



MIP

POLITECNICO DI MILANO
GRADUATE SCHOOL OF BUSINESS

INTERNATIONAL FULL TIME MBA

IN PARTNERSHIP WITH







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MBA DIRECTOR'S WELCOME

Welcome to the **International Full Time MBA program** of MIP Politecnico di Milano Graduate School of Business. The program is addressed to candidates who wish to increase their ability to face the challenges of global competition, to interpret and anticipate major changes in their business environment, and to address cross-functional, multi-dimensional and complex problems – essential skills for successful managers and entrepreneurs nowadays.

Candidates will have the opportunity to interact with a **mixed faculty composed of professors, managers, consultants and industry experts**, in a stimulating and multicultural environment.

I am convinced that the International Full Time MBA, with a strong emphasis on interdisciplinarity and in close connection with partner companies, will contribute to both the professional and personal growth of participants.

Prof. Massimiliano Guerini

INTERNATIONAL MBA AT A GLANCE



Format: Full-Time



Profile: Graduates from any discipline with minimum 3 years of work experience



Length: 12 months



Intake: September



Language: English



Campus: Milan, Italy - Access to Milan, Italy's business hub, financial capital and the world's design destination



Exchange Programs: With prestigious and internationally accredited and recognized Business Schools abroad



International Business Community:
Full Immersion in company projects and with World-class faculty composed of professors, managers, consultants and industry experts



Dedicated Career Service:
An average of 100% Placement within 8 months of graduation

A PROGRAM RESPONDING TO TODAY'S BUSINESS NEEDS

- > Designed to train the '**manager of the future**' capable of addressing cross functional, multi-dimensional and complex problems
- > Focus on new and **emerging** technologies in management
- > **Unique Training Formula:** Technological Know-how combined with managerial skills
- > 4 Fundamental Elements: **Analytical approach** to problem solving, **innovation & futuristic technology**, balance of **hard and soft skills**, close collaboration with **companies**
- > **Diversified Teaching Methodology:** Digital learning, interactive lessons, business cases, group activities, business seminars by companies, outdoor training, assessment center, business games and business plan, Specializations
- > **Small class size** with an optimal teacher-student ratio and effective peer to peer learning
- > Opportunity to learn the **Italian language** during the program

ITALY, A PLACE TO LIVE, LOVE, EAT AND ... LEARN



Have you ever thought about moving to a country where everything is just around the corner?

Where the most beautiful ski slopes and the most amazing coastal resorts are just a few miles away?

Where you can be surrounded by History and Art on a daily basis?

Italy's synthesis of past and present excellence, and its increasing multicultural environment make it the perfect location for international students: a cosmopolitan cultural centre that ranks among the 8 most industrialized countries in the world.

Together with leading state-owned and private companies, Italy has exceptionally vital networks of small and medium-sized companies, promotes many scientific parks and funds both basic and applied research in a variety of fields, such as biology, ITC, medicine or physics.



MILAN THE ECONOMIC HEART OF ITALY AND THE DESIGN CAPITAL OF THE WORLD

Living and studying in Milan allows you to have easy access to an international business community, to its rich entrepreneurial network and to the opportunities offered by the wide variety of sectors present in the territory.

Home to 400 banks and to all the major industrial companies, it's also a world-renowned international center for the design and fashion industry.

It is a modern, dynamic city, backdrop to the most relevant international events, shows and exhibitions.

Benefitting from an efficient infrastructure system and with its well-developed road, railway and airport connections, Milan is a major tourist destination and a pole of attraction for talents from all over the world. Milan is the capital of Lombardy, a region rightly dubbed the Locomotive of Italy, which is at the heart of a manufacturing system that generates 21% of Italy's GDP and alone ranks impressively 6th in terms of GDP per capita among European countries.

POLITECNICO DI MILANO



Politecnico di Milano is one of the most outstanding universities in the world, **ranked 20th in the World, 7th in Europe, and 1st in Italy** according to **QS World University Ranking by Subject 2020 - Engineering & Technology**. Founded in 1863, it is the largest school of Architecture, Design and Engineering in Italy, with 2 main campuses located in Milan, heart of fashion and design industries, and 5 campuses based around the Lombardy region, one of the most industrialized areas of Europe. Many important scientists and architects studied and taught here; among them Achille Castiglioni, Gio Ponti, Renzo Piano and Aldo Rossi - both Pritzker Prize in 1990 and 1998 respectively - and Giulio Natta, who was awarded the Nobel Prize in Chemistry in 1963.

Politecnico di Milano is organized into 12 Departments, responsible for planning of the research strategies, and 4 Schools, responsible for the organization of education, 2 of them covering the fields of Engineering, 1 focused on Architecture, Urban Planning and Construction Engineering, and 1 School devoted to Design.

Thanks to a strong **internationalization policy**, several **study programmes are taught entirely in English**, attracting an ever-increasing number of talented international students, now forming a diverse community from more than 100 countries.

Inter and multidisciplinary approaches are fostered throughout the academic career, in particular at the PhD School and the ASP (Alta Scuola Politecnica), a school for young talents from all over the world, who develop their skills in a team work context to pursue complex innovation projects. **Teaching is closely related to research**, a key commitment that enables to achieve results of high international standards, while creating connections with the business world.

Strategic research is carried out mainly in the fields of energy, transport, planning, management, design, mathematics and natural and applied sciences, ICT, built environment, cultural heritage, with more than 250 laboratories, including a Wind Tunnel (unique in the world for configuration and features), a Crash Test Centre, PoliFAB (the University's lab for micro and nano production) and PoliFactory, a laboratory where new design processes are developed.



