnected global future

### Global Immersion

Practical and cross-cultural experiences are at the heart of the MGM, with many opportunities to broaden your horizons, apply new skills in real-world environments and prepare for international job markets. Bolster your language skills by learning German, French, Spanish or Chinese; take advantage of internship opportunities built into the program; and take an academic term abroad at a top-ranked international business school partner.

Find out more >>>



### The Social Impact Project

The five-week Social Impact Project gives ESMT Berlin master students the chance to provide economic or management consulting to an organization with a social mission. You will gain valuable experience in a real-world setting while helping to promote positive social change. Examples of past participants' social impact projects include work for NGOs in Cambodia, Nepal, Uganda and Venezuela.

Find out more >>>

### Finance and investment experience

If you aspire to lead in the world of finance, there are options to deepen your knowledge and bolster your practical investment experience. Choose finance and investment-focused electives to earn an **ESMT Certificate in Finance** in addition to your master degree, or enroll in the Portfolio Management Program (PMP) to experiment with new tactics as you take charge of a real-money portfolio of 1 million Euros per group.

Find out more >>>

### Responsible Leaders Fellowship

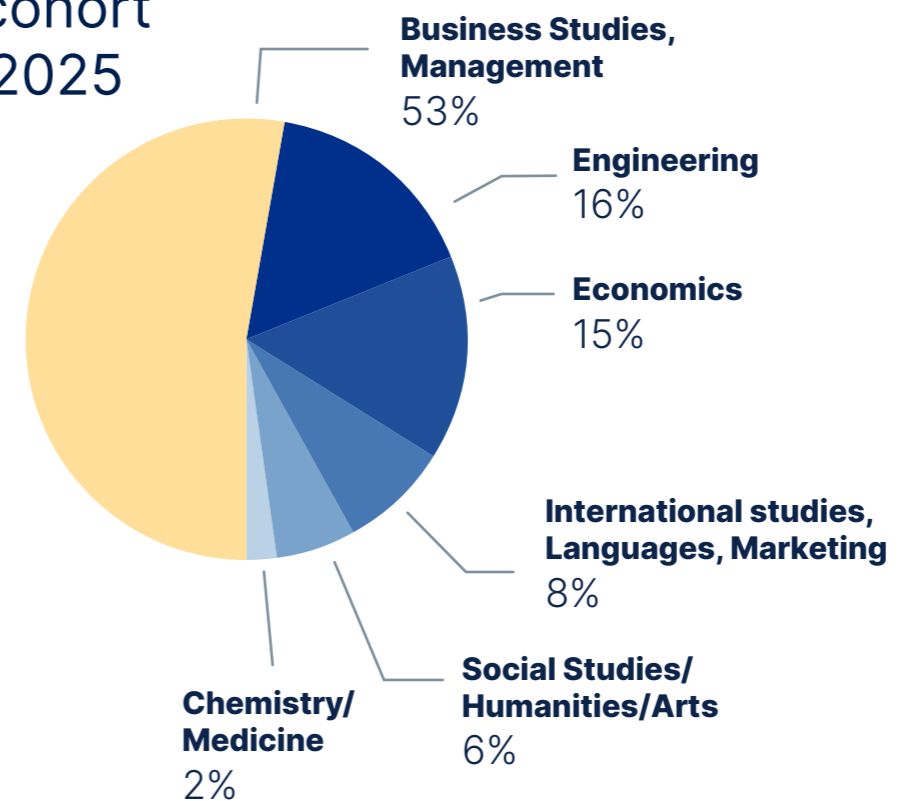
After graduation, take the opportunity to apply your new skills and experiences to tackle social challenges in economically developing countries. The Responsible Leaders Fellowship is not only an opportunity to make a positive impact, but also a chance to get hands-on experience applying the management principles you have learned in an international project of up to 6 months. **This program is also available for MIE and MAAI graduates.**

