



INSEAD

Master in Business Administration

Together, we redefine

The Business School
for the World®

**Academic Year
2022-23**

The INSEAD MBA Advantage

Consistently ranked amongst the top MBA programmes in the world by the *Financial Times*, there is a myriad of reasons why INSEAD’s accelerated full-time 10-month MBA stands out from every other programme in the world.

Beyond Diversity

At INSEAD, everyone is a minority. With no dominant nationality in the class, you will be exposed to a world of new perspectives.

Global Community

The bonds fostered with one another during the programme often translate to lifelong friendships and business opportunities. You will join the INSEAD family of over 65,000 influential alumni in more than 180 countries.

From Aspiration to Reality

Be it a career switch, advancement or new business venture, the INSEAD MBA helps our graduates realise their professional aspirations.

Agility & Resilience

The intensity of a 10-month programme equips our students with the ability to multitask, respond to changes and tackle complex situations.

World-class Faculty & Research

With a wealth of experience and talent, our faculty creates top-notch programmes and cutting-edge research that influences businesses around the world.

Responsible Leadership

Through an increased focus on sustainability, the INSEAD MBA offers a high impact environment to facilitate discussions and cultivate responsible leaders that drive business as a force for good.

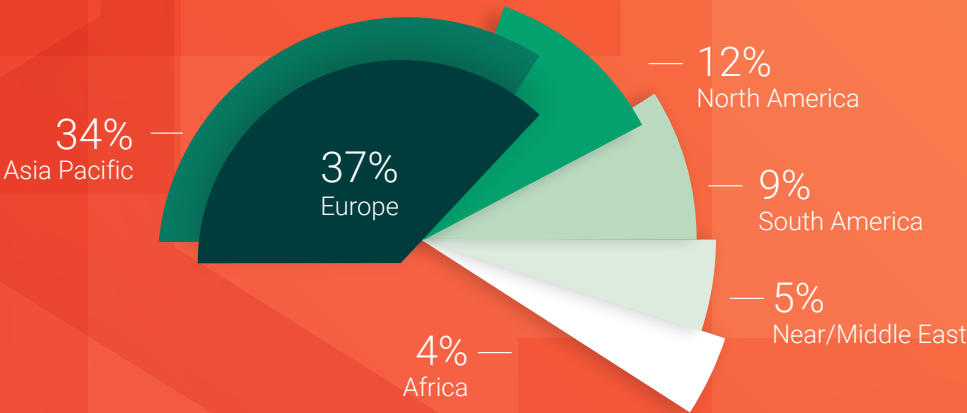
Multiple Perspectives

With three campuses in Europe, Asia and the Middle East and an integrated facility in North America, no other business school offers such a multicultural experience. The accelerated 10-month curriculum develops successful, thoughtful leaders and entrepreneurs who create value for their organisations and their communities. INSEAD prides itself on continuous innovation. By strengthening its flagship programme’s focus on sustainability, INSEAD leads the way in sustainable and socially responsible business education.

A Typical Class



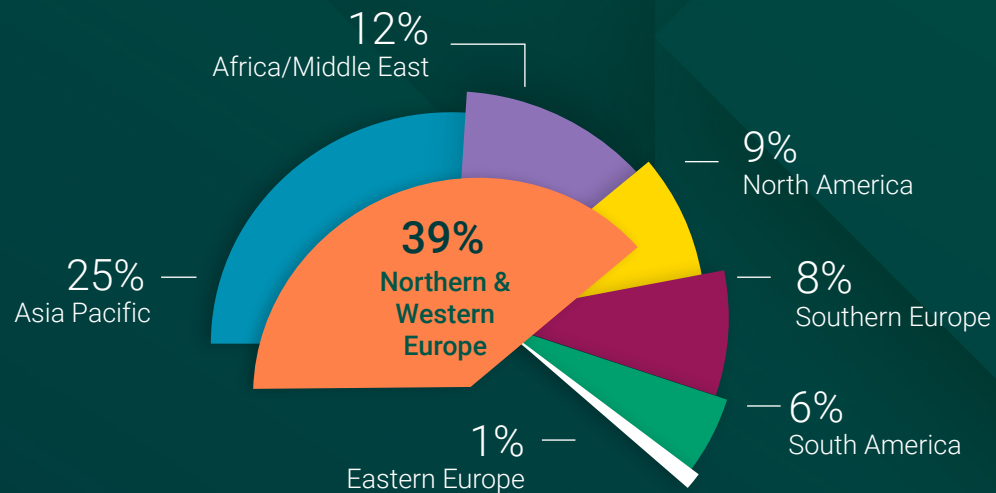
Geographical Diversity



Employment Statistics

MBA Class of 2022

Job Location



US\$ 110,100

Median annual salary post-graduation

US\$ 26,900

Median sign-on bonus

63

Countries of employment post-graduation



Coming from an engineering background and work experience in the public sector, I would have never gotten the chance to learn these extremely important subjects or topics. The INSEAD curriculum helps you develop a holistic approach to evaluate any business or problem statement - be it financial, people-wise, or process-wise."