MIP POLITECNICO DI MILANO

Created in **1979** as “Master in Ingegneria della Produzione” (Master in Production Engineering), and transformed in 1986 in a Consortium between Politecnico di Milano and many Italian institutions and several leading public and private industrial groups - mostly large multinational corporations – today, MIP is a non-for-profit Consortium Limited Company. For more than 40 years, the School has been attracting graduates interested in a managerial career in business or in public administration, together with companies wishing to enhance their organisation and strategies.

MIP offers more than **35 Masters** each year, including MBAs and Executive MBAs, a catalogue of more than **200 Open programmes** for executive profiles and various **customised training courses for companies**, covering a variety of topics. MIP and the Department of Management, Economics and Industrial Engineering together make up the **School of Management** of Politecnico di Milano, which is involved in all the many aspects surrounding research and education in the fields of management, economics and industrial engineering.

MIP SHAREHOLDERS



QUALITY AWARDS

ACCREDITATIONS



RANKINGS



The School works every day to **maximise its positive impact on society**.

For this reason, MIP is **the only Business School in Europe among B Corp certified companies**, a recognition given to enterprises which are characterised by their commitment to sustainable development and to building a more inclusive society.

Moreover, over the years, the school has been increasingly recognised for the excellence of its programmes. Today, they feature in **all the major global rankings**, including FT, QS, Bloomberg Business Week, The Economist, America Economy, Expansion, EdUniversal and CEOMagazine. The School is the first Italian educational institution to have received **EOCCS-EFMD Online Course Certification accreditation** for digital learning courses and it's part of the 1% of the top business schools accredited by the **EQUIS-EFMD Quality Improvement System**.

Its MBA and EMBA programs have long since achieved the quality standards of excellence, as defined by **AMBA - the Association of MBAs**, which accredits less than 5% of business schools worldwide. Moreover, the School is accredited by **ASFOR**, an Italian body that has certified the best of management programmes since 1971.

WHY AN MBA AT MIP

The MBA and Executive MBA programs at MIP Politecnico di Milano aim to accelerate the professional growth of managers and entrepreneurs through a flexible and personalised path that prepares them to be engines of innovation and transformation by capitalising on the Politecnico's ecosystem of relationships.

> For professional growth

To impart decision-making, innovation and leadership skills, our MBA and Executive MBA programs offer two routes for personal and professional training:

- > The **Career Development Program** redesigned to develop the students' professional skills enabling an independent and responsible management of their career path with individual and group activities chosen by the participant based on his/her professional aspirations.
- > The **Leadership Development Program** to enhance the **personal leadership skills** of students so that they can combine hard skills with advanced soft skills like effective communication, management of multicultural teams, effective styles of leadership and the management of group dynamics.

> For a network of managers and entrepreneurs

Our MBA and Executive MBA programs aim to train managers with skills geared towards change management and innovation as today's businesses need leaders with cross-functional expertise and flexibility. The programs offer the possibility to carry out an **innovation or entrepreneurial project**, with the supervision and guidance of a mentor from our faculty. It also allows access to the services and network of **POLIHUB** (the Politecnico di Milano's incubator) which has been ranked and in the TOP 5 in the world by UBI Global.

> For personalization and flexibility

Since 2014, in-class lessons have been complemented by multimedia content delivered on our innovative **digital learning platform**, developed ad hoc by MIP in collaboration with Microsoft. From 2019, our students' **digital learning experience** has been enriched further by the arrival of **FLEXA**, the innovative digital personalized learning platform dedicated to students, alumni and professionals in the world of business to identify an educational path tailored to its users, prioritizing the most relevant content to bridge skills gaps and achieve professional goals.





FLEXA

This revolutionary digital mentor uses Microsoft's Artificial Intelligence tools and the Azure cloud system to individualize an educational path for its users. Thanks to an analysis of each user's profile, FLEXA is able to identify the specific skills - hard, soft and digital - which they need to acquire in order to bridge the gap between their present skill set and that required for the attainment of their desired career goal; this is achieved through the use of effective management content designed to help users grow; its quality is guaranteed, as all materials come from certified sources.

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FLEXA
KNOWLEDGE. AMPLIFIED

> For the leaders of change, innovation and transformation

With the growing impact of the fourth industrial revolution, companies need managers who are business innovators updated on new technologies and capable of managing the processes of innovation and transformation. To train the leaders of change, our MBA and Executive MBA programs have been updated with the possibilities for personalization and specialization allowing candidates to focus on increasingly important areas like Industry 4.0, Big Data, Business Analytics, Bio-Marketing, Luxury and Design and Circular Economy.

> For quality and the Politecnico ecosystem

More than 95% of our students judge that the **quality of the teaching** and the Faculty's contribution to their learning process has exceeded their expectations, and this figure has been growing constantly over the last 7 years. The quality of education is guaranteed by relying on the outstanding research of Politecnico di Milano. Our students become part of a mega ecosystem gaining access to the numerous consortia and centres of competence of the Politecnico, like Fondazione Politecnico, Polidesign, Poliedra, POLIHUB (Innovation District & Incubator Accelerator), the famous Wind Tunnel, the Internet of Things laboratory and the Pheel laboratory for Bio-Marketing and 3D Printing.

CLASS PROFILE

CELEBRATE DIVERSITY...

The International MBA class is composed of 17 different nationalities with candidates coming from different academic, professional and cultural backgrounds.