Find out more >>>



### MGM cohort 2023–2025

Previous studies



Students  
79

Unique nationalities  
35

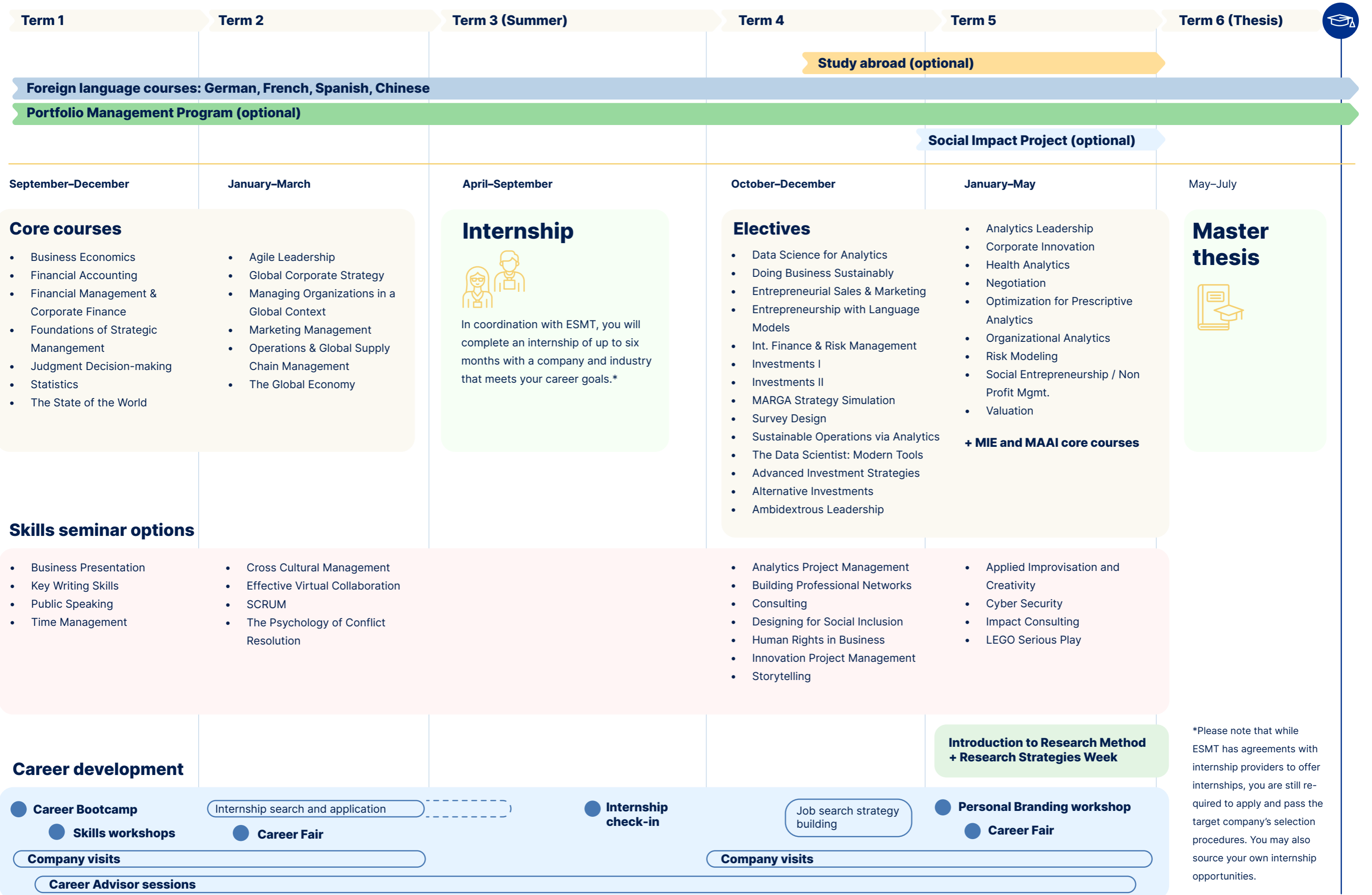
Gender split (F/M)  
53/47%

International  
68%



# MGM Curriculum

(120 Total ECTS)



\*Please note that while ESMT has agreements with internship providers to offer internships, you are still required to apply and pass the target company's selection procedures. You may also source your own internship opportunities.

Make your mark as a founder, innovator, investor, or consultant

### Sustainability Bootcamp

Joining forces with corporate leaders, startups, and non-governmental organizations, this ideation bootcamp is the ultimate opportunity to spot trends, technologies, and pressing issues our world is facing in the modern age. You will be able to develop the most innovative solutions to tackle these issues head-on. Get ready to be a part of the revolution and change the world for the better!