Divyansh Gupta
Indian
Associate, Consulting
MBA'22J



I don't think there exists a place as diverse as INSEAD—you'll meet people from very different backgrounds. So far I've met entrepreneurs, lawyers, doctors, architects, engineers, and accountants, and I haven't even met everybody in our cohort yet!"

Alyssa Yu
Filipino
Current student
MBA'22D



An Appetite for Change



84%

Changed sector or country or function



57%

Changed sector



27%

Changed all three dimensions



66%

Changed function



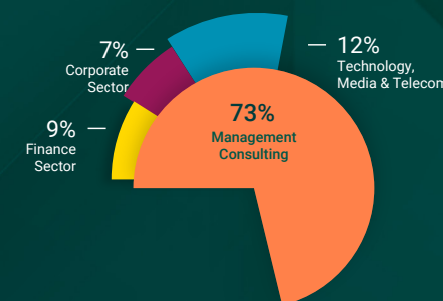
49%

Changed country

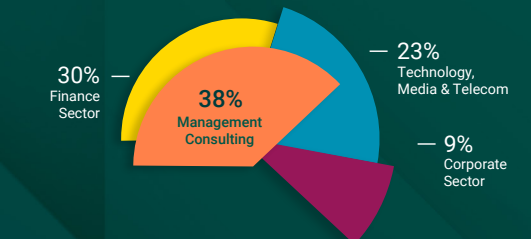


Change of Business Sector

Former Management Consulting Professionals



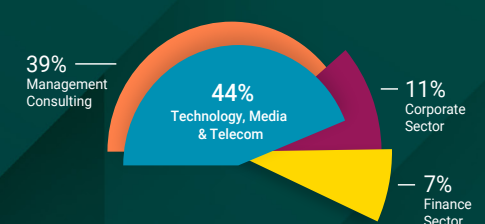
Former Financial Services Professionals



Former Corporate Sector Professionals



Former Technology Media and Telecommunications Professionals



Visit our website to explore the Employment Statistics report
intheknow.insead.edu/employment-statistics/career-changes

Career Success and Fulfilment

The global INSEAD Career Development Centre (CDC) team is committed to helping MBA students define their career goals and build career management skills.

The CDC is comprised of a global team of experienced career coaches and employer engagement specialists, as well as event and data management experts. Specifically, CDC support consists of coaching, counsel and connections, including personalised one-to-one Career Coaching, a Career Education Curriculum, and extensive Employee Engagement activities. These resources help our students develop strategic career plans and land the right job.



Your Career Journey

- Period

0-1

Self Awareness

 - Who you are (values motivators, interest, strengths)
 - What value you bring
 - Familiar and unfamiliar roles and industries of interest
- Period

1-2

Market Exploration

 - Assess gaps and appetite for industry/function/geography
 - Transform ideas into targets (2-3 plans)
 - Learn job search techniques
- Period

3+

Execution & Choice

 - Close gaps in skills, exposure and connections
 - Recognise industry specific timeframes and hiring practices to refine recruitment strategy
 - Get interview-ready

Top 3 Recruiters

- TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

 - Amazon
 - Microsoft
 - Shopee
- CORPORATE SECTOR

 - Eli Lilly and Company
 - Hilti
 - Restaurant Brands International
- FINANCIAL SERVICES

 - Admiral Group
 - Citi
 - Credit Suisse
- MANAGEMENT CONSULTING

 - Bain & Company
 - Boston Consulting Group
 - McKinsey & Company

Student Life

MBA students have a wide choice of community, cultural and sporting activities available on and off campus.

- More than 40 Student Clubs
- Partner and Family Support
- Social Events and Activities
- Student Well-Being
- National Weeks: A Celebration of Cultural Diversity
- Settling in Support: Visas, Health Insurance, etc.

I was attracted to INSEAD by its unprecedented diversity, international emphasis, and focus on leadership development. After doing my research, I concluded that it was either an INSEAD MBA or no MBA. It turned out to be the right decision, as I can't think of a better way to form lasting connections with such a diverse group of future leaders."