60%

International
Students

40%

National
Students

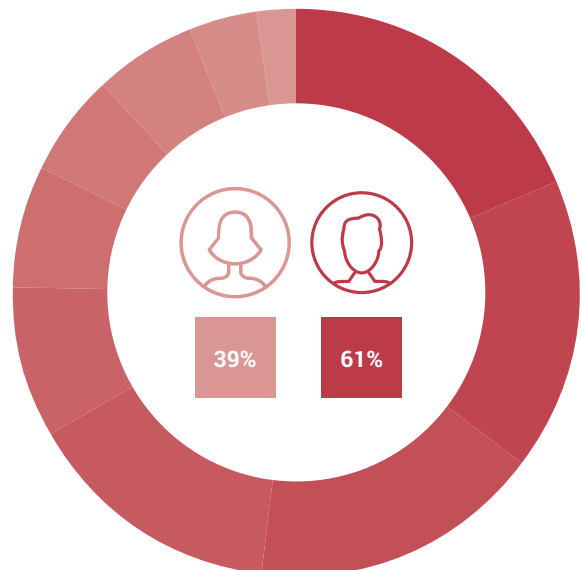
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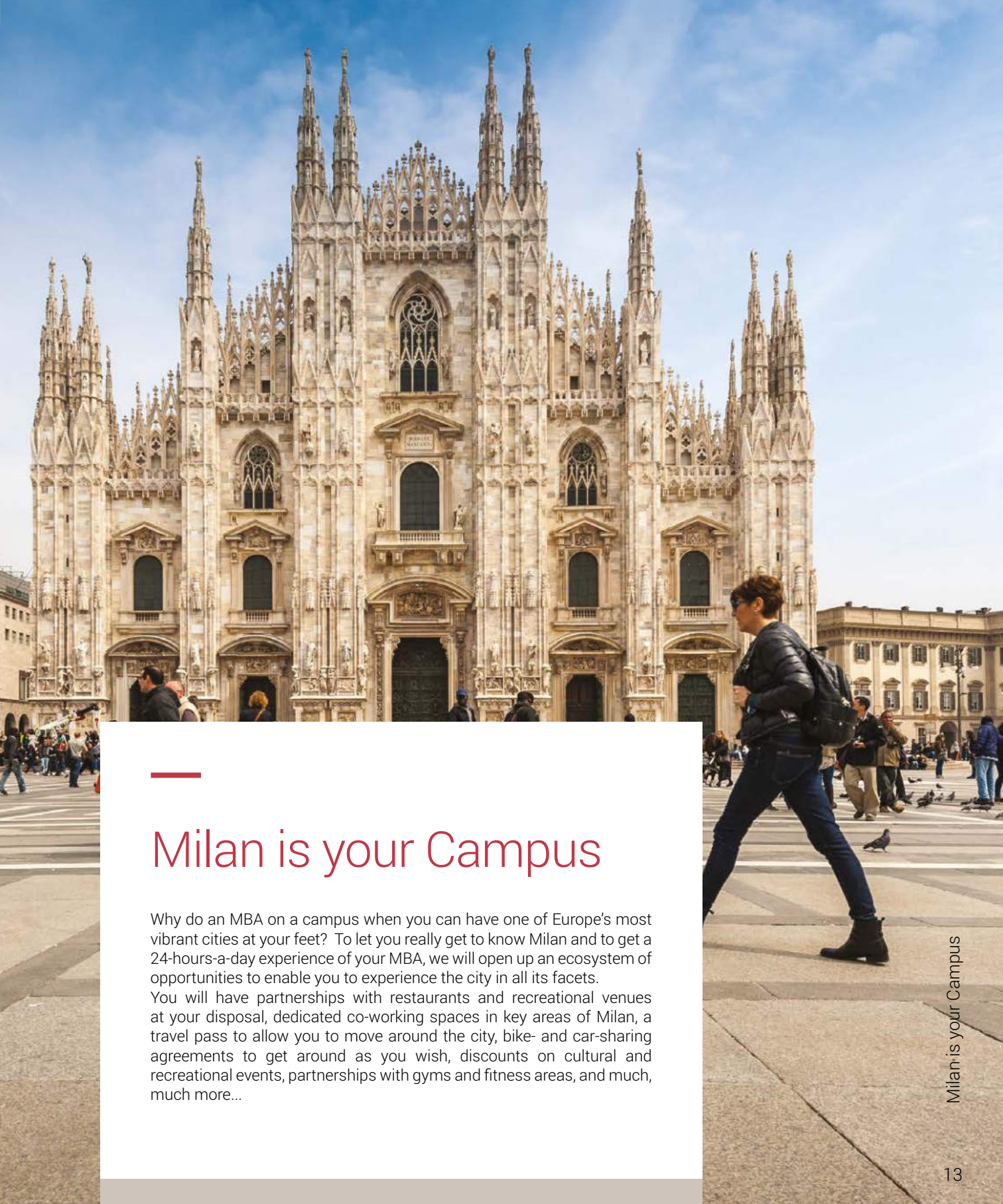
Nations
Represented

6

Years Average
Work Experience

WORK SECTORS





Milan is your Campus

Why do an MBA on a campus when you can have one of Europe's most vibrant cities at your feet? To let you really get to know Milan and to get a 24-hours-a-day experience of your MBA, we will open up an ecosystem of opportunities to enable you to experience the city in all its facets.

You will have partnerships with restaurants and recreational venues at your disposal, dedicated co-working spaces in key areas of Milan, a travel pass to allow you to move around the city, bike- and car-sharing agreements to get around as you wish, discounts on cultural and recreational events, partnerships with gyms and fitness areas, and much, much more...



THE PILLARS

The general management core courses have the objective of taking a broader look, with professors and business managers, at the fundamental disciplines of management and of providing participants with a holistic view of the organization and its processes.

Before the second pillar students will be provided with mandatory pre-courses on Case methods and Business Ethics.

-
- **FIRST PILLAR - Analyzing the business and the context**
develop the tools for understanding the basics of an organization and analyze its results in the light of the context in which it operates. During the first Pillar students are allowed to attend classes from remote or on campus.
 - **SECOND PILLAR - Managing business activities and processes**
know how the main processes and functions of an organization operate and what are the keys to success. Starting from the second pillar, students will have to be at MIP in order to benefit from experiential activities.
 - **THIRD PILLAR - Planning innovation and transformation**
understanding how companies and new ventures can plan and manage business transformation and innovation.
 - **FOURTH PILLAR - Realizing innovation and transformation**
understand how companies and new ventures can dynamically implement corporate transformation and innovation activities.