### Summer Entrepreneurship Program

Are you an aspiring entrepreneur looking to make your mark on the world? With the SEP – Summer Entrepreneurship Program, you will have everything you need to bring your startup ideas to life. From mentorship, access to the ESMT and Vali Berlin networks, and a structured program of workshops by Berlin’s startup pioneers, you will get the guidance and resources you need to create success.

[Find out more](#) >>>

### NEXT Acceleration Program

Fast-track your nascent venture to reach the next level and grow by accessing Vali and ESMT Berlin’s network, consisting of industry experts, entrepreneurs and investors.

[Find out more](#) >>>



Startup development

### Creative Destruction Lab

Work side-by-side a Deep-tech startup through its journey of bringing science-based technologies to the market, while learning from mentors and investors.

[Find out more](#) >>>



Deep-tech innovation

### Corporate Innovation Project

Work on an innovative consulting project or develop venture ideas alongside a corporate partner. With the CIP you get to experience the full cycle of corporate innovation!

[Find out more](#) >>>



Corporate innovation

## Vali Berlin – ESMT’s entrepreneurship hub

Vali Berlin is the innovation engine of ESMT Berlin, igniting the spirit of entrepreneurship and driving responsible value creation. Our initiatives in four core areas seek to support founders and joiners, empower entrepreneurial leaders, create a vibrant entrepreneurial culture, and connect stakeholders. Our mission is to be a driving force for positive, sustainable impact in the world.



[Find out more](#) >>>



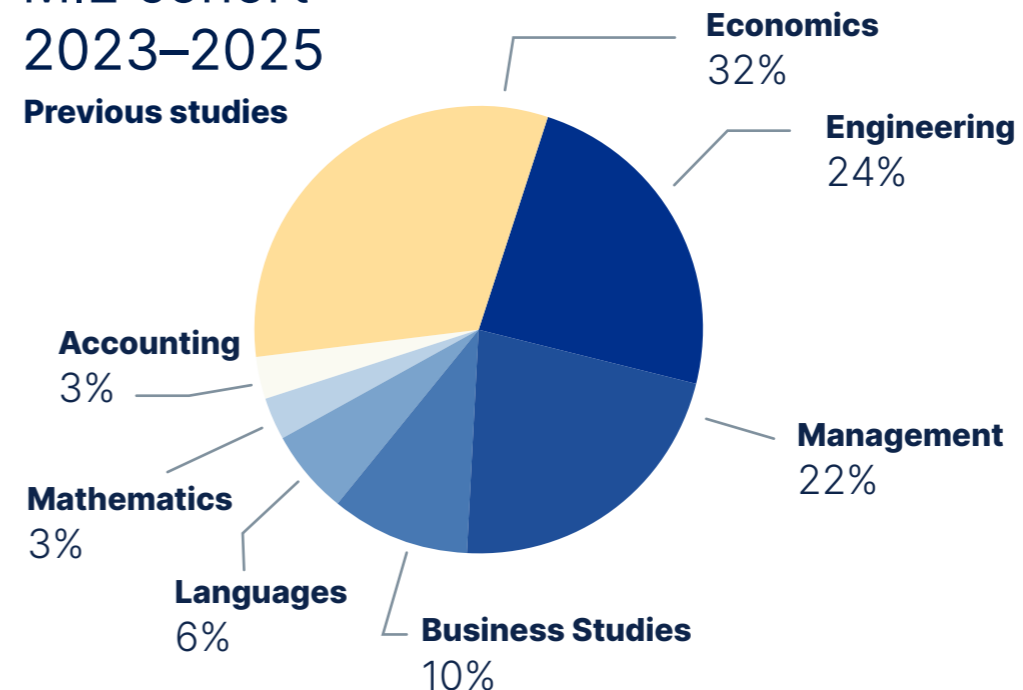
## Entrepreneurial success stories

- senvo** Senvo audits each and every shipment, drawing attention to outliers, so you don't have to.
- Qover** With Qover easily integrate insurance into your digital experiences in just days, through one simple API and commercial agreement.

For more information and success stories you can take a look at our latest [Venture Report](#).

