

MASTER IN MANAGEMENT

HEC
PARIS



MASTER IN MANAGEMENT





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LEARN TO DARE

Daring is a state of mind: a state of mind that frees you to discover paths unexplored, and reveal stones unturned. At HEC, our students come to us to master this mindset and realize their full potential. Thanks to cutting-edge learning methods, an inspiring, diverse community and constant application to the real world, you will learn to dare – to approach the world and all its opportunities with passion, enthusiasm and boldness – to find your purpose in life.

EXCELLENCE

We select innovative, entrepreneurial and open-minded individuals. Our graduates pursue careers in a plethora of industries, in an array of countries.

DIVERSITY

We build on one of the world's most culturally-diverse and inclusive business populations. Within our Master's programs, we are proud to teach more than 110 nationalities.

COMMUNITY

We engage with a global community of 62,000+ alumni in 135 countries. An active network, they are an invaluable asset to our students' careers.



HEC PARIS IN NUMBERS

4,500 degree-level students

111 nationalities

62,000+ alumni all over the world

120 world-class professors representing over **30** nationalities

125 academic partners

6 international offices

340-acre wooded campus



THE HEC DIFFERENCE

WHY THE HEC PARIS MASTER IN MANAGEMENT?

Our Master in Management is a gateway to a thriving international career in business, whatever path you wish to pursue. You can tailor the program to suit your needs, while receiving an outstanding training in management. Our unique dual-phase curriculum and countless connections with top companies and industry influencers provide you with an ironclad competitive advantage in the marketplace, while offering an international community to make life-long friends.



GET THE BEST TRAINING IN MANAGEMENT

The HEC Paris Master in Management consistently tops global rankings, rated the no.2 Master in Management worldwide by the Financial Times for the last 7 years.



CONNECT THE CLASSROOM WITH THE REAL WORLD

Our program bridges the gap between theory and practice. Thanks to world-class practitioners, real-life case studies and competitive internships, you'll be ready to hit the ground running upon graduation.



TAILOR YOUR DEGREE TO YOUR NEEDS

No two paths are the same. You can customize the program to suit your own objectives, choosing from 20 specializations, 20 double degree programs, a tremendous range of electives, and the option to take a gap year.



FIND YOUR PURPOSE, MAKE AN IMPACT

We're here to help you find your calling. That's why, through courses, challenges, and events, we'll teach you how to leverage your potential to have a meaningful impact on the world – whatever that means for you.



OPEN DOORS TO TOP CAREERS

With countless career fairs, corporate connections (e.g. with the big 4) and personalized career coaching, 99% of our students find a job within 3 months after graduation, while receiving an average salary of €107,000 after three years.



JOIN A POWERFUL ALUMNI NETWORK

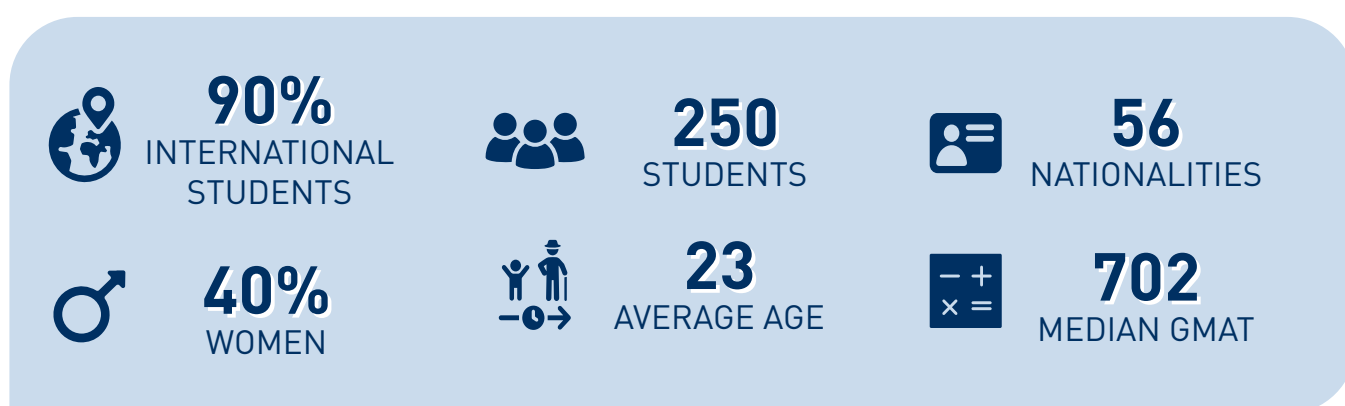
Our global network of 62,000+ graduates is there for you – whether for a professional introduction, a coffee with a friendly face in a new city, or a simple LinkedIn connection.