ON THE CLOUD OR ON THE CAMPUS

This is a campus that does not limit itself to the city of Milan but extends all the way to the Cloud.

For an innovative vision of learning, aimed at guaranteeing the maximum possible flexibility and viability and at allowing each student to find the perfect venue for optimizing their own learning, for the first pillar you can attend lessons from wherever you are.

For the second and the third pillars, some of the lessons will be offered via streaming and students can decide at their own discretion whether to come to the campus for a face-to-face lesson, follow it from home, in a co-working space or wherever else they like. Thanks to our innovative digital learning platform, all this ensures an optimal and all-encompassing classroom experience and interaction with colleagues.

The fourth pillar and the specializations will be on campus, enabling the application of the concepts learned on the courses with companies and through personal, direct connections, applying them during the bootcamp activities.

EXPERIENTIAL LEARNING

A quarter of the Master's activities will take place in experiential mode, to learn from change experts and to apply in a practical and immediate way the concepts learned, having a continuous and sustained experience. Experiential learning comprises various activities, all chosen and completely customized by the student, such as participation in international challenges, business games and simulations, organizational check-up projects for specific sectors or companies, social innovation projects, company visits, company speeches, webinars, etc.



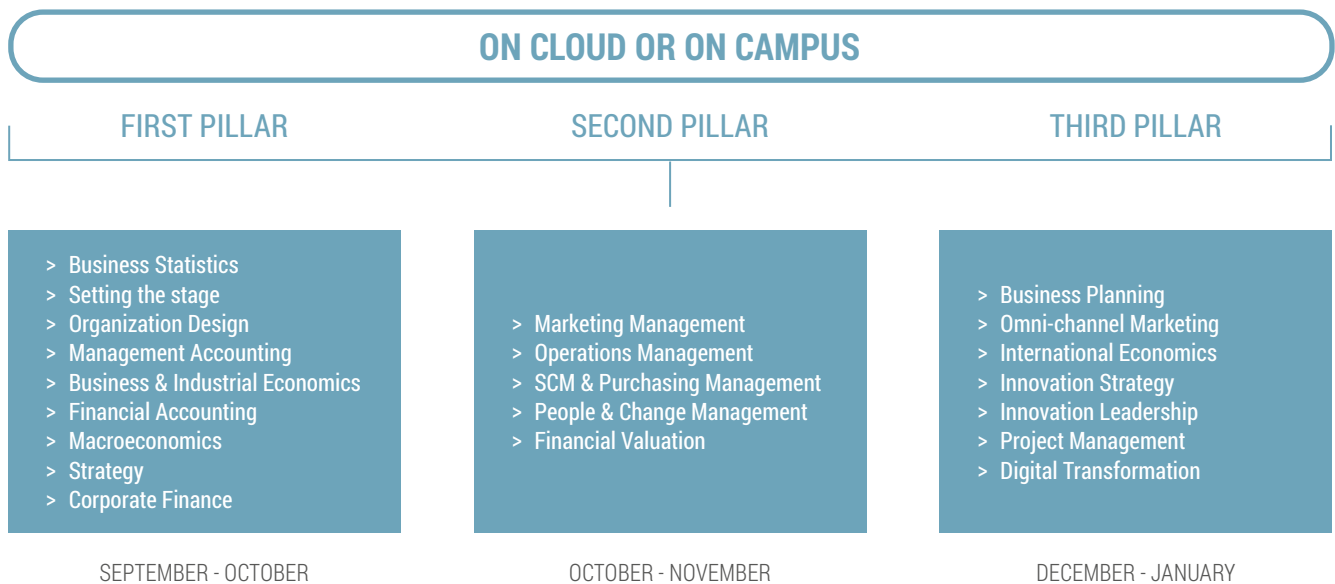
PROGRAM OVERVIEW

TO OPTIMIZE YOUR TIME

The program is structured in a six-phase timeline starting from management basics and completing with the final project work.



PROGRAM STRUCTURE



EXPERIENTIAL GYM

PRACTICE IN LEADERSHIP AND CAREER IN ACTION

(CAREER WORKSHOPS, MOCK-UP INTERVIEWS, NETWORKING WITH EMPLOYERS, RECRUITING EVENTS, PROJECT WORK)



BOOTCAMPS

FOURTH PILLAR

SPECIALIZATIONS

- > Lean Start-up
- > Design Thinking

FEBRUARY

- > Entrepreneurship, Innovation & Start-up Development
- > Luxury & Design Management
- > Digital Transformation & Big Data
- > Sustainable & Global Management

- > International Experiences

FEBRUARY - APRIL

PROJECT WORK

MAY - JULY



AREAS OF SPECIALIZATION

Students will be required to choose at least 5 bootcamp activities. There are 4 possible areas of specialization for your diploma:

Entrepreneurship, Innovation & Startup Development

(in partnership with PoliHub and in collaboration with Microsoft and Plug&Play)

- > Entrepreneurial strategy
- > Entrepreneurial exploration: Silicon Valley Experience
- > Entrepreneurial innovation and implementation: a week at PoliHub

Digital Transformation & Big Data

(in partnership with IBM and Unicredit)

- > Digital Transformation: Strategy, Governance and Business Models
- > The main pillars of B2C eCommerce
- > Big Data & Artificial Intelligence

Luxury & Design Management

(in partnership with OTB)

- > Building the Value Chain (Branding, Designing, Manufacturing, Distributing)
- > Going to the luxury market
- > Study-tour in the heart of the luxury world

Global and Sustainable Management

(in partnership with Luxottica and Electrolux)

- > Global Management
- > Industry 4.0
- > Sustainability & Circular Economy
- > Biomarketing
- > Soft Skills



PROJECT WORK

YOUR REAL BATTLE FIELD

During the PW you will have the opportunity to:

- > **Apply the skills and knowledge acquired during the classes, in-class activities and assignments**
- > **Work as an individual or as a team on a real business or research project**
- > **Develop your MBA Report, present the outcomes of your Project Work in front of an exam committee**

As a MBA candidate, you will have the opportunity to develop your Project Work as a:

- > **In-company Internship**
- > **Consulting Project**
- > **Academic Research**
- > **Business Plan**

As an in-company internship and consulting project, you will work full-time on the task project assigned by the companies, helping them to solve a particular business problem. As a Research Project, you will have the opportunity to work with a professor of our Faculty on an innovative academic research. As a Business Plan, you will have the opportunity to present your business idea and develop it with the support of a Tutor selected by the school.