## MIE cohort 2023–2025

Previous studies



Students

31

Unique nationalities

19

Gender split (F/M)

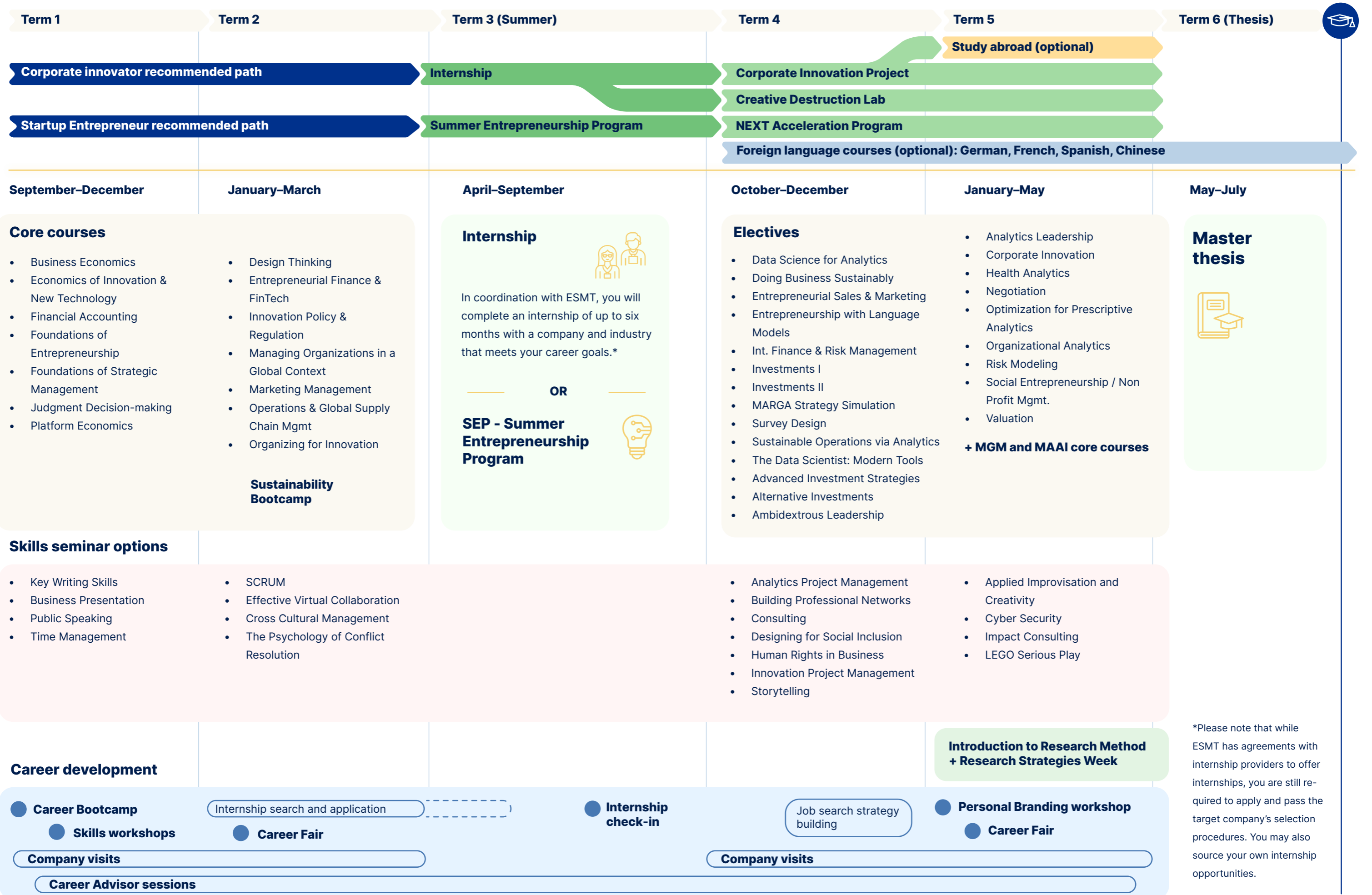
45/55%

International

77%

# MIE Curriculum

(120 Total ECTS)



\*Please note that while ESMT has agreements with internship providers to offer internships, you are still required to apply and pass the target company's selection procedures. You may also source your own internship opportunities.

Lead at the intersection of data, AI, and business

### Analytics and Technology for Management

Increasingly large amounts of data are everywhere around us, leading to a sharp awareness of the immense potential of analytics and AI in a wide range of application fields. However, often analytics teams do not talk the language of business, and the business struggles to identify specific use cases where data can bring value. That's where human talent and skills are needed. There's a scarcity of skilled professionals at the interface of management and analytics who can identify the added value and seamlessly integrate analytics into business processes. This is the gap that the MAAI bridges.