STUDENT BACKGROUNDS

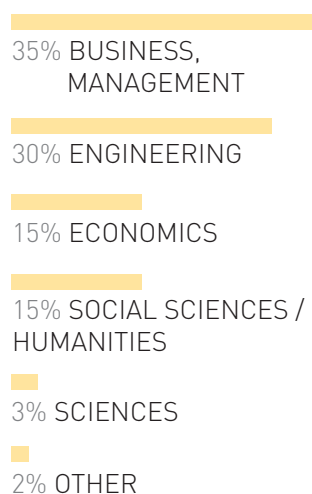
CLASS PROFILE

Believing in the strength of diversity, we are proud to be a community of students and professors of over 120 nationalities. People from all walks of life, countries, and backgrounds come together to enrich the HEC Paris experience and bolster our global mindset.

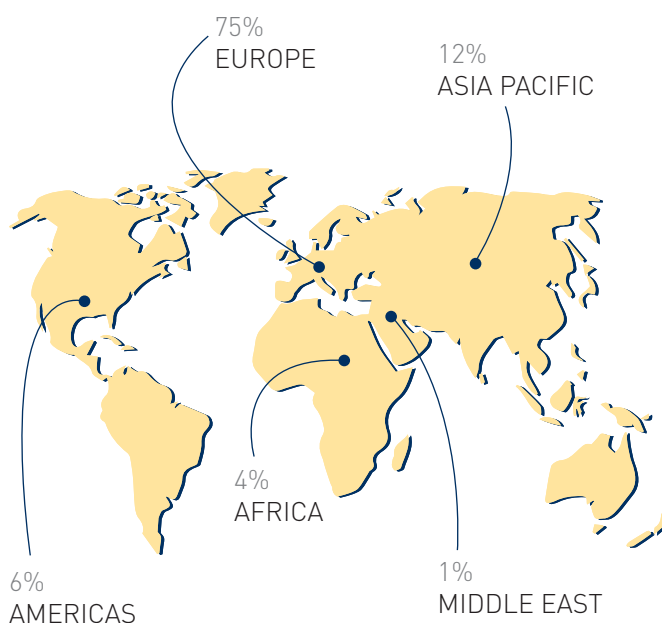


WHERE DO OUR STUDENTS COME FROM?

ACADEMIC BACKGROUND



UNIVERSITY LOCATION





PROGRAM OVERVIEW

OUR ACADEMIC APPROACH

SEPTEMBER	SEPTEMBER	SEPTEMBER
1ST YEAR : GENERALIST PHASE	OPTIONAL GAP YEAR	2ND YEAR : SPECIALIZATION PHASE
CORE COURSES ELECTIVE COURSES ACADEMIES FACT PROGRAM		SPECIALIZATIONS (DOUBLE DEGREE OPTION) RESEARCH PAPER CERTIFICATES
LIVE CASE STUDIES CONFERENCES CAREER ROADMAP JOB MARKET WORKSHOPS CAREER FAIRS NETWORKING EVENTS MEETINGS WITH ALUMNI...		

We believe that learning is strongest when both **in the classroom and on the ground**. You will receive an exceptional education in management throughout the program, ran by **field-leading academics** from the world's top universities. Pushing the boundaries of knowledge, our teaching is constantly informed by our faculty's world-class research.

Thanks to international internship opportunities and courses created by industry practitioners, you will also have a **hands-on approach to your field**. Opportunities to work with companies on real-life consultancy projects and case studies, such as with EDF, L'Oréal Paris, Procter & Gamble, PwC, Roland Berger, TBWA, etc., are abundant.

OPTIONAL GAP YEAR

Between your first and second year, you will have the option to take a gap year to enrich your CV with some hands-on experience. By discovering the reality of a field of your choice (finance, marketing, consulting, etc.), you'll discover more about your aspirations and the path you would like to take. Our Career Center and plentiful business connections will help you to land the internship of your dreams.



