

EXECUTIVE MBA 2012-2013

Brief Me

Program Objectives

IAE's Executive MBA is a Masters in General Business Management that aims to **develop and strengthen management skills** through active, participant-focused methodologies.

It provides a training environment for class participants to share their knowledge and experience, enriching their expertise with scientific and technical contents that help them understand and perform top management processes.

Important dates

- **Beginning of Two-year EMBA:** April 2012 / Ending: December 2013
- **Beginning of Regional EMBA:** August 2012 / Ending: December 2013
- **Informative Activities:**
<http://www.iae.edu.ar/programas/emba/Paginas/Actividades.aspx>
- **Registration Deadline:** Subject to available vacancies.

General Management Orientation

Candidates' Profile

Professionals with an average age of **32** and an average work experience of **10** years, with at least 5 years of relevant work experience.

Schedule

	Two-year EMBA	Regional EMBA*
Beginning	April	August
Duration	2 years	15 months
Schedule	1 day a week	3 days every three weeks
Classes timetable	Monday Option: 9 am to 6.30 pm Friday Option: 2.30 pm to 6.30 pm and Saturdays from 9 am to 1 pm	Thursdays, Fridays: 9 am to 6.30 pm and Saturdays: 8.30 am to 4.30 pm
Intensive weeks	5 in 2 years	5 in 15 months

(*) Includes **Non-Attendance Activities** (through "Global Campus" -virtual platform- and including debates and other activities based on specific subjects).

An International Master's Program in Argentina

▪ Rankings

Financial Times
Ranking 2010

	School / Program
16	IAE Management and Business School

Apertura
Ranking 2010

	School / Program
1	EMBA (IAE Business School)
1	IAE Business School

Wall Street Journal
Ranking South America 2008

	School / Program
1	EMBA (IAE Business School)

América Economía
Latin American Ranking 2009

	School / Program
9	MBA (IAE Business School)

▪ 3 International Accreditations (AMBA, EQUIS, AACSB)

These Accreditations guarantee to our students that the learning process has been certified for quality and acknowledged at an international level.



AMBA (Association of MBAs)
London, United Kingdom

Some of the accredited schools:

- INSEAD
- IESE
- London Business School
- Warwick Business School



Equis (European Quality Improvement System)
Brussels, Belgium.

Its foremost goal, related to the EFMD mission (European Foundation for Management Development), is to improve executive education around the globe.



AACSB (International Association to Advance Collegiate Schools of Business)
Tampa, United States

Some of its members:

- Harvard
- Columbia
- Kellogg
- Berkeley
- Wharton
- Yale

▪ **GIP (Global Immersion Program) - optional**

This initiative addresses a currently pressing need for executives and young professionals to have **international business exposure** as well as a **broad perspective** of corporate management.

It features a trip to the **United States**, where program participants can:

- Participate in conferences delivered by internationally renowned foreign scholars.
- Interact with and get to know other cultures.
- Broaden their international network, incorporating other participating students and companies.
- Visit and become acquainted with world-class universities and companies.

Trip length: 2 weeks, during the 2nd year of classes.

Visited schools:

Harvard Business School

<http://www.hbs.edu/about/>

First Business School in the World.

Wharton

<http://www.wharton.upenn.edu/whartonfacts/>

N° 2 in *Wall Street Journal (EMBA)*

N° 1 in *Financial Times (MBA)*

Darden

<http://www.darden.virginia.edu/html/landing.aspx?prog=about>

N° 10 in *Wall Street Journal (EMBA)*

N° 2 in *Financial Times (Executive Education)*

▪ **Schools visiting the IAE**

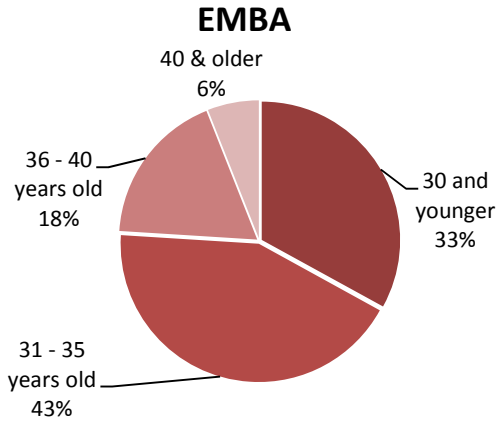
IAE's Campus has been chosen as one of the best in the world, and every year welcomes schools such as these listed in order to promote exchange with International Students:

Darden (USA)
IDE (Ecuador)
Emory (USA)
Wharton (USA)
Pepperdine (USA)
PAD Piura (Peru)
West Indies (Trinidad Tobago)
Duke (USA)
Fairleigh Dickinson (USA)
Tarleton Texas (USA)
Drexel
Texas (USA)
UCLA (USA)

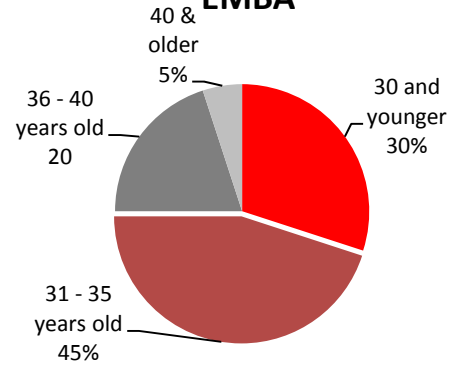
Profiles

- Average Work Experience: 10 years
- Average Age: 32

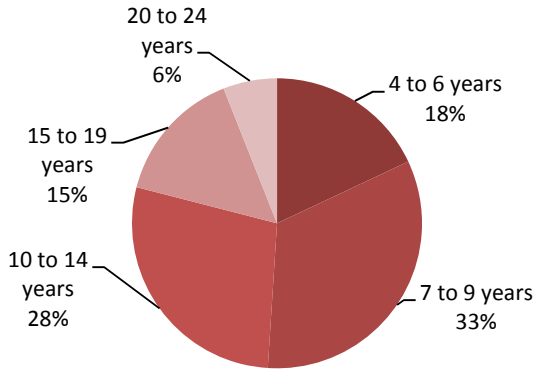
Candidates' Age at Two-year EMBA



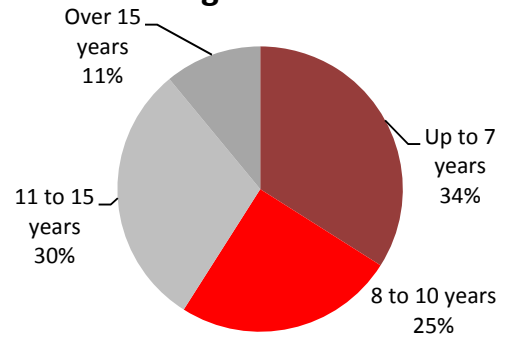
Candidates' Age at Regional EMBA



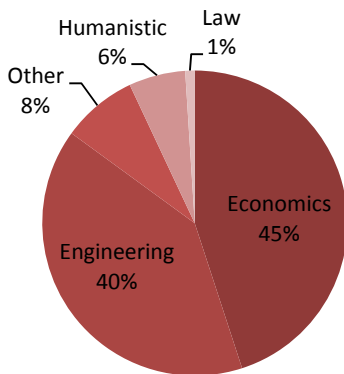
Candidates' Work Experience at Two-year EMBA



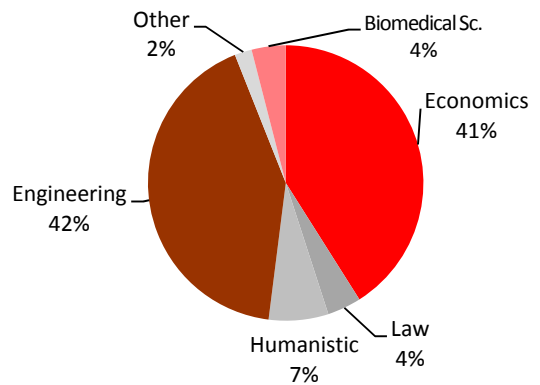
Candidates' Work Experience at Regional EMBA