PROJECT WORK SECTORS 7% OUTSIDE ITALY



Start Up Project/
Research Project
12%



Consumer
Packaged Goods
12%



Consulting
12%



Financial Services
7%



Healthcare
9%



Non Profit
5%



Manufacturing/Automotive
16%



Real Estate
3%



Retail
11%



Technology
13%

Bootcamp@MIP:

an excellent opportunity for connecting professionals, gathering ideas and developing strategies related to digital evolution.

Luxottica's Corporate HR Talent Acquisition & Employer Branding team has decided to invest in new talents and innovative ideas, opening the door to a true Digital Community which offers opportunities for growth.

The "Bootcamp @ MIP" allowed students to come face-to-face with Luxottica by developing business projects on two key themes. The first topic on **Product Development** was kicked off by the question: **how can Luxottica maximise its ability to predict the popularity of a new collection before its launch?** The students had five days to tackle the challenge

set by **Federico Buffa**, Style & Product Development and R&D Director, and to devise some "out of the box" solutions. Next it was the turn of **Marina Viganò**, MyLuxottica.com Project Director, to launch the challenge on the second topic, that of Store Design, devised with the help of **Paolo Pezzutto**, Commercial Services & Strategy Director. The students submitted projects to find solutions to the question: how to create a new optical Concept Store that allows the consumer to have a 360° wellness experience, also with the use of technology?

INTERNATIONAL EXCHANGES

TO LIVE A REAL INTERNATIONAL EXPERIENCE

Participants in the **International Full Time MBA** course are given the opportunity to study abroad by taking part in some courses offered by the partner business schools. This provides a deeper understanding of international markets and the possibility to interact with students of a wider range of cultural and educational backgrounds, coming also from partner business schools. There are different programs available to students, to suit a range of requirements.

Our Exchange Partners*:

Asia:

- > **Lingnan University College** (Guangzhou, China)
- > **School of Economics and Management**
Beihang University (Beijing, China)
- > **School of Management and Economics - University of Electronic Science and Technology** (Chengdu, China)
- > **Shanghai University of Finance & Economics** (Shanghai, China)
- > **XJTU - School of Management, Xi'an Jiaotong University** (Xi'an, China)
- > **IIM Indian Institute of Management** (Lucknow, India)
- > **School of Inspired Leadership** (Gurgaon, India)

Europe:

- > **Audencia** (Nantes, France)
- > **EM Lyon Business School** (Lyon, France)
- > **IAE - Aix-Marseille Graduate School of Management** (Aix-en-Provence, France)
- > **IESEG** (Lille, France)
- > **Lomonosov MSUBS** (Moscow, Russia)
- > **Nyenrode Business University** (Breukelen, Netherlands)
- > **University of Brighton** (Brighton, UK)

Latin America:

- > **IPADE Business School** (Mexico City, Mexico)
- > **Universidad de Montevideo** (Montevideo, Uruguay)

North America:

- Dual Degree Program
- > **MIT Center for Transportation and Logistics** (Boston, USA)

Oceania:

- > **Macquarie Graduate School of Management (MGSM)** (Australia)

**The possibility to access international exchanges will depend on travel restrictions and may be subject to changes.*



DUAL DEGREE PROGRAM - MIT, BOSTON

The **dual degree program** makes it possible to undertake studies in **two schools in two different countries** and enjoy all that both cultures have to offer, not to mention gain exposure to two ways of doing business and two different networks of professionals. Upon completion, participants are awarded a degree from both institutions: **Master of Business Administration (MBA) from MIP and Master in Supply Chain Management and Logistics from MIT Center for Transportation and Logistics.**



Kishore Adiraju - India Supply Chain Continuous Improvement Manager at Niagara Bottling USA International MBA - Class of 2015

The Dual Degree option has been a perfect blend of business and analytical education, and a great chance to build a global network. The experience has been just amazing!



THE SILICON VALLEY EXPERIENCE

During the MBA program students will have the opportunity to experience an intensive **one-week study tour**.

The purpose of the trip is to **expose students to the Silicon Valley ecosystem** and deepen their understanding of entrepreneurship and other hot topics. Students will visit **startups, large corporations, venture capital firms, and incubators** to gain a broader perspective on the process of taking an idea to the market and scaling a company.

Whether you want to launch your own venture or add entrepreneurial thinking to your toolkit, the **Silicon Valley Week** in the MBA Program will give you completely new ways of thinking about entrepreneurship, networks and innovation.



Nicola Draghi - Italy

**Pathways Operations Manager at Amazon
International MBA - Class of 2017**

The Silicon Valley experience was the greatest week of my MBA and, for sure, one of the best experiences of my life! We visited huge companies like Google and IBM but also the greatest start-ups and incubators on the planet like the Plug and Play Tech Center. We also visited Stanford University and the SLAC national accelerator, a real touch of science and innovation!

