

# Bocconi



Università Commerciale  
Luigi Bocconi

## CEMS MIM Master Program

25<sup>th</sup> Edition

Academic Year 2013-2014



THE GLOBAL ALLIANCE IN MANAGEMENT EDUCATION

# CEMS Contacts at Bocconi

## Who

### **Samantha Ballabio**

CEMS Coordinator  
cems@unibocconi.it  
Tel +39 025836.2203  
Fax +39 025836.2490

### **Alessia Marchesetti**

CEMS Corporate Relations Coordinator  
alessia.marchesetti@unibocconi.it  
Tel+39.02.5836.2989

### **Prof. Emanuela Prandelli**

CEMS Academic Coordinator  
emanuela.prandelli@unibocconi.it  
Tel +39.02.5836.6824

### **Prof. Bianca Maria San Pietro**

CEMS Language Coordinator  
bianca.sanpietro@unibocconi.it  
Tel +39.02.5836.2361

## Where

Office location:  
Università Bocconi  
piazza Sraffa 11 Milano  
4th Floor, Room 410

Office location:  
Università Bocconi  
piazza Sraffa 11 Milano  
4th Floor, Room 411

Office location:  
Università Bocconi  
via Röntgen 1 Milano  
4th Floor, Room E1-06

Office location:  
Università Bocconi  
via Gobbi 5 Milano  
4th Floor, Room E1-06

## For more information

CEMS MIM at Bocconi [www.ir.unibocconi.eu/cems](http://www.ir.unibocconi.eu/cems)

CEMS MIM around the world [www.cems.org](http://www.cems.org)

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# CEMS MIM

## What is CEMS?

CEMS is a strategic alliance of leading business schools and multinational companies which was founded in 1988 by four universities: ESADE (Barcelona, Spain), HEC (Paris, France), University of Cologne (Germany), and Università Bocconi (Milan, Italy).

The number of full academic members has grown steadily over the years. The CEMS alliance now includes 28 full academic members around the world, each a top school of its country, and over sixty of the world's leading multinational companies.

The Master in International Management taught at each CEMS university is the result of research cooperation and a long-standing tradition in teaching. The program encourages international mobility and cross-cultural aptitudes in addition to offering the ultimate fast track to success in the international arena.

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Additional CEMS activities include supporting interfaculty research groups as well as inter-school research and doctoral education.

## What is CEMS MIM (Master in International Management)?

The CEMS MIM was ranked the 3<sup>rd</sup> pre-experience Master in Management in the world in the global Financial Times ranking for 2012, and tied for first place in the 3-year ranking for the period 2010-2012. Programs from 4 CEMS member schools also appear in the top 10 and 18 in the overall ranking. The CEMS MIM continuously confirms its long-term success by remaining a permanent fixture in the top 3, where it has placed since the creation of the ranking.

The CEMS Master in International Management provides a selected group of the best international students with the know-how and expertise needed to succeed in the new global business environment. Designed by both academic and business leaders, the CEMS MIM program connects university education and business expertise and is therefore able to offer keen insights into management best practices. The program content and courses are closely monitored and coordinated by a committee so that they are always up-to-date and relevant in a constantly changing international market.



The one-year CEMS MIM degree program is open exclusively to students studying at CEMS member universities. The CEMS MIM degree is always delivered in conjunction with a Master degree from a CEMS school. It develops multicultural and multilingual managers who have the skills to thrive in tomorrow's business environment. This degree is a natural choice for students with an excellent academic track record and the potential to take on senior-level international management roles.

The MIM study plan includes not only innovative interdisciplinary courses but also seminars and real case studies in order to develop the necessary skills to work in international teams.

The CEMS MIM offers an exceptional level of cultural diversity. Over 7000 CEMS graduates with 78 different nationalities currently occupy positions at various management levels in a broad range of industry sectors across the world.