“

The MiM balances top-notch education and hands-on experience with customization, allowing you to choose from a wide array of specializations. The diverse cohort and interdisciplinary approach made my experience unforgettable ”

Lucie Graewe, *class of 2020*

YEAR ONE

FIND YOUR FOOTING

The first year of the program lays the foundations for a thriving career in business and management, providing you with the wide-reaching expertise necessary for a multi-faceted career.

CORE COURSES

- Business Performance Management
- Company Law
- Corporate Finance
- Decision and Data Modeling
- Financial Accounting
- Financial Economics
- Financial Markets
- Leading Organizations
- Marketing
- Methods of Cost Analysis
- Operations & Supply Chain Management
- Statistics
- Strategy
- Language courses (including a compulsory French course in the first semester of M1).

WAIVER SCHEME

You have the option to waive certain subjects, in order to benefit from a wide range of advanced and elective courses.

You can apply to waive up to 8 courses and 21 credits, provided you can prove you have sufficient knowledge in the area. The waiver scheme is conducted in a wish-list format, in which you state the courses you wish to waive, in order of preference.



“

Thanks to the campus and program structure, HEC offers the ideal environment to grow as a person by spending time with curious and diverse people from all over the world. With a 90% international cohort, the shared international perspective is a truly unique experience”

Alessio Zogheib, *class of 2020*



“

The program is very rich in the quality of teaching as well as in the diversity of students. Being surrounded by ambitious people pushes you to challenge ourselves and grow. I think it's the best place to learn about yourself and what direction you wish to take your life in.”

Kiyalie Kemien, *class of 2022*

150+ ELECTIVES ON OFFER IN M1 YEAR

FINANCE, ECONOMICS

- Bayesian Decision Analysis
- Inside Venture Capital
- Financial Geography in Central and Eastern Europe
- International Banking
- Mergers & Acquisition and Due Diligence
- Project Finance
- ...

INTERNATIONAL BUSINESS

- Business Strategy for the Digital Age
- Comparative Politics of Latin America
- Euro-American Comparative Politics
- Geopolitics of the Arctic
- Understanding the Middle East: Economic and Strategic Fundamentals
- ...

HR, SOCIAL RESPONSIBILITY, SUSTAINABLE DEVELOPMENT

- Ethics and Sustainability
- Global Human Resources Management
- Introduction To 21st-Century Energy Challenges
- Intercultural Management & HR
- Leading Change: Winning Hearts and Minds
- ...

MARKETING

- International Marketing
- Marketing Models for Practical Decision Making and Consulting
- New Product Development
- Sports Marketing
- Wine Marketing
- ...

OTHER

- Debating
- Philosophy of Liberalism
- ...



YEAR TWO

FINETUNE AND MASTER

The second year will take you from management generalist to expert. With over 20 specializations to choose from, each will equip you with a gold-standard of knowledge and skills in order to enter your field of choice with ease.

SPECIALIZATIONS (ON HEC PARIS CAMPUS)

- International Finance
- Accounting & Financial Management
- Managerial & Financial Economics
- Quantitative Economics & Finance
- Marketing
- Strategic Management
- Sustainability & Social Innovation
- Data Science for Business (joint degree with Ecole Polytechnique)
- Entrepreneurship (joint degree with Ecole Polytechnique)

**For international specializations, see overleaf.*



STUDY ABROAD

GAIN PERSPECTIVE AND ENRICH

We offer a portfolio of 20+ international double degrees and studying opportunities, each equipping you with ironclad global management skills, an acute intercultural sensitivity, and know-how in a complimentary discipline.

DOUBLE DEGREES

IN MANAGEMENT:

- M2M HEC-FGV, São Paulo
- M2M HEC-HKUST, Hong Kong
- M2M HEC-YALE, Connecticut
- Master in Management & Innovation HEC-TUM, Munich
- China: Tsinghua University, Beijing (SEM Master)
- Italy: Università Bocconi, Milan (access to 4 MSc programs)
- Japan: Keio University, Tokyo (Master in Economics)
- Spain: ESADE, Barcelona (access to 4 MSc programs)
- Switzerland: Universität St. Gallen (access to 4 MSc programs)
- Singapore: National University of Singapore NUS Business School (Master of Science in Management, Master of Science in Business Analytics)
- USA: MIT - Sloan School of Management, Cambridge (Master of Business Analytics, Master of Finance, Master of Science in Management Studies)
- USA: UC-Berkeley - Haas Business School (Master in Financial Engineering)
- ...