The best lesson learnt? The fact that in Silicon Valley nothing is as easy as it seems, competition is fierce, and commitment is essential! Thanks to MIP, we participated in many networking events, exchanging ideas, opinions and contacts, and establishing strong connections with leaders and companies for present and future opportunities.



CAREER DEVELOPMENT SERVICES

TO LEARN HOW TO NAVIGATE YOUR PROFESSIONAL PATH

MIP Career Development Center offers International Full Time MBA students highly customised services with the objective of developing the necessary skills and tools to succeed in today's complex and competitive global job market.



Download the
Career Statistics

MIP CAREER DEVELOPMENT CENTER IS THE REFERENCE FOR THREE MAIN AREAS

CAREER MANAGEMENT

Activities, interviews and tools to help building a personal and professional brand as well as an effective career strategy.

NETWORKING WITH COMPANIES

Meetings and events to establish and develop valuable contacts with the company network.

CAREER WORKSHOP

Career Workshops to improve a set of soft skills useful to face the new challenges in the professional life.



CAREER COUNSELLING 4.0 WITH A HUMAN TOUCH

MIP Career Development Center is the first one to adopt the dialogic model for Career Counselling, conciliating the diagnostic and the educational approaches and founded on the joint responsibility between the consultant and the user. Our team of Career Consultants have completed a specific training to define the methodology and develop the skills necessary for the dialogic Career Counselling.

In line with this model, our team of Career Consultants design a Career Development Program integrated in the Master calendar with the objective of developing professional skills. Each candidate follow a highly customised development program, co-creating a personalised career action plan with his/her Career Consultant.

The long-term and ambitious goal of MIP Career Development Program is to transform our MBA candidates into Career Leaders, by developing their professional skills and enabling them to manage their career plan and pursue their professional goals.

At MIP, the Career Development Program is empowered by new digital tools for a "Career counselling 4.0". For example, the self-profiling and skills assessment on **FLEXA** are key moments in the candidate professional development path.

Even more importantly, the digital counselling is balanced with one-to-one meetings with the Career Consultants, to guarantee **full integration and continuity** of the career development program.



"At the Career Development Center, our main goal is to train tomorrow's "Career Leader". The Career Development program, which we designed exclusively for FT MBA students, has the objective of developing the competences they need to manage their career plan and pursue their professional goals. Also, they acquire key skills to succeed in a complex and ever-changing job market."

Career Development Center Team



PLACEMENT OVERVIEW

A SNAPSHOT OF YOUR POST MBA JOURNEY

PLACEMENT

Right from the start of the MBA program and even after graduation, the Career Development Center offers personalized guidance and advice to help chart out a clear and rewarding career path.

A number of activities in collaboration with companies are carried out throughout the program and this ensures exposure to our extensive company network. Statistics show us that our graduates have been able to secure their job offers even before graduation.

CAREER TRANSFORMATION

With the personalized assistance provided by the Career Development Center, the faculty, the peers and the alumni network, MBA candidates have been able to grow in their existing role and company to higher managerial positions or change their career path completely by changing their sector, function, role and geographical location.

Global Companies searching for talents!

AMAZON:

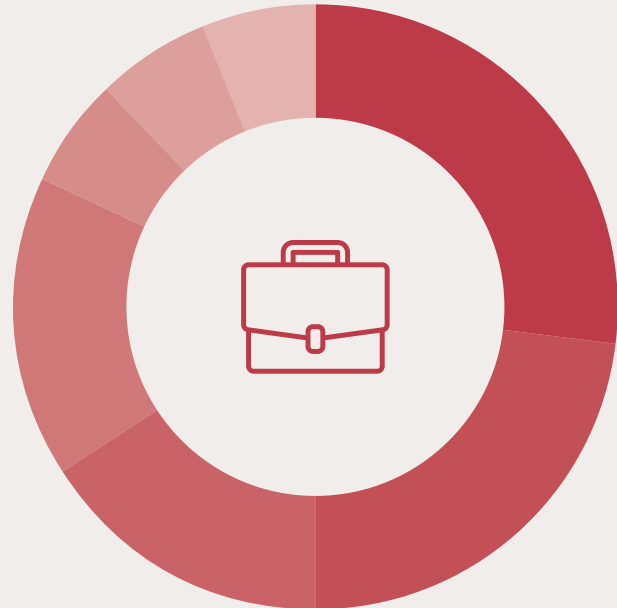
At Amazon, we look for outstanding talent that show bias for action, are customer obsessed and always insist on the highest standards. These are only three of our Leadership Principles that we tend to see in MIP students who have joined us as successful Amazonians in the past. We are looking forward to have more MIP talent joining Amazon in the future!

ERNST & YOUNG:

We recognize that MIP has a very strong tradition in operations and we have recently had great success in recruiting people from MIP. We are very excited to bring more candidates and build a relationship with MIP.

EMPLOYMENT AREAS

27%	Supply Chain/Operations/Processing
23%	Marketing/ Sales
16%	Finance
16%	Strategy/Planning/Business Process
6%	Product Development
6%	R&D/Engineering
6%	Consulting



SOME OF MBA PARTNER COMPANIES

FUNDING YOUR STUDY AND OFFERING FUTURE OPPORTUNITIES



INTERNATIONAL STUDENTS OFFICE

The International Students Office (ISO) is dedicated to assisting students in a variety of non-academic matters. The office's main function is to provide international students with guidance and information, to make the task of settling into life at MIP and in Milan easy.

They will assist you with e-mail personalized guidance as well as several information documents, an Enrollment Documents handbook, a Pre-Departure handbook, the Essential Guide for International Students, and more.

ALUMNI COMMUNITY YOUR FUTURE BUDDIES

MIP has quite a long tradition in the management of relations with its Alumni Community, which counts to over 15,000 people to date. Since MIP is part of Politecnico di Milano School of Management (SoM), its Alumni Community has been recently merged with that consisting of all B.Sc/M.Sc./Ph.D. in Management Engineering to build the SoM alumni group which is also part of the larger Alumni Polimi.