# The CEMS Community

## CEMS Schools

(as of December 2012)

### 28 Full Academic Members

CEMS Abbreviation	School Name	Location
AALTO	Aalto University School of Economics	Helsinki, Finland
CBS	Copenhagen Business School	Frederiksberg, Denmark
CUB	Corvinus University of Budapest	Budapest, Hungary
ESADE	ESADE	Sant Cugat del Vallés, Spain
EAESP	Escola de Administração de Empresas de São Paulo-FGV	Sao Paulo, Brazil
NOVA	Faculdade de Economia da Universidade Nova de Lisboa	Lisbon, Portugal
GSOM	Graduate School of Management, St Petersburg State University	St. Petersburg, Russia
HEC	HEC Paris	Jouy-en-Josas, France
HKUST	Hong Kong University of Science and Technology	Hong Kong, China
IIMC	Indian Institute of Management	Calcutta, India
KEIO	Keio University	Tokyo, Japan
KOC	Koç University	Istanbul, Turkey
LSM	Louvain School of Management	Louvain, Belgium
NUS	National University of Singapore	Singapore, Singapore
NHH	Norwegian School of Economics & Business Administration	Bergen, Norway
IVEY	Richard Ivey School of Business	London, Canada
RSM	Rotterdam School of Management, Erasmus University	Rotterdam, The Netherlands
SSE	Stockholm School of Economics	Stockholm, Sweden
LSE	The London School of Economics and Political Science	London, United Kingdom
SEM	Tsinghua SEM	Beijing, China
UCD	UCD Michael Smurfit Graduate Business School	Dublin, Ireland
UB	Università Bocconi	Milan, Italy
UOC	University of Cologne	Köln, Germany
VSE	University of Economics, Prague	Prague, Czech Republic
HSG	University of St. Gallen	St. Gallen, Switzerland
USYD	University of Sydney	Sydney, Australia
WU	Vienna University of Economics & Business	Vienna, Austria
SGH	Warsaw School of Economics	Warsaw, Poland





## CEMS Corporate Partners

A.T. Kearney  
ABB  
Arçelik  
Arla Foods  
AstraZeneca PLC  
Barilla  
Beiersdorf AG  
BNP Paribas Fortis  
Catalent  
CEZ  
CIB Bank  
Crédit Agricole S.A.  
Credit Suisse  
Daymon Worldwide  
Deloitte ToucheTohmatsu  
Deutsche Bank  
EADS  
EDP  
EF Education First  
Fidelity Worldwide Investment  
Fung (1937) Management Ltd.  
GDF SUEZ  
Google  
Henkel AG & Co. KGaA  
HSBC  
Indesit Company s.p.a.  
ING Group  
Kerry Group  
Kikkoman Corporation  
KONE  
Kowa Company Ltd.  
KPMG  
Lawson, Inc.  
L'Oréal  
LVMH  
Maersk  
Mastercard  
McKinsey & Company  
Millennium bcp  
MOL Group  
Nestlé  
Nokia Corporation  
Nomura Securities Co. Ltd.  
Novo Nordisk  
Oesterreiche Nationalbank  
OMV Aktiengesellschaft  
PricewaterhouseCoopers  
Procter & Gamble  
QBE Insurance Group Ltd.  
Reckitt Benckiser  
SABMiller plc  
Santander  
Sberbank  
Schindler Corporation  
Schneider Electric  
Shell  
Siemens Mgmt Consulting  
Sistema  
Skoda Auto a.s.  
Société Générale  
Statkraft AS  
Statoil  
Swiss Re  
Telekom Polska  
Thomson Reuters  
UBS  
Unibail-Rodamco  
UniCredit Group  
Vodafone  
Whirlpool  
Wolseley Group  
Zurich Financial Services

# CEMS MIM at Università Bocconi

At Università Bocconi, the CEMS MIM is offered during the second year of the Master of Science programs in Management and International Management.

Students enrolled in the Management/International Management MSc program may apply for the CEMS MIM during their first year of studies and, if selected, will attend the program during their second year.

CEMS students follow the free track study plan at Bocconi or – depending on the courses attended while abroad – may choose a Management major. The study plan will include extra activities which allow students to obtain both the Università Bocconi MSc degree and the CEMS MIM diploma.