IN PUBLIC AFFAIRS:

- Master in Management & Public Affairs HEC-FU Berlin
- Russia: The MPA double degree in International Relations HEC Paris / MGIMO
- USA: The MPA double degree in Public Policy HEC Paris / Georgetown University

IN LAW:

- USA: The MBL double degree HEC Paris / LLM of Georgetown University Law Center

HEC-CEMS MASTER IN INTERNATIONAL MANAGEMENT

Founded in 1988, CEMS is a global alliance between 30 world-class schools, 70 world-renowned corporate partners and 7 NGOs.


How does it work?

After your M1 year at HEC, you can spend one semester at HEC Paris and the other in a fellow CEMS member school. The joint degree equips you with a unique, horizon-broadening training in business and an acute intercultural sensitivity.

CERTIFICATES

HEC Paris Certificates are integrative courses that offer over 100 contact hours on real business projects and field work. Top experts from the professional world are deeply involved in shaping and managing the program, providing you with a deeper insight into how successful businesses are run.

DATA FOR MANAGEMENT


 **NATIXIS** today's world, understanding **BEYOND BANKING** data is essential for all kinds of managers. In partnership with Ecole Polytechnique, the Data for Management certificate provides you with the knowledge and tools you need to effectively harness data in your day-to-day.



DIGITAL TRANSFORMATION

Our new certificate in digital transformation aims at equipping the consultants and managers of the digital economy. Digital challenges are explored through immersion thanks to our close relationships with large leading companies, including key consulting companies.

ENGAGEMENT AND COMMITMENT TOWARDS SOCIETY INSPIRING EXCELLENCE

 Work on real business projects that effect the bottom line. The Excellence in Client Experience Certificate allows students the opportunity to solve real business-critical problems within one of LVMH's houses and deliver them as a team to a final jury.

DIGITAL ENTREPRENEURSHIP

This certificate focuses on the entrepreneurial opportunities that can be maximized through digital disruption. Thanks to the involvement of successful entrepreneurs, managers and companies, students will acquire a 360° vision of the digital sphere as they look at e-business through a disruptive lens.



MERGERS & ACQUISITIONS

HEC Paris's Mergers and Acquisitions Certificate offers an unprecedented level of knowledge through a multidisciplinary study of M&A. It equips students for their first jobs out of the gate, whether they work directly in the field, or are inevitably effected by M&A in their careers.



ENERGY & FINANCE

Energy plays a major role in today's world economy. Individuals working in this field have the potential to be powerful contributors to the current industrial revolution. The Energy and Finance Certificate will benefit students interested in the economics of energy, energy-related financial issues and climate change.



K E R I N G

LUXURY

HEC Paris and Kering combine their expertise within HEC's Luxury Certificate. Students will become familiar with the culture of luxury and the levels of creativity and innovation it demands. Experience real luxury-business life through seminars, workshops and consulting on a Kering brand case.

**GROUPE
RENAULT**

INCLUSIVE & SOCIAL BUSINESS



The Inclusive & Social Business Certificate inspires and trains the next generation of managers, aware of societal challenges and aspiring to be part of the solution, regardless of their professional activity.



CAREERS

99%
FOUND EMPLOYMENT
WITHIN 3 MONTHS

54%
WORK OUTSIDE
THEIR HOME COUNTRY*

66K
AVERAGE
STARTING SALARY

8%
LAUNCHED THEIR OWN
COMPANY

5
JOB FAIRS ON CAMPUS
EVERY YEAR

WHAT DO OUR GRADUATES DO?

