

MBA

in International Business

MIB Trieste
School of
Management

www.mib.edu/mba


RECTA TUERI

MIB Trieste School of Management



MIB was founded in Trieste (Italy) in 1988 with the mission of delivering managerial education and carrying out applied research in all areas of management.
The School strives to satisfy the demand for managerial competences of young graduates, entrepreneurs and senior managers. The portfolio of activities includes MBAs, Specialized Masters and Executive Education Programs.
The Master courses are taught entirely in English and attract students from around the world.
This multicultural environment makes studying at MIB an enriching experience which provides exposure to different cultures, opening career prospects at a global level.
Leading firms (among which Allianz, Generali, illycaffè) actively collaborate with the School for internship activities, training, consultancy projects and research.

Accreditations

Associations

"It is thanks to the quality and international outlook of its faculty, the inspiring learning environment, the diverse national and cultural backgrounds of its participants, as well as the solid links to its partner firms and the business community at large that MIB Trieste School of Management has earned a strong reputation over the years as a centre of excellence. We are honored to work with individuals who challenge themselves and are ready to invest in their future, with commitment and determination".

VLADIMIR NANUT

Dean, MIB Trieste School of Management



The MBA in International Business



The MBA in International Business program provides a comprehensive understanding of the current issues in international management and dedicates considerable attention to developing personal skills.
The program gives participants an education that is aimed at:
→ Improving understanding of business and economic issues.
→ Providing management tools that link skills to the business environment.
→ Bringing working solutions in addition to theoretical models.
→ Developing leadership and management skills.
→ Sharpening key abilities to work across cultures.

It also provides the basis for building and consolidating a network of interpersonal relations with colleagues, alumni, faculty and companies.
The program lasts 12 months (full-time) or 24 months (part-time) and is taught in English. Identical in content to the full-time program, MIB's part-time MBA has been designed to allow managers to attend an MBA without interrupting their career. The educational approach combines classroom teaching with case discussions, role playing, project works, simulations and business games, outdoor activities, meetings with managers and entrepreneurs and visits to companies in Italy and abroad.

Accreditations: quality benchmarks

Accreditations prove to be a reliable quality benchmark since these recognitions are awarded after a very rigorous Peer Review process that investigates every aspect of the School's and Program activities as mission and strategic objectives, credibility, corporate connections, faculty, facilities and support services, graduate profile, assessment methods. Since 2006 the MBAs of MIB Trieste have been accredited by the *Association of MBAs - AMBA*, that grants certification to only 2% of the business schools in the world, recognized in over 80 countries.

"Taking the MBA in International Business is one of the most enriching and valuable experiences you can have. It means learning a set of values that will prove essential for your future while living in a truly multi-cultural environment. You will receive a high-level training in a fast-paced, dynamic business environment and develop an international network. The interaction among alumni, faculty and companies gives this MBA a unique perspective. It is for these reasons that we are looking for exceptional candidates eager to change the world by changing themselves".

ANDREA TRACOGNA
Academic Director,
MBA in International Business



Program Structure

This 12-month full-time MBA provides general corporate management training from an international perspective. It is designed to give each participant a comprehensive understanding of current issues in international management and the ability to apply managerial concepts and techniques in practical situations. It also dedicates considerable attention to developing interpersonal skills.

The MBA curriculum consists of several building blocks that include:

— Core Courses (Basics of Management).
— A Major Concentration in International Business.
— Two Minor Concentrations (Emerging Markets, Advanced Finance and Risk Management).
— Elective Courses.
— A training track in Leadership Dynamics.
— Two Entrepreneurship & Innovation Projects.

International Study Tours

Every year the School organizes several international study tours, such as Munich (Germany), London (UK), Silicon Valley (USA), Milan (Italy) and China. During such enriching experiences, participants visit companies, attend seminars and presentations, discuss strategic issues with managers and meet colleagues from other countries.

International Exchange Programs

Thanks to its well-established network of collaborations with peer institutions in Europe, China and the US, the MBA offers the possibility of taking part to Exchange Programs hosted by top-level business schools: Lingnan College, Sun Yat-sen University (Guangzhou, China), Crummer Graduate School of Business, Rollins College (Winter Park, FL - USA), Kedge Business School (Marseille and Bordeaux, France), Escuela de Alta Dirección y Administración (Barcelona, Spain), EOI - Escuela de Negocios (Madrid, Spain).