In order to obtain the CEMS diploma at the CEMS Graduation Ceremony in December 2014, students will have to graduate from Bocconi within the October session. The CEMS diploma can be obtained within one year and a half after graduation at Bocconi.

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## Study Plan

The study plan for the CEMS MIM is established by the academic partners and encompasses elements which integrate academic knowledge with on-the-job experiences, bringing MIM students into the international job environment.

The Master lasts approximately one academic year (September 2013 - October 2014).

The study plan requires students to successfully attend courses abroad and in Italy throughout the year. They must also participate in – and complete – all additional CEMS and Bocconi activities.





## CEMS MIM Timeline

When	What
<b>August/September 2013</b> at Term 1 School	<b>Block Seminar</b> <b>Business Communication Skill Seminar</b>
<b>September-December 2013</b> at Term 1 School	<b>Strategy Mandatory Course and CEMS Courses</b>
<b>January-June 2014</b> at Term 2 School	<b>Global Management Practice Course</b> <b>Responsible Global Leadership Seminar</b> <b>Business Project</b>
<b>Throughout the year</b>	<b>MBC Tests</b> (in September and April, at home school or at host school) <b>Skill Seminars</b> (to be equally divided between the two terms) <b>Internship</b> (during Summer 2013, Winter Break 2013 or Summer 2014 – it cannot be completed in overlap with the academic terms)
<b>October 2014</b>	<b>Bocconi Graduation</b> (last possibility to graduate in order to get the CEMS diploma in December 2014)
<b>December 2014</b>	<b>CEMS Graduation Ceremony</b>



## Curriculum Components

CEMS MIM is a program lasting 3 terms: Term 1, Term 2 and an Internship. Students are required to spend 1 Term at a CEMS Partner University and to fulfill the internship requirements abroad. During the study term, students must take the minimum number of credits required by the host university.

The **average workload during the CEMS MIM year is 65 ECTS**. The total includes courses, plus general activities:

- **A total of 45 ECTS from courses in the MIM year only.** This may include: courses (core and electives) and a maximum of 1 course outside the CEMS list (free elective)
- **A minimum of 24 ECTS from general activities during Terms 1 and 2.** The total can include a combination of CEMS courses plus CEMS activities (skill seminar/block seminar, etc.)
- **A maximum of 37.5 ECTS** per term can be earned from general activities

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The following flexibility rules apply at Bocconi:

1. Replace a CEMS elective course with a Research Project (worth 7.5 ECTS), not linked to the Master Thesis
2. A maximum of 15 ECTS can be covered with courses taken outside the MIM year (e.g. from the first year at Bocconi)

**The abovementioned flexibility rules can be used ONLY by students who have already fulfilled the 24 ECTS requirement during Terms 1 and 2.**

**Block Seminar**, an intensive one-week seminar on innovative management topics. Students generally attend the Block Seminar in their Term 1 destination (or at a third school, upon special request). The host school may require that students pay a contribution towards board and lodging for this activity.

**Business Communication Skill Seminar.** All students, regardless of their academic and even language background, are required to participate in a Business Communication Skill Seminar (BCSS). In addition to classroom time, preparatory reading will be assigned and possibly homework. The seminar must be completed during Term 1 of the MIM year (1 ECTS) and it will be held over two days or four half days in Term 1, ideally consecutive or very close.

**Skill Seminars**, training seminars jointly organized by the university and companies. The aim is to give students the essential skills to work effectively in an international management environment; emphasis is placed on skills such as communication, teamwork and presentations. Skill seminars should be taken both at the home school or and at the host school over the two terms.

**Responsible Global Leadership Seminar.** New activity offered during Term 2, the course consists of 2 consecutive mandatory days.

**Business Project**, an in-field group project. Multinational student teams solve a real company business problem in a consultancy-style project. At the same time,



students develop competencies in process management, result-orientation, and team building. The project, which should be completed in approximately two months time, is supervised by both a company representative and a professor. The Business Project is done during the second term at the university where the student is studying.