[Find out more](#) >>>

### Analytics Consulting Project

You will work in a team guided by a professional coach to tackle a real-world analytical challenge in collaboration with one of ESMT's industry partners. Depending on the context, you will collect relevant data, analyze and model various scenarios, and interpret the resulting insights in order to develop analytical solutions to a specific practical problem. Throughout the project, you will work closely with the industry partner, leveraging their domain expertise and aligning with their objectives.

### Finance and investment experience

If you aspire to work in the world of finance, the program helps you deepen your financial knowledge and bolster your investment experience. Choose finance and investment-focused electives to earn an **ESMT Certificate in Finance** in addition to your master degree, or enroll in the Portfolio Management Program (PM) to learn as you take charge of a real-money portfolio of 1 million Euros per student group.

[Find out more](#) >>>

### Responsible Leaders Fellowship

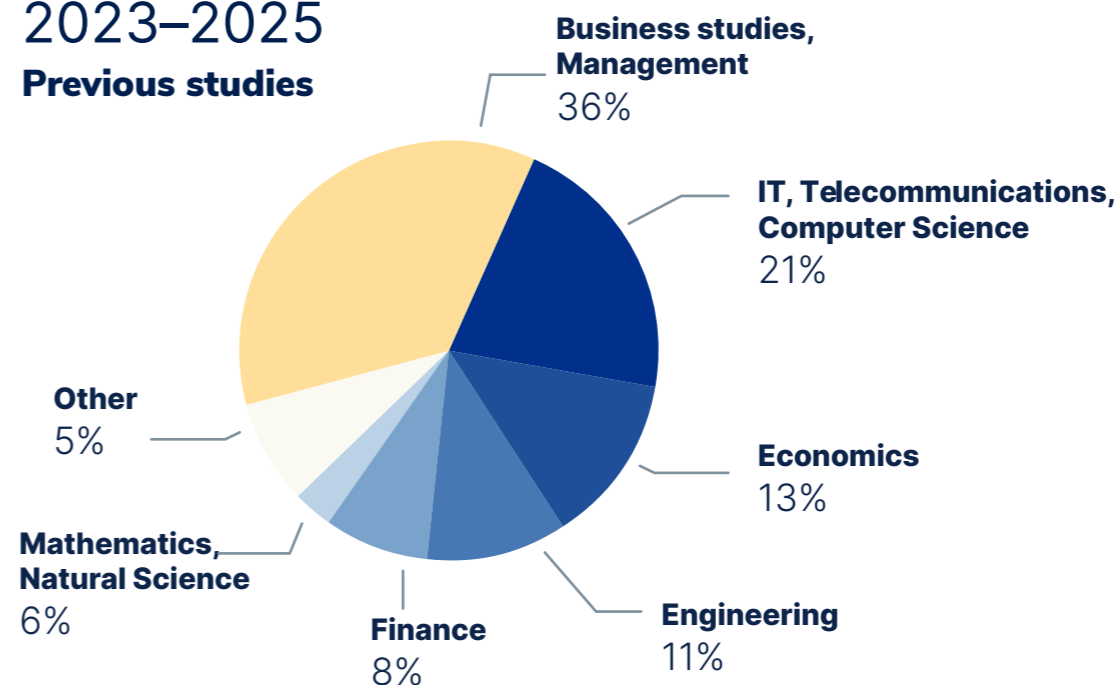
After graduation, apply your new skills and experiences to tackle social challenges in developing countries. The Responsible Leaders Fellowship is not only an opportunity to make a positive impact, but also a chance to get hands-on experience applying management principles in an international project of up to 6 months. **This program is also available for MIE and MGM graduates.**

[Find out more](#) >>>



### MAAI cohort 2023–2025

Previous studies



Students

39

Unique nationalities

24

Gender split (F/M)