Curriculum

First phase:
Core Courses and Major Concentration
The first phase of the MBA consists of a number of core courses, aimed at covering the basics of management, and of a number of specialized courses constituting the MBA major in International Business.

AREA AND COURSES	CREDITS*
GENERAL MANAGEMENT	**20**
— Financial Accounting	
— Marketing Management	
— Corporate Finance	
— Strategic Management	
— Organization and Human Resource Management	
— Operations and Supply Chain Management	
— Management Accounting & Control	
MAJOR CONCENTRATION: INTERNATIONAL BUSINESS	**12**
— International Marketing	
— International Finance	
— International Political Analysis	
— International Business Management	

Second phase:
Minor Concentrations and Elective Courses
By choosing from two Minor Concentrations (one in Emerging Markets, the other in Advanced Finance & Risk Management) and taking a number of Elective courses, students can design their own curriculum and tailor it to their personal interests and professional goals.

AREA AND COURSES	CREDITS*
EMERGING MARKETS	**10**
— Emerging Markets Analysis: Central & Eastern Europe	
— Managing in Emerging Markets	
— Developing a Global Mindset	
— Cross-cultural Marketing	
ADVANCED FINANCE & RISK MANAGEMENT	**10**
— Risk Management	
— Integrated Reporting	
— Financial Derivatives	
— Challenges and Strategies in International Insurance Markets	
OTHER ELECTIVE COURSES **	**10**
— Open Innovation Strategies	
— Lean Transformation	
— International Insurance Law	
— Strategy and Management Consulting	
— Corporate Sustainability Strategies	
OTHER ELECTIVE ACTIVITIES	
— Study Tours (London, Munich, Milan)	
— International exchanges (France, Spain, China, USA)	

AREA AND COURSES	CREDITS*
ENTREPRENEURSHIP AND INNOVATION PROJECTS Students are involved in two team-based projects, one on New Product Development, run in close collaboration with business companies, and one on Business planning and new ventures start-up, run in collaboration with high-tech entrepreneurs and a major Venture Capital Fund. **— New Product Development** **— Business Planning and New Ventures Start-up**	**8**
LEADERSHIP DYNAMICS AND ACCOUNTABILITY TRACK A training track on Leadership Dynamics runs throughout the MBA. Activities are organized by looking at three integrated perspectives: individual, working group and the class and are aimed at helping participants to discover how to achieve their full potential, aligning their behaviors with their objectives.	**5**

AREA AND COURSES	CREDITS*
WRITTEN THESIS After having positively completed all courses and activities, MBA participants are required to prepare a final written thesis, aimed at demonstrating the knowledge, skills and techniques acquired over the Master duration.	**5**
TOTAL	**70**

* One credit consists of 25 hours of workload as defined by the European Credit Transfer System (ECTS).

** List of Elective courses subject to change.

MBA Faculty



MBA Faculty offers a good balance of top level academics, professional trainers with a long experience in executive education, top managers, entrepreneurs and consultants (whose role is to bring their real business life experience in the classroom). All the lecturers of the School are selected according to their ties with the business community and to the level of their research activities. The MBA counts on a qualified academic Core Faculty, diverse and dynamic and a teaching staff that regularly collaborates with companies and organizations to create value and spread knowledge.

The Visiting Faculty welcomes Professors from different international academic institutions and the Adjunct Faculty is made up of business leaders, entrepreneurs and professionals capable to be a driving force for change in business and society.

Learning model

The MBA is delivered through a variety of active methods and tools including traditional lessons, company cases, guided discussions, business games, simulations, business experiences, field projects, group work, workshops and seminars.



YUSAF AKBAR
Central European University, Budapest -HU
MIB Visiting Faculty, International Business Management and Emerging Markets

MBA Participants

Participants profile*

32
Average Age

7
Average years of work experience



48%
International Students

Areas of origin*

%	
13	Europe
52	Italy
35	Rest of the World

Educational background*

%	
8	Arts & Humanities
13	Law / Political Science
48	Science & Engineering
31	Business & Economics

*data from the last 3 editions

Requirements

The ideal MBA in International Business candidate meets the following requirements:

→ Excellent education (degree level).
→ Fluent English (written and spoken).
→ At least 3 years of work experience after graduation and significant life achievements.
→ Interest and motivation towards personal development.
→ Leadership potential.

