

MIP POLITECNICO DI MILANO GRADUATE SCHOOL OF BUSINESS

EXCHANGE PROGRAM FACT SHEET 2018-2019

Founded in 1979 as a Consortium between the **Politecnico di Milano** and many Italian institutions and several leading public and private industrial groups, today MIP is a non-for-profit consortium limited company.

MIP's mission is training and applied research covering all aspects of management, with a particular **focus on technology as a vital tool for corporate innovation and management.**

MIP is the first Business School in Italy for students' quality and company network, is **EQUIS** accredited since 2007 and is ranked number 38 amongst the top European Business Schools by the Financial Times.

MIP is also a member of the Executive MBA Council. MIP dedicates considerable resources to providing support for innovations and to develop the global corporate system:

- international Full-Time MBA attended by students from all over the world
- visiting professors from the world's leading universities take part in joint training programs
- collaboration with foreign institutes and multinational companies

The **International full-time MBA** program, taught in English, provides a comprehensive mix of the technical and management skills required to succeed in business today. Candidates acquire expertise in such areas as economics, finance, supply chain, marketing and design and luxury management, as well as **practical training through workshops, project work and in-company consulting projects.** They also gain confidence in their skills by developing financial analysis, creating business plans and being fully integrated within a multicultural team.

At the end of the core curriculum lessons, students will have the chance to diversify and tailor their MBA education by undertaking elective courses (concentrations) which have a strong **practical approach** and are based on **action learning.**

This phase will allow candidates to put into practice what they learnt theoretically in the previous phases and learn how to solve complex real world problems inside companies.

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www.mip.polimi.it/mip/en.html



MIP is glad to welcome MBA exchange students from partner Business Schools and institutions.

Application Requirements

MBA nominated students selected by the partner institution for an exchange are required to send the following information:

- ✓ Application form / CV
- ✓ Copy of passport or EU identification
- ✓ 1 passport size photo
- ✓ Submit the results of the GMAT or GRE, if available.
- ✓ Submit a valid certificate of English proficiency (applicable to Non-native English speakers)

Exchange Application Deadlines

For the Autumn Semester (Oct-Dec) >> **June 30th**.

For the Winter Semester (Feb-March) >> **October 31st**.

Teaching Language

All classes of MIP MBA are taught in **English**. Some seminars held at the school can be in Italian.

Class format: case studies, lectures, workshops and seminars.

Attendance

Attendance is compulsory. Due to our teamwork-based methodology all courses offered during the exchange term are mandatory. Absences of more than 25% of a single course or a single activity may incur in grade penalties.



Grading system: Italian grading system

Excellent	27/30 to 30 cum Laude
Good	24/30 to 26/30
Satisfactory	21/30 to 23/30
Barely passing	18/30 to 20/30
Fail	0 to 17/30

Housing

Is housing available on-campus? No, but we will assist you in finding accommodation. Different solutions are available.

Short term students are given the option of booking accommodation through an MIP agreed accommodation provider. The ISO will send you the current list of available accommodation options. For more information, visit our Accommodation website.

A welcome message will be sent to exchange participants providing some preliminary information as an introduction to the city and the school.

Budget

At MIP, we have students coming from all across the world, from many different cities, countries and regions. Milan will seem to some of you like quite an expensive city, whilst to others it will seem more reasonable.

In reality, the cost of living in Milan is comparable to many other large European cities. The information below is to give you an idea of how to budget and prepare your living expenses for Milan.

Housing: Between €400 to €800 per month (average price paid by students has been of €550 per month)

Living Expenses: €300 per month

Health Insurance: €100 one year

Public transports: €1.50 one-way city ticket; monthly pass €35; Weekly 2x6: €8.40

For more information click on: <http://www.mip.polimi.it/en/international-students-office/>

Student Visas

Students coming to Italy for a period exceeding 90 days will always need a visa. Students coming for a shorter period may need a visa or may be able to enter Italy with a valid passport only, as tourist, depending on their country of origin. **Enquire about your specific circumstances at the Italian Consulate near you.**



Health Insurance

When applying for your visa, you will receive instructions on the health cover you are expected to have for your stay in Italy. If you come for a short period of time and you do not require a visa, it is your responsibility to have insurance that covers you for any accident or emergency during your stay in Milan, including at MIP. If you intend to travel within Europe, make sure that your insurance covers you for the entire Schengen territory.

Dress Code

No tank tops, or shorts are allowed at MIP. Please, carefully prepare your luggage to make sure you bring both summer and winter clothing as in Milan we have peaks of hot and cold weather.

Students Services

- Free on campus wi-fi
- IT services: students will be assigned personal IT-account to access MIP intranet
- free photocopies
- vending machines
- canteen on campus
- study areas with one touchscreen desktop per area reserved for study sessions or team work
- **welcome service offered by the International Students Office for any issue related to settling in Milan.**

MIP campus location

<http://www.mip.polimi.it/en/how-to-reach-us>



Academic Structure

The MBA Program starts in September and ends in September of the following year. The academic program is divided into 4 terms, including core courses, elective courses and project work, which are taught through a diversified teaching Methodology: digital learning, interactive lessons, business cases, group activities, business seminars and other activities related the empowerment of the soft skills.