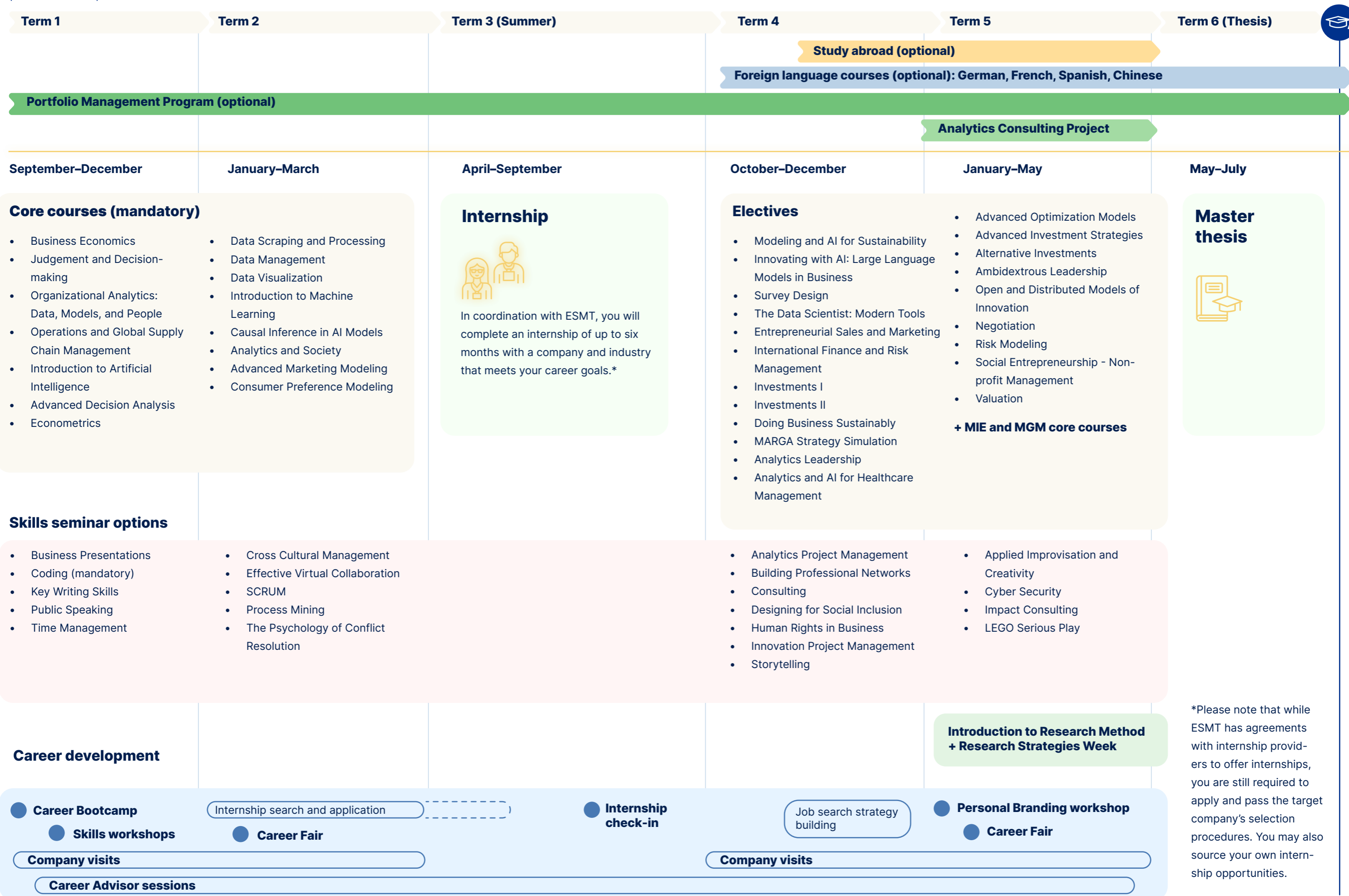
38/62%

International

90%

# MAAI Curriculum

(120 Total ECTS)



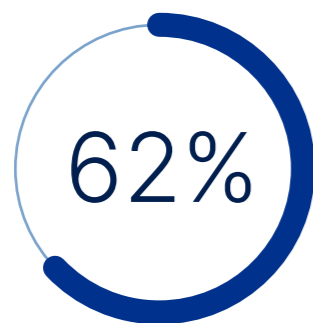
\*Please note that while ESMT has agreements with internship providers to offer internships, you are still required to apply and pass the target company's selection procedures. You may also source your own internship opportunities.