**Internship Abroad**, a full-time consecutive period of at least 10 weeks within the company. The internship cannot overlap with the academic term during the MIM year, therefore it must take place during the summer prior to or after the MIM, or a different time depending on the academic calendar. The internship must be validated by the CEMS Corporate Relations Coordinator ([alessia.marchesetti@unibocconi.it](mailto:alessia.marchesetti@unibocconi.it)). The CEMS internship evaluation form (to be filled out by the company at the end of the internship) is one of the forms required in original to get the CEMS diploma.



## CEMS Courses at Bocconi

Courses are taken both during the term abroad and during the term at Bocconi. All CEMS students must complete two mandatory CEMS courses: one focusing on “Strategy”, during Term 1, and one on “Global Management Practice”, during Term 2. All other courses will be selected from a list of CEMS optional courses, similar to the one below.

An updated 2013-2014 CEMS course list will be available at [www.ir.unibocconi.eu/cems](http://www.ir.unibocconi.eu/cems) and at [www.cems.org](http://www.cems.org) in the Spring of 2013.

### CEMS Courses Available During Term 1 at Bocconi (a.y. 2012-2013)

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20332	Global Strategic Management
20335	Entrepreneurship and Business Planning
20121	Global Operation and Supply Chain Management
20274	Innovation and Consulting in the Public Sector
20336	International Business Management
20439	Structured and project Finance
20338	Management delle Imprese di Moda: i Processi Operativi
20237	Management of Fashion and Luxury Companies
20273	Public Management for Competitiveness
20343	Strategic Design of the Multinational Firms
20319	Change Management
20242	Cultural Heritage and the Arts Market Workshop
20265	International Corporate Finance
20219	Accounting and Control in Multinationals
20424	Social Movements and the Competitive Strategy
20422	Climate Change Economics
20423	The Social life of Information: Internet in Companies

### CEMS Courses Available During Term 2 at Bocconi (a.y. 2012-2013)

20321	Cross Cultural Management - CEMS
20331	Corporate Social Responsibility
20211	Financial Management e Corporate Banking
20156	International Finance
20237	Management of Fashion and Luxury Companies
20260	Private Equity and Venture Capital
20349	Techniques of Innovation Management
20329	Project Management
20221	Financial Statement Analysis
20405	Project Finance and Financing Strategies for Green Business
20412	Green Management and Corporate Sustainability
20293	International Trade
20278	Project Managing and Funding International Programs
20341	Strategic Management in Family Business
20241	Management of Design
20432	The Psychology of Marketing: from Neural Networks to Social Networks





During their term at Bocconi CEMS students may also pick one elective course at the graduate level outside the CEMS list, credited towards CEMS credits.

## Language Requirements to Complete the Program

CEMS MIM students must be fluent in three languages.  
Language levels needed to graduate from CEMS:

First foreign language (English for all students)	English Business Communication Skill Seminar
Second foreign language (one of the 25 CEMS Languages)	Written B1, Oral B2
Third foreign language (any language, mother tongue included)	Written B1, Oral B2

The second foreign language can be chosen from the following: Arabic, Cantonese, Czech, Danish, Dutch, Finnish, French, German, Hungarian, Hindi, Irish, Italian, Japanese, Mandarin, Norwegian, Polish, Portuguese, Russian, Spanish, Swedish and Turkish and later on Korean.

### English Exit Levels

In order to prove English language and communication proficiency, all students (including native English speakers) must successfully attend the Business Communication Skill Seminar (2 days) organized at each school. Details on rules and content will be communicated to the admitted students at the beginning of the academic year.

### Second and Third Language Exit Levels

Students have several options to prove their language and communication proficiency in their second and third foreign language:

1. Attend CEMS Management and Business Communication (MBC) tests, available every year at all CEMS schools in main languages in April and September (two re-sits are allowed for each part of the exam).
2. Attend CEMS accredited language courses (available at several schools). Bocconi offers CEMS accredited language courses for French, German, Spanish and Italian. These courses at Bocconi take place during the 2nd term of the 1st year of the MSc (lessons only) and during the 1st term of the 2nd year of the MSc (lessons and final exam). Students who attend at least one term of the following courses at Bocconi and pass the final exam in the indicated level will fulfill their exit level required by CEMS.

