

# IE Business School • AY 2022-2023 Fact Sheet

## Master in Management (MIM) Exchange Program

### Contact Information

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### Nomination Deadlines

**Incoming Students to IE**

**Fall 2022:** May 6, 2022

**Spring 2023:** Dec. 12, 2022

**Outgoing Students from IE**

*(According to Partner School deadline)*

### Exchange Term Dates

*Electives Courses have staggered start and end dates; therefore, students may be able to earn necessary credits within a shorter time frame if they have flexibility in their course topics.*

#### Fall 2022

**Orientation:** Aug. 31, 2022

**Electives:** Sept. 1-Dec. 18, 2022

#### Spring 2023

**Orientation:** TBC in April

**Electives:** April-July 2023

### Exchange Format (as of November 2021)

IE has fully reopened for in-person activity under rigorous testing, tracing, access, and health protocols for its students, faculty, and staff. Unless otherwise noted in electives course lists, all classes are conducted in person, on campus. Should this change in light of the pandemic, the MIM Exchange Team will contact schools to explain implications and available options.

### MIM Exchange Academic Considerations

**Eligibility:** MIM exchange students have 0-2 years of professional experience (*students with more than 5 years of experience may not participate*). All nominees must be in good academic standing in MIM or similar postgraduate program at one of IE's partner schools.

#### MIM Electives Overview:

- Final course offering confirmed approximately 1-1.5 months before the exchange begins

- Students enroll through an online bidding system.
- Sample listing found at the end of this Fact Sheet (reference only)
- Exchange start/end dates depend on electives chosen (recommended duration: 6 weeks or more)

**Course Load:** Exchange students take part in our enrollment process to select available courses based on their own interests and home school requirements, as well as available seats. (Students receive detailed instructions about how to self-enroll during designated dates as part of a bidding process.)



- \*Minimum course load: 60 sessions (4 electives)
- \*Maximum course load: 75 sessions (5 electives)
- 1 elective = 15 sessions
- 1 academic session = 80 minutes (1.33 contact hours)
- 4-5 electives = 80-100 contact hours
- The home school is responsible for determining ECTS equivalents if so required.

\*Taking a different number of minimum/maximum sessions is allowed only with explicit approval of the home school coordinator.

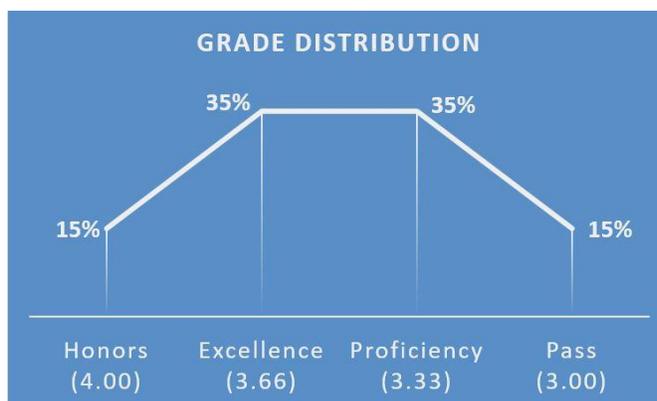
Students may **only** drop a class during the designated Add/Drop period communicated by IE staff, as long as the course meets Add/Drop date requirements. **Students may not drop a class once the term has begun.** Not adhering to this policy will result in a “W” (Withdrawal”) or a Fail on the exchange transcript, depending on the situation.

**Language Requirements:** Almost all MIM electives courses are taught in English, with a small selection in Spanish. The home school is responsible for only nominating students who are fluent in the language of instruction.

*If English is NOT the language of instruction in the home school's MIM program, the exchange coordinator must provide proof of the student's fluency (TOEFL (95 iBT or higher), IELTS (7 or higher), Cambridge (Advanced), or an institutional letter confirming the student's English ability).*

**Grading System:** IE Business School uses a curved grading system with the distribution illustrated here:

The Fail grade falls outside the curve and is assigned to students whose performance is below the required minimum (two standard deviations from the mean of the course participants [minimum required = mean – (standard deviation\*2)]). Reassessment procedures will be communicated as necessary.



**NOTE:** At IE, participation is key to the learning experience *and* the final grade. Exchange students should prepare to participate actively in class discussion.

## Other Exchange Benefits

**MIM Exchange BuddIEs Program:** Exchange students may be matched with a current IE student to help facilitate their arrival and adjustment to Madrid.