Debra Kelsall
Canadian
Investment Banking
MBA'22J



It is always interesting to learn about how things work in cultures similar to mine as well as those that are completely different. Additionally, the diversity of professional experiences within the class lends for really interesting discussions. It is fascinating to learn how Amazon, Facebook or even WeWork thought about culture in its early days, from people who were there and contrast them with my experiences working with small firms in Africa."

Kwame Owusu-Ansah
Ghanaian
Consulting
MBA'22J



Your Course Timeline

TWO INTAKES: STARTING IN JANUARY (graduating in December the same year) & **AUGUST** (graduating in July the following year)

TWO MONTHS PER PERIOD

Period 0	Period 1	Period 2	Period 3	Period 4	Period 5
<ul style="list-style-type: none">● Business Foundations Week● Exploring Management Challenges: BlaBlaCar (online)● Language Classes● Student Life Webinars● Networking Opportunities	<ul style="list-style-type: none">● Financial Accounting● Financial Markets & Valuation● Introduction to Strategy● Organisational Behaviour I● Prices & Markets● Uncertainty, Data & Judgement	<ul style="list-style-type: none">● Corporate Financial Policy● Leadership Communication Foundations● Managerial Accounting● Managing Customer Value● Organisational Behaviour II● Process & Operations Management	<ul style="list-style-type: none">● Business & Society:<ul style="list-style-type: none">○ Ethics*○ Political Environment○ Public Policy● Macroeconomics in the Global Economy <p>3.5 Electives</p> <p><small>* Conducted in Period 2 for the August intake</small></p>	<p>4 Electives</p>	<ul style="list-style-type: none">● Capstone Course <p>3 Electives</p>

Personal Leadership Development Programme with individual and group coaching

Personalised Career Development

An average of 90 electives to choose from among these areas:

- | | | |
|--|----------------------------|---|
| ● Accounting & Control | ● Finance | ● Technology & Operations Management |
| ● Decision Sciences | ● Marketing | ● Others (Courses in areas such as Negotiation & Communication) |
| ● Economics & Political Science | ● Organisational Behaviour | |
| ● Entrepreneurship & Family Enterprise | ● Strategy | |

Period 3-5: Take advantage of the campus exchange (optional)

Internship/summer experience between July & August for January intake (optional)

Personal Leadership Development Programme (PLDP)

Throughout the curriculum, you will also go through the PLDP, designed to guide you towards heightened self-awareness through personalised coaching, interpersonal skills and effective communication. You will need to prepare a Personal and Professional Identity Narrative essay and complete your 360-degree before Period 1 starts.

Customise Your Programme: Elective Courses and Field Trips

From Period 3, INSEAD offers you an average of 90 electives. With a plethora of electives available, you will take learning beyond the classroom. Courses such as "Building Businesses in China" or "Building Businesses in Silicon Valley" are examples of field trips that give you the opportunity to meet a variety of alumni, entrepreneurs and executives in different countries, creating a unique hands-on experience.

Campus Selection & Exchange

You will have the opportunity to spend at least one Period on another INSEAD campus from Period 3 onwards. Depending on your intake (January or August), you may also choose to spend Period 4 or 5 at one of our partner schools (Wharton, Kellogg or CEIBS).

Wharton and Kellogg will be of particular interest to those seeking to build networks in North America – or simply to experience studying at a top U.S. business school.