MIP formed the **Alumni Relations Office** to manage relationships with MIP students and graduates, and invest increasingly in its community of Italian and international students and graduates. The aim of the **AlumniSoM Relations Office** is to develop educational, cultural and recreational initiatives of interest to its members, and to promote interaction between all the alumni belonging to the network, both in Italy and abroad.

In line with these objectives, the main initiatives include:



Evening Seminars



Networking events



Shared Interest Groups



Sports Clubs



ALUMNI TESTIMONIALS



Francesca Maggi - Italy

**Solution Consultant at Veeva Systems, Italy
International MBA - Class of 2020**

Our MBA has been a tough one, characterized by a lot of uncertainty and adjustments due to the impact of COVID-19. Personally, I had to deal with classes, two children and home schooling, while looking for a job. It was hard, but it also resembled what we live everyday as managers: making fast decisions under pressure becomes day to day normality. The MBA at MIP gave me the opportunity to explore new points of view, new approaches, face new challenges, work with people from different cultures and backgrounds, and build a network of classmates and companies that have already been of tremendous support.



David Saravia - El Salvador

**Product Marketing Manager, Alfa Romeo -
German Market at FCA Fiat Chrysler Automobiles
International MBA - Class of 2014**

Deciding to study an MBA is by far one of the most difficult decisions I have had to make, but now, I can tell that my choice could not have been any better. MIP provides a world-class MBA program with a complete and promising study plan, the best faculty and a wide range of opportunities for both personal and professional development. Studying at MIP in Milan not only changes your mindset but gives you a full exposure to a huge range of companies. After finishing classes, I had the opportunity to work for my final MBA Project in AUDI AG' headquarters in Germany. I was later offered to work in FCA Fiat Chrysler Automobiles.



Helena Hong - China

**General Manager at N.U.O. Capital, Hong Kong
International MBA - Class of 2010**

MIP has been a life-changing experience, opening the possibilities and exploring my potential in a way that I was not even aware of myself. After 8 years of strategic consulting in Bain and BCG across Italy and China, I am now the GM of an investment fund focusing on Italian excellences and growing them in Asia. Strong network and know-how in the sector of Fashion & Luxury, Design and furniture, Food and food retail, enable the growth of Italian companies to understand the digital world in Asia and achieve long-term vision.



Oluwasanmi Fatureti - Nigeria

**Global Sourcing Manager at
Inorganics at ICL Group, Netherlands
International MBA - Class of 2014**

Describing my MBA experience in a few words is quite Challenging. Mimsie Ladner's article *"What I've Learned From Travelling and Living Abroad"* aptly describes it- full of exciting experiences some of which include the personal development outdoor activities in the adventure park, with lessons of endurance and striking the balance between personal achievement and looking out for members of your team. The didactic activities and countless team assignments have helped challenge my stereotypes and provided me with a platform to interact and learn from diverse ways of thinking and backgrounds. Most importantly, this experience has helped me to appreciate diversity.



Oscar Mariani - Italy

**Global Retail Operations Director
at Gucci, Italy
International MBA - Class of 2009**

My previous background was a rather strictly technical one (Engineering Physics working as researcher). The MBA has given me the opportunity to apply my set of analytical and problem solving skills to a business background. I have been able to learn in a 360-degree way: from teachers, business speakers and classmates. I have taken it as an opportunity for personal development too, working for instance on my ability to speak in front of an audience. After the MBA, I joined Bain & Co as a consultant shifting after two years towards the luxury business, in Louis Vuitton first, then Hermès, Bottega Veneta and now in Gucci.





Aditya Bundela - India

**Buyer at Arcelor Mittal, Milan, Italy
International MBA - Class of 2018**

MBA at MIP provided a learning environment to me, where I was encouraged to challenge assumptions in the quest for deeper understanding and come up with powerful frameworks for making decisions. It was this change in approach towards problems that I always sought, and now at my organization, Arcelor Mittal, I keep a rational and well planned approach towards projects and tasks. The confidence MIP gave me to pursue, win, and accept this position is much more than the degree itself. Thanks to the well-laid structure of the MBA program, I know that I have all the tools to be a successful leader.



Ralph Gruber - Germany

**Associate Principal Scientist
AstraZeneca, Sweden
International MBA - Class of 2018**

After few years as Post Doctoral Researcher in London, Ralph chose the International MBA at MIP to advance his career: "When I enrolled at MIP, I had high expectations for both the quality of teaching and the networking opportunities. I now can say MIP has exceeded my expectations. It was an amazing experience, working on real-world business cases with the tutoring of world-class professors was a unique opportunity to challenge myself. We also had the opportunity to meet, interact and learn firsthand from leaders of prestigious international companies. I enjoyed being part of a great international community too. I became part of a fantastic group of people that has enriched me at both the personal and professional level."

SPECIAL PROJECTS HAVE MORE FUN

MIP 4 ENTREPRENEURS*

An MBA at MIP is also a unique opportunity for *wannabe* entrepreneurs. Ideas that pass the feasibility check will be granted with three months (final Project Work) of full service business incubation in **PoliHUB**:

- > The startup district and incubator of Politecnico di Milano
- > 3000 square meters of new facilities at a walking distance from MIP
- > An environment hosting currently more than 40 start-ups and young entrepreneurs
- > Ranked among the top 5 in the world by UBI Global

** see testimonials on the next page*



CLEANTECH CHALLENGE

Every year, MIP participates in the **Clean Technology Challenge**, a student competition hosted jointly by **London Business School** and **University College London** that seeks to encourage ideas for the generation of new sources of sustainable energy, increase the efficiency of the existing generation and develop new, easily adopted products that will result in lower energy consumption. For the past three years running, MIP teams have entered the finals.