Selection process

The process begins when the candidate fills in the on-line information request form or the on-line application form, available at www.mib.edu/mba. Eligible candidates will be invited to the School to take two written tests and a motivational interview. Upon request of the international applicants, the selection process may be carried out remotely.



Financial information

The MBA tuition fee is € 25 000 (VAT included).

Financial Aids

The School and the Corporate Sponsors offer a consistent number of merit-based scholarships as a partial exemption from MBA tuition fees. Scholarships are awarded also according to specific indications provided by the sponsors.



Why MBA? The experience of our Alumni



"I came to MIB from Hong Kong. From the first day on the course, to the day we graduated, the experience was an extremely valuable one. The MIB MBA curriculum combines a good coverage of the business essentials – finance, accounting, marketing and so on – alongside a robust program of personal development, working on so-called "soft-skills" that are crucial in order to be successful in business today. I left MIB with a better understanding of my business capabilities, and a broader international network, as well as a lot of new friends from all around the world".

JOANNA OSBORN

Vice President Internal Communications,
Reckitt Benkiser - UK
MBA 17 (2006-2017)



"The MBA program at MIB was one of the most important stages of my life. From the technical point of view, the MBA has given me the skills needed to enter the world of business and finance with a familiarity that I did not have before. I have multiplied my career opportunities on the international job market. The biggest added value was from the personal point of view: the MBA has involved me in a number of situations and challenges, which allowed me to better know myself. MIB MBA is an investment that I would recommend to anybody".

TOMMASO TODESCA

Director, Treasury Sales,
International Subsidiary Banking,
Bank of America - Los Angeles, USA
MBA 15 (2004-2005)