**Accommodation in Madrid:** IE Business School has an urban campus, and exchange students must arrange their own housing. [IE's Student Services](#) provides suggestions on how to begin the search.

**IE Library Resources:** Exchange students receive access to the IE Library and its resources during their term.

**Access to IE Talent & Careers:** Exchange students have access to the following services provided by IE's Talent & Careers Department:

- IE Careers sessions (in-classroom only)
- Individual drop-in meetings with Career Advisors
- Careers events on campus, including annual Career Fairs
- IE Career Portal during program + 6 months following

**Alumni Services:** Exchange students do not obtain alumni status at IE Business School, but during the exchange, they do have access to the Alumni Directory and can participate in certain associated events.

## Sample MIM Electives Course List (varies each term)

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| A CHIEF FINANCIAL OFFICER IN PRACTICE               |
| ANÁLISIS AVANZADO DE ESTADOS FINANCIEROS            |
| ANÁLISIS ECONÓMICO DE PAÍSES                        |
| AUTHENTIC LEADERSHIP...AN INSIDE JOB                |
| BLOCKCHAIN FOR BUSINESS                             |
| BUSINESS TO BUSINESS MARKETING                      |
| CASH IS KING: A SERIES OF CASH FLOW STORIES         |
| CHALLENGES AND OPPORTUNITIES FOR THE MEDIA INDUSTRY |
| COUNTRY ECONOMIC ANALYSIS                           |
| CYBERSECURITY AND ETHICAL HACKING                   |
| DATA ANALYSIS USING PYTHON                          |
| DESIGN-LED INNOVATION: SERVICE DESIGN               |

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| DIGITAL CONSULTING PROJECT                                     |
| DIGITAL MARKETING: SOCIAL, MOBILE & ANALYTICS                  |
| DIRECCION ESTRATEGICA DE PROYECTOS                             |
| ENTREPRENEURSHIP IN EMERGING COUNTRIES                         |
| FAMILIES IN BUSINESS   |
| FINANCE FOR MARKETING AND SALES PROFESSIONALS                  |
| FINANCE FOR MULTINATIONALS IN PRACTICE                         |
| FINANCIAL SKILLS FOR CONSULTING                                |
| GENDER EQUALITY: ISSUES FOR DEVELOPED AND DEVELOPING COUNTRIES |
| GESTION DEL TALENTO  |
| INNOVACIÓN DE PROCESOS Y SERVICIOS                             |
| INNOVATION: PAST AND FUTURE                                    |
| INTELIGENCIA COMPETITIVA                                       |
| LUXURY STRATEGY  |
| M&A ACCOUNTING   |
| MANAGING DIGITAL EXPERIENCES AND USABILITY                     |
| MANAGING DISRUPTIVE TECH                                       |
| MANAGING TECH STARTUPS   |
| MARKETING 2.0, REDES SOCIALES, MOBILE Y ANALYTICS              |
| MARKETING DE SERVICIOS   |
| MARKETING FOR SUSTAINABLE ORGANIZATIONS                        |
| MARKETING INTELLIGENCE   |
| MARKETING STRATEGY FOR DECISION MAKING                         |
| MARKETING STRATEGY FOR DECISION MAKING (ESP)                   |
| MARKETING, DEPORTE Y CREACIÓN DE VALOR                         |
| NEGOCIACIÓN  |
| NEGOTIATION  |
| NEW BUSINESS MODELS  |
| PRICING STRATEGY (ESP)   |
| PRICING: WINNING THE PROFIT GAME                               |
| PRIVATE EQUITY AND VENTURE CAPITAL                             |
| PROCESS INNOVATION AND NEW BUSINESS MODELS                     |
| PROJECT MANAGEMENT   |
| REAL ESTATE ECONOMICS AND FINANCE                              |
| RETOS Y OPORTUNIDADES DE LA ECONOMÍA ESPAÑOLA                  |
| RISK MANAGEMENT  |
| SCALING YOUR START-UP  |
| SCENARIO PLANNING & BUSINESS MODEL INNOVATION                  |
| SERVICES MARKETING   |
| SPORTS, MARKETING AND VALUE CREATION                           |
| SUSTAINABLE FINANCE  |
| TALENT MANAGEMENT  |
| TECHNOLOGY ANALYSIS AND FORECASTING                            |
| TECHNOLOGY COMMERCIALISATION                                   |
| VALUATION OF INTANGIBLES                                       |