20372 – French language (Sept. - Dec.)	B2 Graduate level
20366 – French language (Feb. - May)	B2 Graduate level
20373 – German language (Sept. - Dec.)	B2 Graduate level
20367 – German language (Feb. - May)	B2 Graduate level
20374 – Spanish language (Sept. - Dec.)	B2 Graduate level
20368 – Spanish language (Feb. - May)	B2 Graduate level
20375 – Italian language (Sept. - Dec.)	B2 Graduate level
20369 – Italian language (Feb. - May)	B2 Graduate level

Please note that only real attendance to these courses will count for the CEMS program (one term minimum), therefore, registering a language certification other than the ones indicated in the chart on the CEMS website in your Bocconi study plan rather than attending the course will not be valid towards fulfilling your CEMS exit requirements.

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3. Demonstrate proof of secondary education/university degree in that language, accredited commercial exams (B2 level: a complete list of valid international certificates is available at [www.cems.org](http://www.cems.org)), in-house language exam at CEMS schools (B1/B2 level), mother tongue.
4. For the third language only, the following alternatives are also acceptable:
  - university language course (5-6 ECTS)
  - accredited commercial language course (equivalent to 5 - 6 ECTS)



# Student Services

From the beginning of the program, CEMS students receive exclusive services which facilitate their entrance into the community's activities and the job market.

## **Student Life, CEMS Spirit**

All CEMS students and alumni would agree that one of the most distinctive features of CEMS is the exceptional network and community feeling, that they themselves define as “the CEMS spirit”. This spirit is a mix of curiosity, a passion for international experiences, awareness and tolerance for cross-cultural differences. It is built on the pride of being part of the most advanced international learning experience in European higher business education. CEMS students are involved in a very active student life at each school, organized by the “CEMS Clubs” on each campus. They make sure that the program is also a human and cultural learning experience for the students.

## **Personal Email**

Each student receives a personal email address (name.surname@cemsmail.org), which will remain valid even after graduation. This is a forwarding address and emails will be received by students' private accounts. This way, CEMS students will be informed about CEMS news, internships or job offer opportunities, for years after having received their CEMS diploma.

## **CEMS Online Job Market**

The CEMS online job market is a networking service for the exclusive use of corporate partners, students and alumni. In particular it enables students and alumni to browse current job offers and internship opportunities.

## **CEMS Student Online CV Database**

The CEMS online CV database has three main objectives:

- It acts as a central database with information on all CEMS students.
- It allows students to enter their data and use their CVs for personal and professional purposes.
- It can be used as a search engine by corporate partners looking for a particular profile for an internship and/or job.

## **International Student Identity Card (ISIC)**

The International Student Identity Card (ISIC) is the only internationally accepted student ID card. Since its launch in 1968, ISIC has helped over 40 million students to get the most out of their travel experience. With access to a global network of affordable and specialized student services, the ISIC card is a passport to more than 35,000 benefits in 106 countries worldwide. ISIC is the key to national and international mobility, and it's a card for discounts, information, and services. CEMS students now receive a free, customized CEMS MIM/ ISIC card during their CEMS MIM year.

## **CEMS Office**

Furthermore, Bocconi students can rely on the CEMS office for counseling on partner schools and study plans, academic and administrative issues, ad hoc assistance on internship opportunities, skill seminars and counseling on how to write a CV and motivational letter.

# Financing the Program

Students participating in the CEMS MIM at Bocconi are required to pay an administrative contribution of € 2,000 (academic year 2013-2014).

This contribution will cover costs for additional activities offered to CEMS students such as: dedicated courses, ad hoc counseling, Business Projects and all activities that are part of the program. The contribution will not be refunded (even in cases in which the student does not complete the CEMS MIM).