# Employment statistics and career services

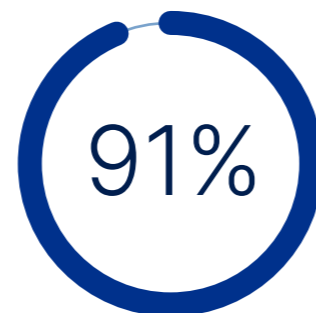
Class of 2022

## Job offers

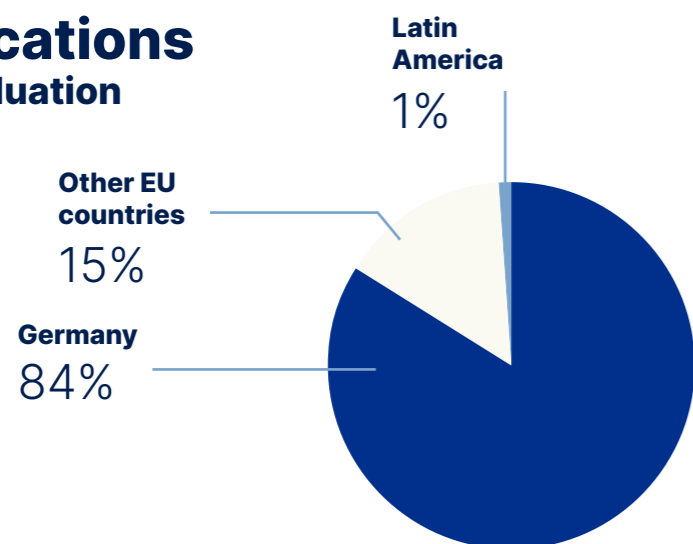
Graduates seeking employment who **received job offers before graduation**



Graduates seeking employment who **received job offers within 3 months of graduation**



## Job locations after graduation



Graduates working in the EU

99%

## Industries



## Examples of employers

Accenture, Allianz Consulting, Allianz Global Investors, Allianz SE, Altman Solon, Amazon, Bain & Company, Bosch, Capgemini Invent, CORE SE, Deloitte Digital, Emma Sleep, Enpal, EY, EY-Parthenon, European Parliament, GE HealthCare, Gorillas, HelloFresh, Henkel, Horvath, IBM, Just Eat Takeaway.com, KPMG AG, KPMG Switzerland, Marsh, Microsoft, Mondelez, OLX Group, P&G, Pliant, Project A, PwC, Raisin, Salesforce, SAP, Siemens Energy, Simon-Kucher & Partners, Stern Stewart & Co, TD Reply, Wolt, Wunderflats, Xing, Y42, Zeiss Age.

## Career support and guidance

ESMT Careers Development Center guides students through their internship module and post-graduate career goals. With a personalized and rigorous approach, the team helps you build your personal brand and connects you with top companies and recruiters via workshops, seminars, fairs, networking events, and one-on-one meetings throughout your program.

ESMT Career Development Center also excels in polishing your interview and CV-writing skills. With the assistance of internal and external trainers, alumni, speakers, and online tools, we provide you with all you need to land your dream job.

[Find out more](#)



Each year, at the two-day career fair, you will network with alumni and employees.



# Life on campus

## ESMT student clubs

ESMT's student clubs are initiatives that begin with a desire to get directly involved, where theory meets practice. Each club at ESMT was formed by students' proposals and a desire to create something new and productive for future ESMT students. You are welcome to join and take part in initiatives regardless of your chosen degree program..

[Find out more](#) 

- Consulting Club
- Entrepreneurship Club
- Extra Sports Club
- Innovation & Technology Club
- International Affairs Club
- Investment & Fintech Club
- Marketing Club
- Meraki Club
- Net Impact Club
- Soccer Club
- Women in Leadership Club



At ESMT, learning isn't confined to classrooms. It thrives through dynamic student initiatives and inspiring conferences hosted right on campus. Innovation is our beacon for tackling collective challenges, and everyone holds a pivotal role. I'm thrilled to collaborate on groundbreaking ideas with the Innovation Club. Together, let's break barriers and pioneer change! Join us in pushing the boundaries at ESMT.

**Louis Desbonnet,**  
ESMT student, France

## Berlin Global Dialogue

Berlin Global Dialogue is an innovative global summit that provides a platform to debate and promote solutions for global economic cooperation in times of fragmentation and transition. Decision-makers, thought leaders as well as young voices from across the globe convene for an open and thought-provoking exchange at eye level in the heart of Berlin. Facilitated by innovative formats, this dialogue will help to form new alliances and inspire collaborative action.