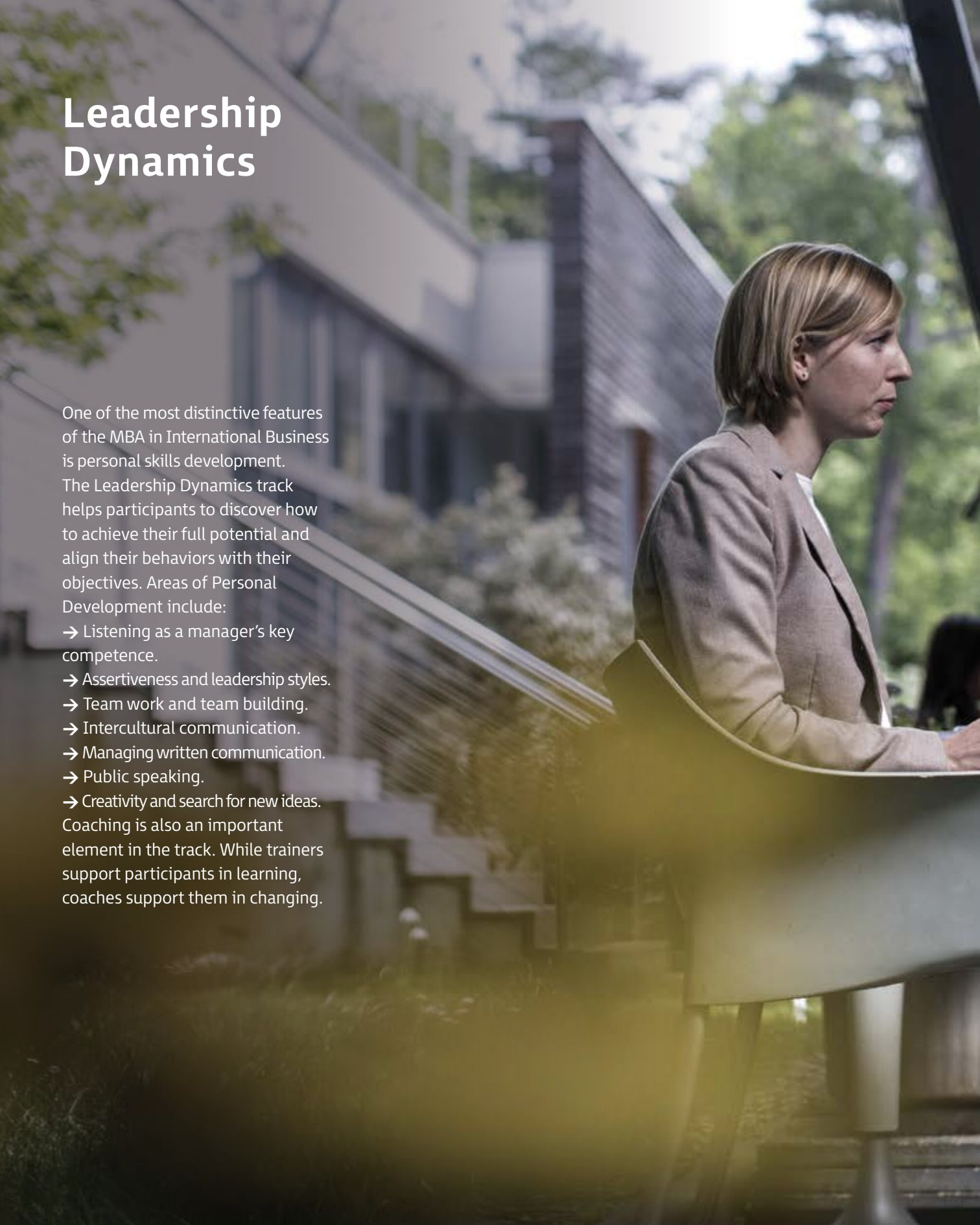


"MIB International MBA Program has proven to be an enriching journey: from start to finish. During the one-year-long experience, my colleagues -my friends- and I have been part of several challenges that we managed to overcome together. It granted me with a solid basis of technical knowledge and leadership skills, all of which have been applied in a multicultural environment. Moreover, it provided me with a plethora of tools to better understand myself and others. I am proud to say that I benefit myself from this toolkit everyday on both professional and personal levels.

GONZALO MORENO MICELI

Sales Proposals Lead Engineer,
Danieli - Italy
MBA 28 (2017-2018)

Leadership Dynamics



One of the most distinctive features of the MBA in International Business is personal skills development. The Leadership Dynamics track helps participants to discover how to achieve their full potential and align their behaviors with their objectives. Areas of Personal Development include:

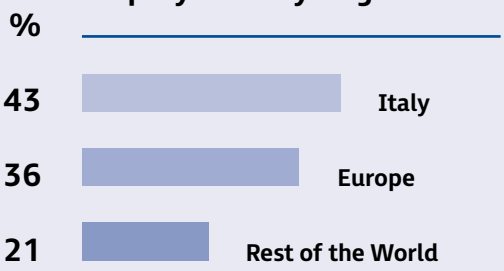
→ Listening as a manager's key competence.
→ Assertiveness and leadership styles.
→ Team work and team building.
→ Intercultural communication.
→ Managing written communication.
→ Public speaking.
→ Creativity and search for new ideas.

Coaching is also an important element in the track. While trainers support participants in learning, coaches support them in changing.

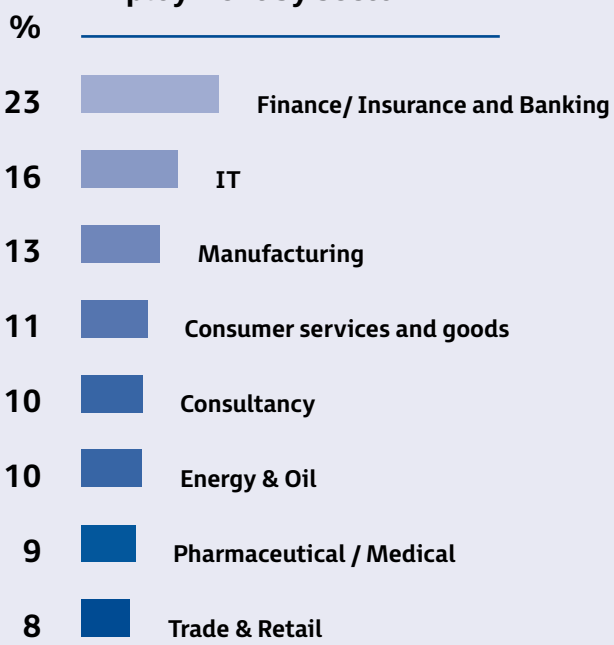


Placement & Careers

Employment by Region*



Employment by sector*



*data from the last 3 editions

MBA participants are provided with tools and contacts useful to navigate and reposition themselves in the job market. In addition, a close collaboration with the Leadership Dynamics Team allows participants to highlight their talents to better promote themselves for future career success.
MBA candidates are also put in contact with the School's Alumni community, facilitating professional experience exchange between graduates and current students.