## Scholarships



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Erasmus scholarships (approximately € 230 per month abroad) will be awarded to all students spending their term abroad at one of the Erasmus destinations, upon availability of the funding, granted by Agenzia Nazionale Socrates Italia. Scholarships will be awarded to students who have not been beneficiaries of this scholarship at the undergraduate level of studies. The exact amount will be confirmed with the eligible students directly.

Students do not need to apply for the Erasmus scholarships as all eligible students will receive it. The CEMS office will instruct the recipients on the administrative steps to take.

For information on other Bocconi scholarships, please refer to:  
[www.unibocconi.eu/funding](http://www.unibocconi.eu/funding)

# Application Procedures

## Who Can Apply

The 25<sup>th</sup> edition of the CEMS MIM Program, academic year 2013-2014, is open to Bocconi students who:

- are in their first year of the Management or International Management MSc degrees
- hold an undergraduate degree with a minimum grade of 100/110
- are fluent in three languages (mother tongue included, see pages 18-19)
- foreign Bachelor degrees: students holding a foreign undergraduate degree must submit their Bachelor academic transcript and Bachelor degree (and any additional certificates they deem appropriate). The files will be evaluated by the Selection Committee and, if the student is eligible, he/she will be allowed to participate in the selection

## How to Apply

During the application period, students will be able to fill in an application form available at [www.cems.org/selection](http://www.cems.org/selection). Before listing the preferred destinations (minimum 10), students should gather information on the schools and their country. We recommend listing only destinations where applicants would be willing to go, considering all aspects of the host country. On [www.cems.org](http://www.cems.org) links to the schools' websites and FAQ sheets are available.

Please remember that students are selected for the CEMS program first, and then allocated to their term abroad. Preferences of term and destinations are taken into consideration and assigned on the basis of ranking. Please note that students cannot apply for a term abroad in the country where they completed their undergraduate degree.

Additional documents which must be handed in during the application period:

- curriculum vitae in English with photo
- cover letter in English
- English language certificate or copy of Bachelor diploma entirely taught in English
- second foreign language certificate or copy of High School or Bachelor diploma entirely taught in the second foreign language or copy of Bocconi Study Plan with second foreign language registered at a B2 level by 8 February 2013
- language form\*
- personal data protection code\*
- photocopy of passport or ID
- applicants holding a foreign Bachelor degree must also submit: Bachelor academic transcript

All these documents must be handed in, in person, to the CEMS Office no later than 11 January 2013. Only language certifications will be accepted until 8 February 2013. Emails will only be accepted if all necessary documents are attached.

\* These forms may be downloaded during the application period from [www.ir.unibocconi.eu/cems](http://www.ir.unibocconi.eu/cems) > CEMS for Bocconi Students > How to Apply.