The event, initiated by and hosted at ESMT Berlin, is non-profit, outcome-oriented, and backed by the world's leading global corporations.

[Find out more](#) 



# Life on campus

## Annual Alumni Meeting



Each year the Annual Alumni Meeting brings together a diverse group of alumni from various cohorts and corners of the world. Over the course of two inspiring days, you attend captivating lectures and workshops. A fantastic occasion to expand your network!

## TEDxESMT Berlin



TEDxESMT Berlin 2023: "Berlin : A driver of sustainable transformation?"

## ESMT Demo Day



The ESMT Demo Day is a startup event where early-stage startups, investors, corporates, and other stakeholders of the entrepreneurship and innovation ecosystem meet and discuss new ideas.

## Digital Future Summit



DFS 2022: 1,000 students from across Europe and 24 partner companies discuss digitalization at ESMT.



# Admissions and financing

<b>November 1</b> Applications open	<b>March 31</b> Early decision*	<b>June 1</b> Recommended deadline for international applicants**	<b>July 31</b> Soft application deadline***
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Applications are reviewed on a rolling basis. The Admissions Committee publishes admissions decisions every two weeks.

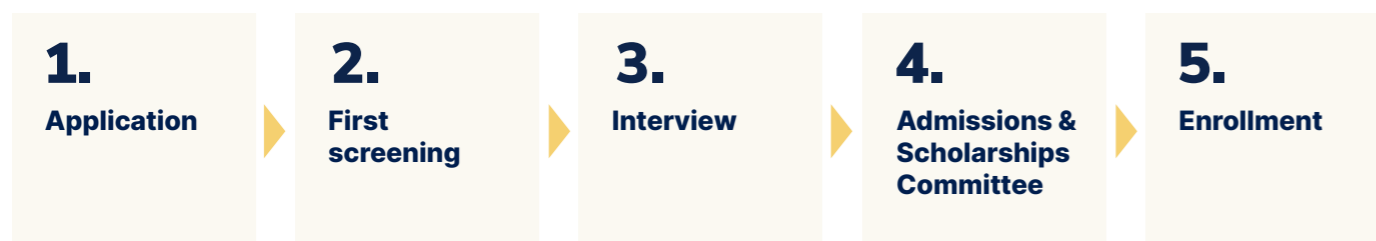
\*Accepted candidates from this round will receive a €2,000 discount on tuition.

\*\*Due to long visa processing times we strongly advise that you apply by this deadline, if you require a student visa to study at ESMT.

\*\*\*ESMT accepts applications after July 31 on a case by case basis. To secure your place, early applications are highly recommended.

**Start your application** 

## Application steps



## Requirements

- A **previous degree** (at least bachelor's equivalent) with **excellent grades**. If you are finishing your undergraduate studies within the next year, your application will also be considered.
- Preferably **no more than 24 months of postgraduate work experience** (Internships and work during your bachelor studies does not count.)
- English language proficiency test scores: **100 points in the TOEFL, 7.0 in the IELTS, or 850 in the TOEIC** (other certificates also accepted). You will receive a waiver for the English proficiency test if English is your native language or if you have completed a university degree completely taught in English.
- A **GMAT or GRE score is not generally required for admission**. However it may be required if you lack proof of strong quantitative abilities. MAAI applicants are encouraged to submit a GMAT or GRE.
- **Completed application** – including essays, one reference, and €50 application fee
- **Individual interview** in person or online

Admission requirements are slightly different for each program. Please follow the link for a complete overview.

**Find out more** 

## Financing options

 Tuition  
**34,000**

 Scholarship and loan funding options

### Scholarships

ESMT offers partial tuition scholarships based on academic merit to support highly qualified candidates.

### Study loans

An ESMT degree is an excellent investment in your future. Nevertheless, financing your studies is not always an easy endeavor. To cover the gap between potential scholarships, savings, and attendance costs, ESMT offers access to a number of loan programs.

**Find out more** 



Join us:



**European School of Management and Technology GmbH**

ESMT Berlin  
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10178 Berlin, Germany

Deputy Director of Admissions:  
Boban Sulic

Phone: + 49 30 21231 1400

[admissions@esmt.org](mailto:admissions@esmt.org)

[esmt.berlin/degrees/masters](https://esmt.berlin/degrees/masters)

[apply.esmt.berlin](https://apply.esmt.berlin)



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