Career support is provided through the combination of:
→ Coaching on career choices.
→ Lectures and personalized counseling on cover letters, résumés and job interviews.
→ Company presentations.
→ On-site recruiting sessions.
→ One-to-one interviews and career orientation aptitude tests.
→ Training on recruitment procedures.
→ Assisting in defining the most effective strategy to achieve career objectives.
→ Mailing of résumés (CV book) to sponsor and partner companies.
→ Organization of individual job interviews.
→ Business internships.

Corporate Conversations

Some "Corporate Conversations" are organized by the School; these events allow companies to provide participants with a first-hand view of the culture of the firms and what makes an organization unique. From the participants' point of view, it is a valuable opportunity to learn and to network with professional guests.

The contribution of the corporate partners

During the MBA course, sponsoring and partner companies, including a consistent number of globalized firms, play an active role in the Program by:

→ Contributing to class activities with their competencies and experiences.

→ Developing projects together with students.

→ Hosting company visits and workshops.

→ Offering many and varied opportunities for on-the-field experiences.

Corporate Partners

Allianz
INSURANCE

Assicurazioni Generali
INSURANCE

AXA
INSURANCE

Benetton
TEXTILE

BNL - BNP Paribas
BANKING SERVICES

Bosch
MECHANICS

Calligaris
FURNITURE

Cattolica Assicurazioni
INSURANCE

Caweco
CONSULTING

Danieli & C. Officine Meccaniche
MECHANICS

Electrolux
WHITE GOODS

Eli Lilly
PHARMACEUTICAL

EY
CONSULTING

Intesa Sanpaolo
BANKING SERVICES

KPMG
CONSULTING

Fincantieri
MECHANICS

Hera
ENERGY / UTILITIES

illycaffè
FOOD



MIB Alumni Association

MIB Alumni Association was founded in 2005 and is presently divided into 17 local groups around the globe. The main goals of the Association are:

→ Keeping students and graduates together, by strengthening their relations with the School.

→ Increasing the visibility and reputation of the School's brand.

→ Promoting lifelong learning and ongoing professional development.

→ Encouraging and developing an active community to support professional networking.

→ Fostering the exchange of entrepreneurial and managerial ideas.

→ Creating and sharing new job opportunities.

→ Launching initiatives such as conferences, job posting services, social and sport events.

Alumni



The most important asset of a Business School is its alumni network: qualified, creative, well-motivated managers who continue to share their passion well beyond graduation.
The School has more than 3,000 graduates from all over the world working in a wide variety of professional areas:



"MIB Trieste Alumni Association is all about people. A beautiful and diverse community committed to create a real sense of belonging among its members and to contribute through projects, collaborations and life long learning to the growth of the Alumni, of the Association, of MIB Trieste School of Management and ultimately of the civil society".

DORINA STANCULESCU
President MIB Trieste Alumni Association
Project Manager, Sissa Medialab
MBA 21 (2010-2011)



Trieste, in the heart of Europe

A city of charm, Trieste has a strong cosmopolitan atmosphere with a unique setting: the sea and the mountains are only a few minutes away from the city centre.
Trieste is rich in cultural institutions, which puts it on a par with larger European cities, and offers young people a wide choice of leisure facilities. It is rated among the first cities in Italy for standard of living, for services and environmental quality. It also hosts international cultural and sports events, such as the famous "Barcolana" sailing regatta.
The city has increasingly gained ground at an international level for the excellence of its science system, thanks to 30+ research institutions ranked among the most important in Europe. Thousands international students and researchers choose Trieste every year. Giants such as Assicurazioni Generali and Allianz SpA have their headquarters here and together with leading companies such as illycaffè, Fincantieri, Wärtsilä give Trieste a rich and varied economic fabric.

Trieste is the city of wind, coffee, insurance and the largest sea-front square in Europe.
Here, thanks to the climate of tolerance and freedom grown in the cosmopolitan Hapsburg Empire, Italians, Jews, Orthodox Serbs, Greeks, Slovenians, Germans, Croatians and other Central-European cultures have lived and mixed together for centuries.
You can find this atmosphere in the majestic architecture, in the different religious buildings, in the little harbors, in the theaters, in the Roman ruins, in the fish shops, in the fascinating old town, in the antique shops and old libraries, lying side by side with some of the most advanced international Research Centers in Europe.
Trieste is charming, international, safe, affordable, offering a very high quality of life. A European pearl, which keeps getting positive appreciations year after year on the international media.

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Disclaimer
All information within this brochure is correct at February 2019

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