## Destinations

### Destinations and tentative available CEMS spots for academic year 2012-2013

CEMS Abbreviation	School Name	Location	Spots*	Restrictions on FL2**	Term allocation (Term 1+Term 2)
AALTO	Aalto University School of Economics	Helsinki, Finland	2		(1+1)
CBS	Copenhagen Business School	Frederiksberg, Denmark	5		(3+2)
CUB	Corvinus University of Budapest	Budapest, Hungary	2		(1+1)
ESADE	ESADE	Sant Cugat del Vallés, Spain	2		Term 1 only
EAESP	Escola de Administração de Empresas de São Paulo-FGV	Sao Paulo, Brazil	2		(1+1)
NOVA	Faculdade de Economia da Universidade Nova de Lisboa	Lisbon, Portugal	4		(2+2)
GSOM	Graduate School of Management, St Petersburg State University	St. Petersburg, Russia	2		(1+1)
HEC	HEC Paris***	Jouy-en-Josas, France	8	French	(4+4)
HKUST	Hong Kong University of Science and Technology	Hong Kong, China	2		(1+1)
IIMC	Indian Institute of Management	Calcutta, India	1		Term 1 only
KEIO	Keio University	Tokyo, Japan	1		Term 2 only
KOC	Koç University	Istanbul, Turkey	2		(1+1)
LSM	Louvain School of Management	Louvain, Belgium	2		(1+1)
NUS	National University of Singapore	Singapore, Singapore	2		(1+1)
NHH	Norwegian School of Economics & Business Administration	Bergen, Norway	4		(2+2)
IVEY	Richard Ivey School of Business	London, Canada	2		(1+1)
RSM	Rotterdam School of Management, Erasmus University	Rotterdam, The Netherlands	3		(2+1)
SSE	Stockholm School of Economics	Stockholm, Sweden	3		(2+1)
LSE	The London School of Economics and Political Science	London, United Kingdom	3		(2+1)
SEM	Tsinghua SEM	Beijing, China	2		(1+1)
UCD	UCD Michael Smurfit Graduate Business School	Dublin, Ireland	2		(1+1)
UOC	University of Cologne	Köln, Germany	2		(1+1)
VSE	University of Economics, Prague	Prague, Czech Republic	2		(1+1)
HSG	University of St. Gallen	St. Gallen, Switzerland	2		(1+1)
USYD	University of Sydney****	Sydney, Australia	3		(2+1)
WU	Vienna University of Economics & Business	Vienna, Austria	6		(3+3)
SGH	Warsaw School of Economics	Warsaw, Poland	1		

\* 1 spot = 1 term

\*\* FL2 = Second Foreign Language. Where specified the second foreign language must be the one indicated.

\*\*\* HEC does not accept students who are French, did their undergraduate studies at HEC, or applied to HEC and were rejected in the past.

\*\*\*\* To apply to USYD, only the IELTS certificate will be accepted.

**Please Note: Students cannot apply for a term abroad in the country where they completed their undergraduate degree.**



The above list of places is tentative. An updated version of the list of places will be available at [www.ir.unibocconi.eu/cems](http://www.ir.unibocconi.eu/cems) > CEMS for Bocconi Students > Selection & Allocation

Check [www.cems.org](http://www.cems.org) for more information about our partner schools (academic partners) and to know exact term dates (certain Fall Terms begin in early August as in the University of Sydney).

## Selection

The selection process will take into consideration academic and language requirements but will also involve a more in-depth evaluation of the applicant focused on:

- high academic standards and professional skills
- ability to perform in a fast-changing environment
- empathy with different values and cultures
- willingness to take responsibility within society

The **five key CEMS selection criteria** are:

- Knowledge: formal education, ability to analyze, learn/reflect
- Interpersonal competencies: accurate understanding of others, learning from others, ability to convince, tolerance
- Desire to achieve: performance orientation and striving for results, motivation for the CEMS Master, self-starting
- Integrity: ability to show – and act on – own beliefs, he/she is the way he/she says
- International orientation: curiosity for differences, sensitivity and adaptability, spirit of facing challenges

The following elements will be considered:

- final mark of the undergraduate degree
- international background (exchange programs, internships and/or personal experiences and interests)
- cover letter and the outcome of two interviews
- knowledge of two foreign languages as indicated in the next section



## Language Requirements to Enter the Program

CEMS applicants must be fluent in three foreign languages. Linguistic abilities are rigorously tested, ensuring the student's ability to live and work in different cultures.

Students have different options to demonstrate their foreign language and communication proficiency to apply for CEMS.

### English

English must be the 1st foreign language.

Applicants to CEMS MIM must demonstrate their knowledge of English through one of the following options:

1. Having one of the following valid\* certificates:

- TOEFL 600/250/100
- IELTS 7.0
- CAE B
- BEC Higher grade A or B
- CPE grade A, B or C

2. Having received a Bachelor diploma entirely taught in English if issued in an English speaking country, by a CEMS institution or by a AACSB/EQUIS accredited institution.

These are the **only** possibilities to comply with the English requirements to apply to the CEMS MIM program.