GRADUATE JOB SECTORS

35% CONSULTING

26% FINANCIAL SERVICES

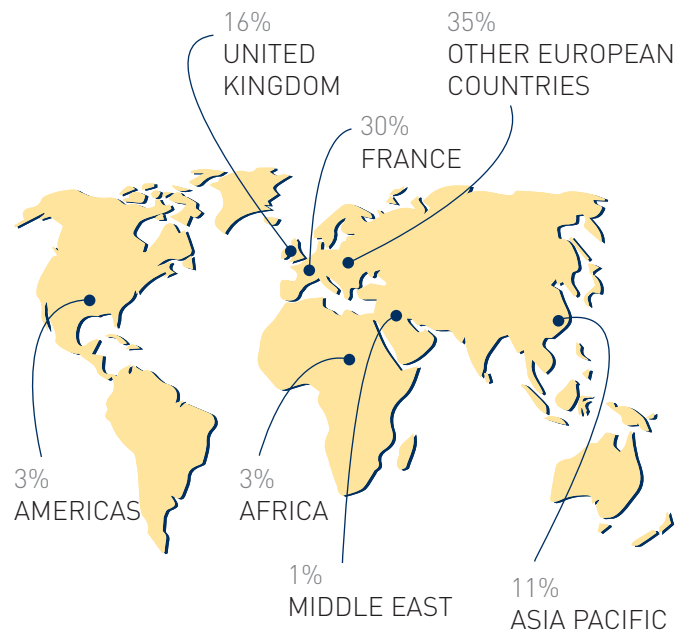
13% TECHNOLOGY

5% GOVERNMENT & NON-PROFIT

4% RETAIL (INCL. LUXURY)

17% OTHER

GRADUATE JOB LOCATIONS



“

The HEC Paris MiM is much more than an education in management. Academic professors and real-world practitioners put you in a challenging learning environment and prepare you for an intense career from day one”

Theresa Stadler, *class of 2020*

CAREER SERVICES

Fulfilling your professional ambitions is our primary concern. That's why our guidance spans far beyond the classroom, equipping you with invaluable business connections, practical expertise and personalized coaching sessions to make sure you enter your career with confidence.

KEY FIGURES

25,000 internships and permanent positions on offer

300 companies attend the annual career fairs and meetups

62,000+ alumni with access to world-class opportunities

100+ companies created by graduates every year

50% of graduates find their jobs via the school's career services

WORLD-CLASS INTERNSHIPS

We believe hands-on experience is a fundamental part of learning. Our 40+ market-leading corporate partners and hundreds of business connections offer our students a wide array of competitive internships every year.

PERSONALIZED CAREER COACHING

Whether you know exactly what path you want to take or are keeping your options open, our experienced careers advisors can help guide you in the right direction. Through in-depth CV workshops and our unique 3-step career development program, you will navigate life post-graduation with ease.

COUNTLESS CAREER FAIRS

With hundreds of companies setting foot on campus all year round, you will have innumerable opportunities to meet the businesses that pique your interest; whether it's for an internship interview, a job post-graduation, or a simple LinkedIn connection.



CAMPUS LIFE

HEC Paris has **one of the largest campuses in Europe**. Our academic, leisure and sports facilities offer students and staff the holistic life you would expect from a world-class institution. Our location and setting also offer the perfect balance between the rural and urban worlds.

The 340-acre wooded campus is not only close to Paris and Versailles by train, but also a short drive to La Défense, the biggest business district in Europe where many multinational companies have set up their headquarters.

CLUBS AND ASSOCIATIONS

We consider **on-campus community** and **associative life** to be one of the cornerstones of education. In many ways, it is an extension of the classroom experience.

It will encourage you to develop a sense of responsibility, as well as to nurture a bold and creative mind. There are as many **clubs** and **associations** as there are nationalities on our campus; well over 100. The diversity and vibrancy of our clubs are truly astonishing, covering sports, culture, environmental activities, advocacy politics, and public affairs, as well as many different student populations.

KEY FACTS

340 acres

2,000 students living on campus

111 nationalities represented

1,500 rooms

130 clubs and associations

6 restaurant, cafe & bars





SPORTS AND FITNESS

We provide excellent on-campus indoor and outdoor sporting facilities.

These include:

- **A multipurpose gym (1600 m²)**, an indoor mountain climbing wall, a weight training room, a fitness/cardio-training room and facilities for aerobics, boxing and martial arts.
- **10,000 m² of outdoor fields** including tennis courts, an athletics track, three grass rugby/football fields, one all-weather football field, and one street basketball/football court.
- **Many sporting events** throughout the year, including men and women Fight Club tournaments, national students rugby championships, the HEC Paris tennis clay court competition held at Monte Carlo and the Jump HEC Horse Show.



FACILITIES

Featuring cutting-edge interactive learning spaces, our facilities have been specifically designed to enhance project-based learning and group work. You will also have a diverse array of services at your disposal; you can perfect your French at the Language Resource Centre, or even embark on a personalized career development program at the Careers Centre.