FINANCIAL TIMES MBA QUIZ

Every year the **Financial Times** organizes a charity event during which students from the most prestigious European Business Schools gather at their headquarters in London to challenge themselves on the latest business news and FT issues.

Part Time and Full Time MBA students composing the MIP Team have thus the chance to network at an international level, eventually contributing to important social projects.



ALUMNI TESTIMONIALS

hiMED RE - IMAGING HEALTHCARE

2019 MBA students - Italy, USA, India

hiMED is a startup currently incubated in Polihub and developed as Project Work by a multicultural and multinational team of the 2019 MBA class. hiMED is a digital pathology software system based on fractal geometry algorithms. It is the result of over 15 years of research & development by the Michele Rodriguez Foundation. The foundation's researchers and developers have created a powerful, flexible software application for histological and radiological image analysis. Fractal geometry algorithms work properly with complex systems such as cancer, and they have a better match with diagnoses and patient outcomes than classical analyses. The technology behind the hiMED software will be a promising tool for the future of digital pathology. hiMED is continuously implementing these algorithms, using the software to get data and publish results in international scientific journals. Being part of a Politecnico, MIP has a special partnership with Polihub and students have the chance to access a special network to develop their own ideas and projects. At MIP you have also access to a network of professionals and colleagues, with whom you can cooperate, creating a strong network, and eventually end up launching your own venture.

Venera Aisarinova - Kazakhstan

CEO and Founder of Fashioncare.ch,
Switzerland
International MBA - Class of 2020

I chose the MBA because I wanted to immerse myself in this atmosphere of truly international learning and an intensive programme with two assignments per week. What I liked most was the boot camps that gave me practical knowledge of entrepreneurship. I am also very grateful to professor Massimiliano Guerini, who showed patience and was very helpful in writing the business plan for my company, which became my master thesis. The International student office was very helpful in resolving all the issues related to living and working out permits, and I could not have done it without them. Upon graduation I started my own business. Our main business idea is the following: Provide an end-to-end customizable solution with cutting-edge technology (digital twin*) using sustainable clothing brands coming from certified suppliers and factories. We offer 5-sided tech platform with cloud marketplace with 3D Avatar integrated with PLM for sustainable fashion serving a market with selling through social media channels and providing sustainability through manufacturing process control, virtual fitting and 3D Printing of customized cloth. Most of all I am grateful to MIP because before that I had 15 years of experience in the corporate sector as an employee. It was after the MBA programme that I realized that I could start my own business and got the tools to do it. And everything worked out.

ADMISSIONS TIMELINE

ACTIVATION OF APPLICATION

- > Online application on **www.applyformasters.net**
- > Application and MIP Test fee (**€ 150** non-refundable fee)
- > Curriculum vitae or resume, passport or ID

SCREENING OF CANDIDATURE

- > Motivational interview (on campus or remote)
- > MIP Test (remote)

SUBMISSION OF FURTHER DOCUMENTS

- > University degree or equivalent from an accredited institution
- > Official university transcripts
- > GMAT/GRE (if available)
- > Certificate of English proficiency for non-native English speakers
- > 2 letters of reference (optional)
- > Motivational letter
- > Passport-size digital photo

FINAL SELECTION

Application feedback communication by Admissions Office

TUITION FEE

- > The tuition fee amounts to € 37,000
- > Company Sponsorship of € 5,000 available to all candidates, funded by MBA Partner Companies
- > Many tuition contributions available, up to 50%

CONTACTS

If you wish to find out more about our International Full Time MBA program, visit our website: **www.som.polimi.it/imba**

Or contact us to arrange an orientation session, to learn about the MBA presentation schedule or to visit our premises.

MBA Admissions:

infomasters@mip.polimi.it
Tel : +39 02 2399 2820



GIANLUCA SPINA MEMORIAL SCHOLARSHIP

The Gianluca Spina Association was founded in April 2015, following the idea of a group of colleagues and friends of Gianluca Spina, former Dean of MIP Graduate School of Business and Full Professor in Business Management and Supply Chain Management at the Department of Management Economics and Industrial Engineering of Politecnico di Milano, who passed away prematurely on 21 February 2015.

The scope of the Association is fund-raising (through companies, bodies, individuals) to finance initiatives that promote training and research in Management, with particular emphasis on the topics dearest to Gianluca Spina.

Thanks to the funding from private individuals and companies, the association aims at improving the managerial training, promoting the scientific research and post-graduate education and internationalizing Politecnico and MIP's faculty.

Main projects of the Association:

- ⊕ Crowdfunding aimed at Alumni
- ⊕ Graduation and Doctoral prizes
- ⊕ Cultural initiatives
- ⊕ Named chairs/teaching positions for international professors
- ⊕ Scholarships for MIP training courses

MIP Politecnico di Milano strongly believes in high-flyer talents, therefore we offer financial aid opportunities to meritorious MBA candidates. MIP Politecnico di Milano is proud to offer a scholarship named after **Gianluca Spina**.

This scholarship worth € 16,000 (gross) is awarded to one MBA candidate, with an outstanding personal, academic and professional background. In order to apply for this scholarship, candidates are asked to write an essay on the innovative potential of digital technologies in the field of smart manufacturing and supply chains, focusing on the impact that these technologies have on production and supply chain processes, as well as on work content and work organisation.



Gianluca Spina Memorial Scholarship



Executive Education
Ranking 2020



European Business Schools
Ranking 2020



POLITECNICO DI MILANO
GRADUATE SCHOOL
OF BUSINESS



VIA LAMBRUSCHINI 4C, BUILDING 26/A, 20156 MILANO - ITALY | TEL. +39 02 2399 2820 - FAX +39 02 2399 2844
WWW.SOM.POLIMI.IT - INFO@MIP.POLIMI.IT