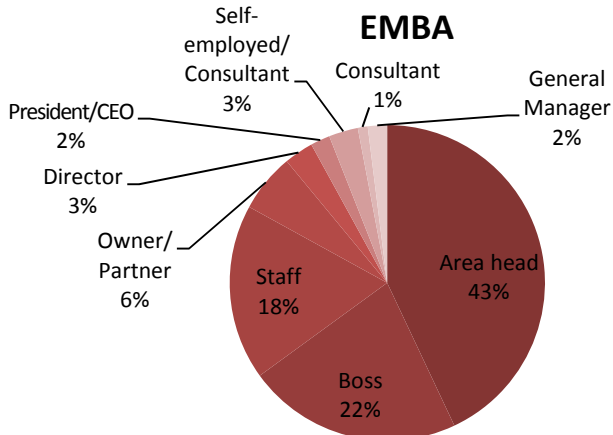
Two-year EMBA Professions



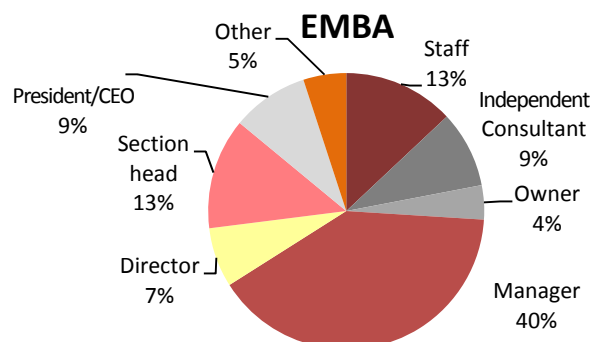
Regional EMBA Professions



Candidates' Job Title at Two-Year EMBA



Candidates' Job Title at Regional EMBA



Nationalities

German
Argentinean
Belgian
Brazilian
Central American
Chilean
Colombian
Dominican
Ecuadorian
Spanish
European
Italian
Mexican
New Zealander
Paraguayan
Peruvian
Portuguese
Uruguayan
Venezuelan