### Bocconi Specific Entry Language Requirements

All students must prove knowledge of their second and Third foreign language through one of the following options:

1. Having one of the following valid\* certificates:

#### French

- DFP B1/CFP (B1 business)
- DELF B1 (general language)
- DELF B2 (general language)

#### German

- ZD with sehr gut and gut evaluations (B1)
- ZDfB (B2 certificate)
- ZOP, KDS (general language, C1)

#### Spanish

- DELE Intermedio B2 (general language)

2. Having one of the following Bocconi language exams recorded in their Bocconi undergraduate study plan at the required levels, as listed below:

- 30130 – French Level B2
- 30131 – Italian Level B2
- 30132 – Portuguese Level B2

\*Please refer to each certificate validity on their respective websites





- 30133 – Spanish           Level B2
- 30134 – German           Level B2

For students who do not already have one of the above certificates nor the above courses and level recorded in their study plans, the CEMS office will organize an ad hoc language exam offered in mid February 2013 testing your oral knowledge of foreign languages other than English. Second and third foreign languages will be tested at the B2 level (oral). Should you pass this exam/these exams with the required level (as well as all the other program requirements), your application will then be considered for the CEMS program. **Please note that no test will be available for English language proficiency.**

**All exams and certificates valid for completion of the CEMS program will also be valid for the selection process.** For updated information on CEMS exit requirements, please refer to [www.ir.unibocconi.eu/cems](http://www.ir.unibocconi.eu/cems) > CEMS Program > CEMS for Bocconi Students > CEMS Languages.

## CEMS, Double Degree and Exchange Programs

Students are allowed to apply for the CEMS, Double Degree and Exchange Programs at the same time. Please note that the results of CEMS and Double Degree Programs will be published simultaneously (tentatively mid March 2013). If selected for both programs, students will have a few days to confirm their participation in one of the two, and pay the relative participation fee. Students confirming the CEMS or Double Degree Programs will not appear in the Exchange Program ranking. Students withdrawing from CEMS after having paid the program administrative fee (€ 2,000) will not be refunded the paid sum.

## School Assignment

Students should list a minimum of ten preferred destinations for their academic term abroad at [www.cems.org/selection](http://www.cems.org/selection). Please remember that students are selected for the CEMS program first, and then allocated to their term abroad. Preferences of term and destinations are taken into consideration. Please note that students cannot apply for a term abroad in the country where they completed their undergraduate degree. In general, the Selection Committee will try to assign first preferences according to the availability at the destination.

# 2013-2014 Application and Selection Timeline

## When

**17 December to 11 January 2013**

**17 December to 11 January 2013**

**8 February 2013**

**Mid February 2013**

**Mid to late February 2013**

**Mid-March 2013**

## What

Register and complete the CEMS application at **[www.cems.org/selection](http://www.cems.org/selection)**

Hand in application documents to the CEMS Office  
Address: piazza Sraffa 11 (4th Floor, room 410) or submit documents at [www.cems.org](http://www.cems.org) during the online application period

Last date to hand in language certifications

Second foreign language tests

Two-step interviews  
(dates will be communicated via mail to the interviewees)

Nomination of selected students

**Check the website for information about confirming participation in the program and subsequent steps.**

**The detailed schedule is available online at [www.ir.unibocconi.eu/cems](http://www.ir.unibocconi.eu/cems) > CEMS for Bocconi Students > Application & Selection Calendar**

# CEMS and the Job Market

## The Value of the Program

### Placement Success

#### CEMS graduates 2012 survey results:

- 95% employed in less than 3 months
- 45% work outside of their home country
- 69% of respondents interact with 3 or more different nationalities on a daily basis
- 38% now work for a CEMS corporate partner
- 82% work for a multinational company

### Sectors

- 20% Management Consulting
- 16% Consumer goods
- 9% Energy
- 8% Investment Banking
- 6% Commercial/Private Banking
- 6% Telecommunications
- 5% Media/Information

### Functional Area

- 24% Finance
- 15% Marketing
- 10% General Management
- 9% Sales/Export
- 3% Audit
- 3% Management Control
- 3% Production/Operations/Supply Chain