24/7 state-of-the-art library

In 2017, HEC Paris became only the second educational institution in France to open its state-of-the-art library seven days a week, 24 hours a day. It provides readers both on and off campus access to over 80 databases covering all the disciplines taught at HEC as well as 10,000 different journals, magazines and academic reviews.

On-site, you can consult and borrow course books, professional theses or works of general culture from over 50,000 documents. The space provides enough seating for 250 people, with 20 network computers, one creative workshop room, one lab, one video conference room and three study rooms allocated to group work.

Lifestyle

The campus hosts six restaurants and bars for students and staff alike. Our facilities are surrounded by the lush beauty of its woods, two lakes and numerous sporting fields. There is also a printing shop, health clinic, and ecumenical center.

HOW TO APPLY



YOU CAN APPLY ONLINE AT:
hec.edu/applytomasters/

Depending on the program, documents to be uploaded before the application deadline may include:

- Degree certificate(s) or current enrollment certificate
- All official academic transcripts obtained in a higher education institution (exchange programs included) with official GPA
- Résumé (CV)
- GMAT or GRE or TAGE MAGE official test score report (except SASI and Entrepreneur)
- English language proficiency test score report (TOEFL or TOEIC or IELTS or Cambridge)
- Two completed online reference forms (at least one should be filled out by a professor)
- Passport-style photo
- Non-refundable application fee of €110.

Please note that the application process, deadlines and requirements vary from program to program. For more information, please see the admissions page of the program you are interested in at www.hec.edu.



CONTACT US

Please feel free to send us an email at:
admissionsmasters@hec.fr

Chat with our current students here:
www.hec.edu/en/chat-our-students



Federal Student Aid

An OFFICE of the U.S. DEPARTMENT of EDUCATION

Use the Free Application for Federal Student Aid (FAFSA®) form to apply for financial aid for college or graduate school.



Please note that the information provided in this brochure is correct at the time of going to print but is subject to change from year to year.

ALUMNI

POWERFUL ALUMNI NETWORK

The HEC alumni network is ranked among the most powerful in the world. With **62,000+ graduates** across the globe, the community serves as an invaluable career tool, providing you with all-important business connections and networking events.

From management positions in big global businesses and NGOs, to start-ups born at the HEC incubator, and even roles in academia, the political world and public sector, our graduates have a sweeping presence across industries and functions.

THE PATHS OF OUR GRADUATES



“

After graduating from HEC, Nour pursued the path of using business for good. As a strategy consultant at Boston Consulting Group with a focus on social impact, she has worked extensively with the social and private sectors to help them move towards fairer and more sustainable business practices. Passionate about the sustainable start-up ecosystem, she founded a sustainable leather goods brand – *Metropolitans Paris* – and is an angel investor with a focus on sustainability and Green Tech.”

Nour Mejri

Strategy Consultant at Boston Consulting Group
Class of 2017



“

A three-time entrepreneur, Ning Li is a leading figurehead in the creation of digital-first brands. After founding and exiting from his first company *Myfab.com*, he co-founded *Made.com*: an e-commerce brand retailing high-end home designs at affordable prices, employing 650 people with revenues of half a billion dollars a year. In 2019, he launched his third company, *Typology*, offering highly-natural, vegan skincare products through a 100% digital channel.”

Ning Li

Founder of *Typology* and *Made.com*
Class of 2006

INFORMATION AND APPLICATION:

<https://www.hec.edu/en/master-s-programs>

CONNECT WITH OUR TEAM:

admissionsmasters@hec.fr

SOCIAL NETWORKS:

 twitter.com/hecparismasters

 www.linkedin.com/company/hec-paris-master's-programs

 www.facebook.com/HECParis

 [@hecparis_masters](https://www.instagram.com/hecparis_masters)

HEC PARIS PROGRAM PORTFOLIO:

- Grande École Master's Programs:
 - Master in Management (MiM), Master in Management & Public Affairs (MPA),
 - Master in Management & Business Law (MBL)
- One year MSc/MS programs
- M2M programs
- MBA Program
- PhD Program
- Executive Education Programs: TRIUM Global Executive MBA, Executive MBA, Executive Masters Programs, Open-Enrollment Programs, Custom Programs and Coaching
- Summer School Programs / Youth Leadership