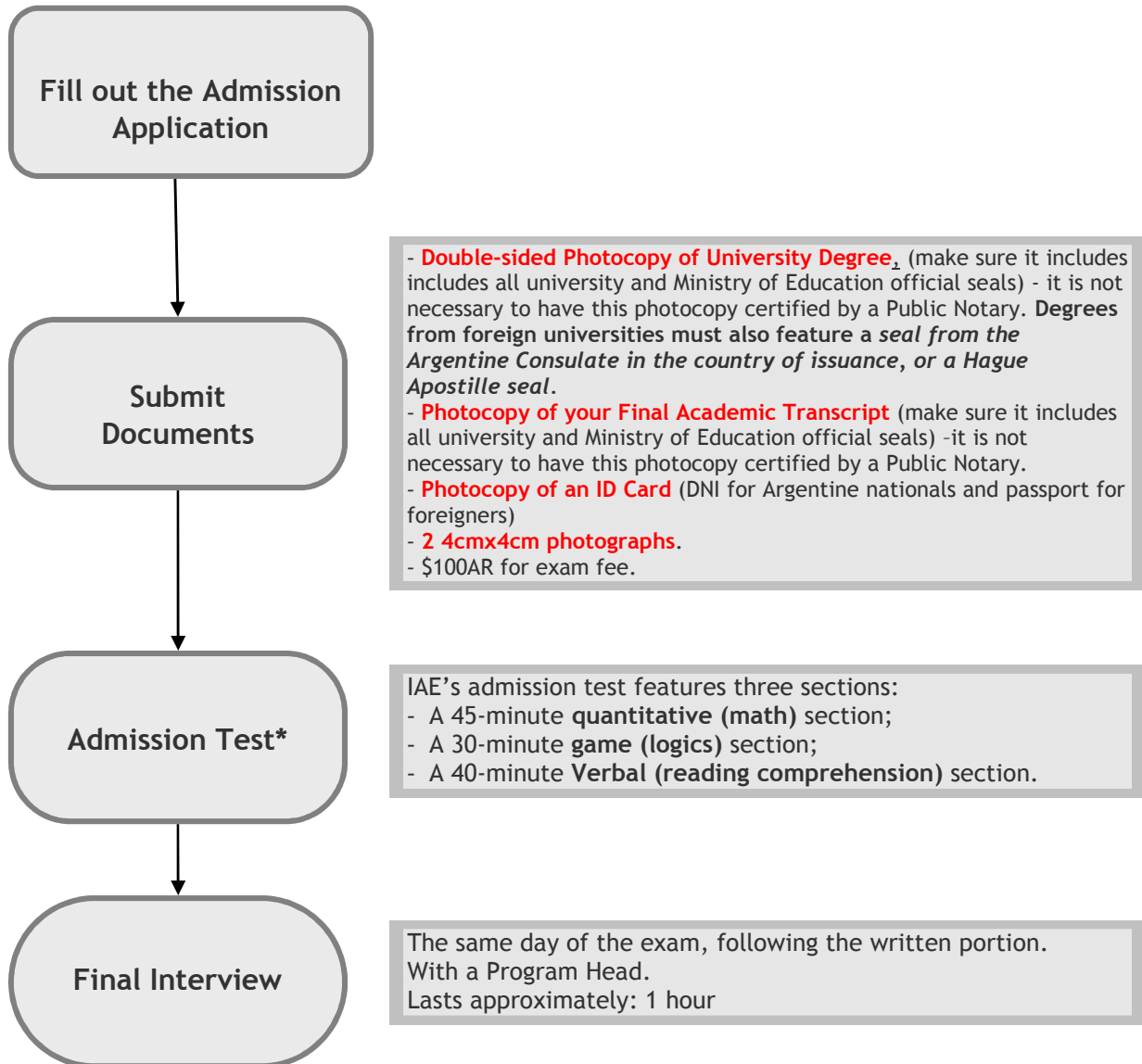
Companies Represented

Accenture S.A.	Novartis Argentina S.A.
Acindar S.A.	Omint S.A.
Arcor S.A.I.C.	Oracle Argentina S.A.
Arcos Dorados S.A.	Otis Argentina S.A.
Banco Río de La Plata S.A.	Petrobras Energía S.A.
Chevron San Jorge S.R.L.	Pfizer S.R.L.
Citibank N.A.	Pluspetrol Energy S.A.
Daimler-Chrysler Argentina S.A.	Repsol YPF S.A.
DuPont Argentina S.A.	S.C. Johnson & Son de Argentina S.A.I.C.
Ford Argentina S.C.A.	Scania Argentina S.A.
Gillette Argentina S.A.	Shell C.A.P.S.A.
H.B. Fuller Argentina S.A.I.C.	Siderar S.A.I.C.
Hewlett Packard Argentina S.R.L.	Siemens S.A.
HSBC Bank Argentina S.A.	Syngenta Seeds S.A.
IBM de Argentina S.A.	Telefónica de Argentina S.A.
IMPSAT S.A.	3M Argentina S.A.C.I.F.I.A.
Merrill Lynch Argentina S.A.	TSIL S.A.
Molinos Río de La Plata S.A.	Unilever de Argentina S.A.
Motorola Argentina S.A.	VASA Vidriería Argentina S.A.
Multicanal S.A.	Xerox Argentina I.C.S.A.

Requirements of the Admission Process

- ✓ University degree.
- ✓ Average age: 32 years old
- ✓ 10 years' work experience on average. (5 years being the minimum required)
- ✓ Pass the IAE Admission Test or GMAT (minimum score 500/800 points).
- ✓ Interview with a Program Head.

Admission Process



Fees

Please contact us by phone or email to: emba@iae.edu.ar

Financing:

	Honorary Loans	Preferential Fees (only for Regional EMBA Program)*
Requirements	<ul style="list-style-type: none"> - Admission Test: Min. Score: 600 - B average in every Quarter - Academic, professional and personal merits. 	<ul style="list-style-type: none"> - Place of residence more than 300 Km. away from Buenos Aires City - Admission Test: Min. Score: 550 - B average in every Quarter - Academic, professional and personal merits.
Terms	<ul style="list-style-type: none"> - Terms: Up to 30% of overall EMBA tuition - Payback: 1 year after completing the Program, at the current Program price. 	<p>Discounts:</p> <ul style="list-style-type: none"> - Argentine Residents: Up to 20% - Overseas Residents: Up to 40%
Steps	<ol style="list-style-type: none"> 1) Reporting your desire to apply for loan before sitting for IAE's Admission Test. 2) Requesting loan at Final Interview 3) Sending note explaining reasons to apply for loan. 4) Signing Commitment Letter if loan is granted. 	<ol style="list-style-type: none"> 1) Reporting your desire to apply for loan before sitting for IAE's Admission Test. 2) Signing Rules** before the Final Interview, when personal documents are submitted.

(*) Only **Regional EMBA** candidates can apply for Preferential Fees, as these are intended to help class participants who reside over 300 kilometers away from Buenos Aires City and incur traveling and lodging expenses to attend the program.

Special Discounts

Please inquire about program discounts for:

- IAE Alumni:
- Universidad Austral Graduates
- Corporate Discounts

Our team:



Pablo Murga Gaona
EMBA Executive Director



María Muro
EMBA Admissions Executive



Constanza Le Pera
EMBA Admissions Executive



María de los Ángeles Mila
EMBA Admissions Executive



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For further inquiries: María de los Ángeles Mila - (02322) 48-1315 or Fernando Paez Solchaga - (02322) 48-1537 Admission Exams: Constanza Le Pera - (02322) 48-1111