The main phases can be summarized as it follows:

1. BASICS IN DIGITAL (on-line distance learning) >> Mid September – Late October

Candidates will gain the knowledge and understanding of basic business concepts and management functions like marketing, finance, strategy, supply chain. These core topics will be delivered completely online using our advanced digital learning platform. Multimedia contents, clips and 2 hours of Q&A will be organized daily.

2. BASICS IN ACTION (on campus) >> Early November – Late December

Candidates will attend face to face lectures with world class faculty and industry experts to further deepen their understanding of topics covered in the phase. This part of the program involves putting the concepts learnt in the Digital Basics phase into practice during business cases and practical assignments involving complex, cross-functional and multi-industry problems. Classes will be organized from h. 9:00 AM to 4:00 Monday to Friday.

3. MANAGEMENT BOOTCAMP (on campus) >> Late January – Early April

Courses combining MBA core elements and extensive and practical working collaboration with business. Each course is composed of 30 hours of class (Monday to Saturday) and additional learning activities, as well as a team project to be completed at the end.

Exchange students are given the option to study at MIP during the Basics in Digital & Basic in Action phase (either mid September – late October) or attend some (usually, up to 2) full-week concentrations in February / March.



Program Curriculum from September to December 2018

DIGITAL TRANSFORMATION

This course provides the students with a complete and comprehensive view of the digital worlds in a rapidly changing business environment. It shows the instruments and techniques that make ICT both relevant for the business and able to play a leading role in business decisions. Particular attention is dedicated to the characteristics of successful organizations in the use of digital transformation: how to define winning strategies, design effective organizational models and develop digital leaders of the future.

ECONOMICS & GLOBAL BUSINESS

The course aims at providing the fundamentals of micro-economics and macro-economics. This type of knowledge is essential to appreciate how a modern economy works, to better understand the competitive environment surrounding businesses and for the managerial decision-making. The course shows how to apply economic principles to real problems of managerial decision-making by analyzing economic theories and models, together with real examples, data and study cases. In the Global Markets module professors and professionals will illustrate and discuss the models of international trade and investment; the new feature of the international production process from the point of view of a profit-maximizing firm; trade policies and their effects and their barriers to access foreign markets; impact on long-run effects of macroeconomic policies on firms' price competitiveness.

STRATEGY & MARKETING

This course explores both business and corporate strategy from the perspective of the general manager, whose responsibility is to maximize the performance of a business unit within the firm or the firms' overall performance. Consequently, the course utilizes frameworks and analytical tools to help students analyze a firm's competitive and internal environment, strategic positioning and competitive advantage. The marketing module aims at providing students with the basic knowledge about marketing principles and tools focusing on the importance of marketing as a value-creation lever. In the course, students will analyze all the phases of the marketing process – analysis, creation, communication and delivery of the value proposition to meet the needs of its customers, help build long-term relationships and ensure that the firm builds equity with its customers.

FINANCE

This is a core class that offer basic concepts and tools necessary to understand how financial markets work, and how financial instruments are used for sound investment decision-making. The course aims at teaching students how to structure a financial analysis of a firm and providing specific tools and methodologies for the valuation of investments and securities. Topics covered include the following: evaluation techniques of investments; the financial structure of a business; financing forms; business evaluation and project financing.



SUPPLY CHAIN & OPERATIONS MANAGEMENT

Supply Chain & Operations Management is a central field in every modern business organization. The Operations module aims to outline the typologies of productive systems, key performance indicators, the strategic approach to the choices of design and management of productive systems and the quality management in operations. Supply chain is a process-oriented, integrated approach to procuring, producing, delivering products and services to customers.

Program Curriculum from February to April 2019

From February to April participants choose specific themes according to their interests.

The distinct concentrations courses offered have been carefully selected according to:

- what MIP perceives as being highly relevant topics in the modern sphere of international business
- Specific competencies and areas of excellence of MIP and Politecnico di Milano
- Industry and structures with a strong presence and influence in Milan and the north of Italy with which MIP collaborates

Each concentration is composed of **30 hours** of class and additional learning activities, as well as a **team project** to be completed at the end of each concentration. Each team is required to identify and propose solutions for a **unique case study** relevant to the concentration, which is then to be presented as a group assignment.

Some of the topics scheduled are:

- Unlocking the Potential of Smart Manufacturing and Internet of Things
- Going Global: Developing Your Business Internationally
- Entrepreneurship: Launching and Financing Your own Venture
- Sustainability & Ethics in Business
- The Success Secrets of Design, Luxury and Made in Italy Excellence

Please note that some courses may not be open to exchange students. Please contact the MBA Exchange Office in order to check the final list of courses offered.