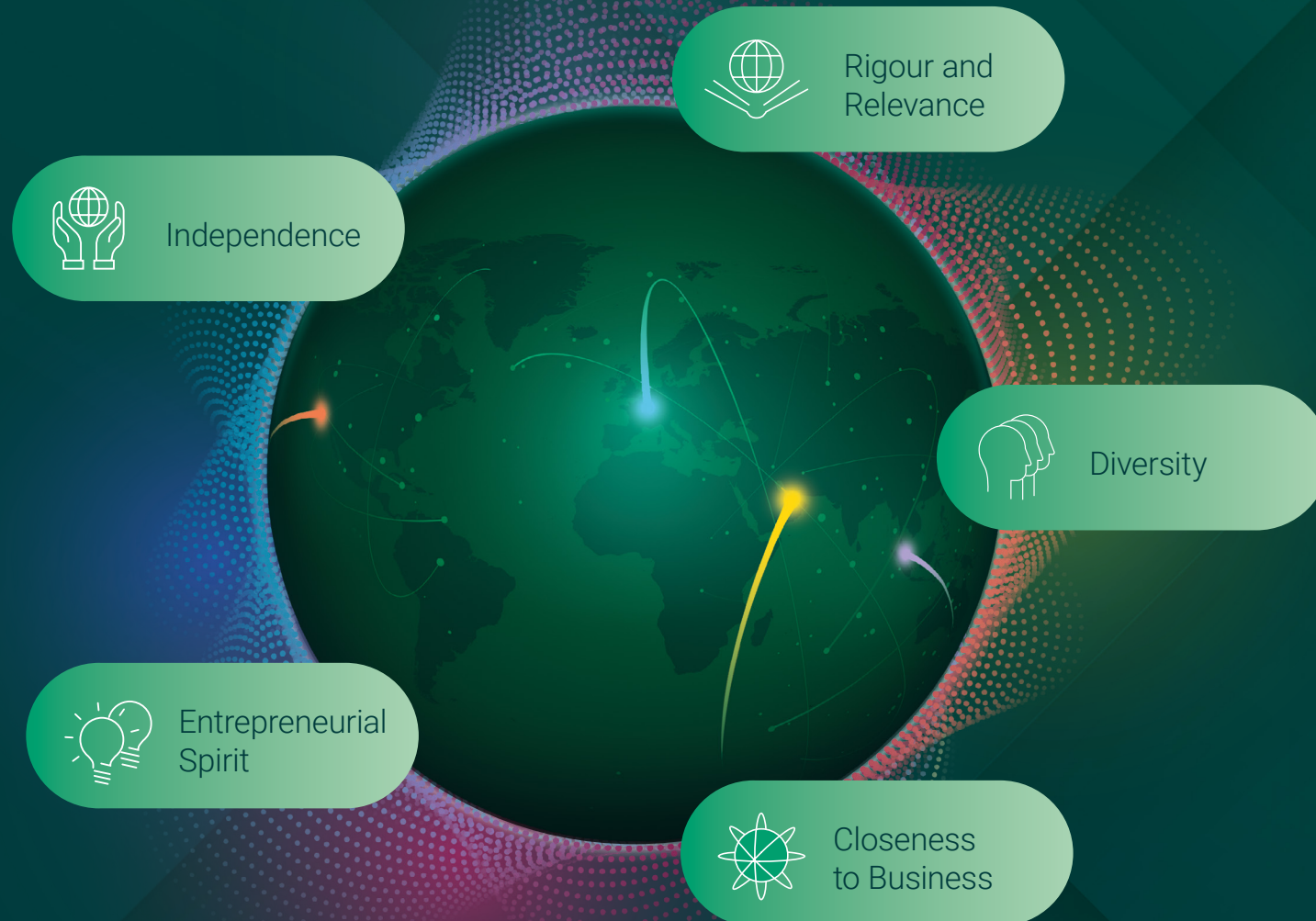
CEIBS – available only to January starters – offers an inside view of the world's most dynamic economy and a head start for anyone looking to do business in China.

Please note that campus exchanges are managed through a bidding process and are subject to specific requirements.

Connecting the World's Professionals

Our mission is to bring together people, cultures and ideas to develop responsible leaders who transform business and society.

Be part of a global network that embodies our five founding values:



An Ecosystem That Nurtures Success:

World-class Faculty

- ◆ 165 world-leading experts from 40+ nationalities
- ◆ Scholars and practitioners who conduct research that pushes the frontiers of business knowledge
- ◆ Frequently named on the prestigious Thinkers50 list

Strong Alliances & Partnerships

- ◆ CEIBS
- ◆ INSEAD-Wharton Alliance
- ◆ Kellogg
- ◆ Sorbonne University
- ◆ Tsinghua University
- ◆ Yale's Global Network for Advanced Management

Enriching Student Life

- ◆ Launch/National Weeks
- ◆ Over 40 Student Clubs
- ◆ Student-led Conferences
- ◆ INSEAD Partners Community

Centres & Initiatives

INSEAD conducts research and provides insights that shape management practice in 19 centres and initiatives, including:

- ◆ The Hoffmann Global Institute for Business & Society
- ◆ The Rudolf and Valeria Maag INSEAD Centre for Entrepreneurship
- ◆ The Gender Initiative
- ◆ The Blue Ocean Strategy Institute

INSEAD Launchpad

An accelerator initiative for alumni start-ups to:

- ◆ Receive advice and funding
- ◆ Receive support to scale and extend their reach
- ◆ Join events where successful entrepreneurs share insights



Your Journey Starts Here

Admissions Process

All elements of your application will be thoroughly reviewed by the Admissions Team. The selection process will take up to nine weeks from the date of completed application submission.



Admissions Criteria

Academic Capacity

GMAT/GRE & University degree*

International Motivation

Adaptability and flexibility in multicultural environments

Ability To Contribute

How you can contribute to the community during and after the programme

Leadership Potential

Work experience and quality of your achievements

Application Rounds

We operate a staged admissions process, with four rounds for each intake. Competition for each of the rounds is equal, but the earlier you gain admission, the more time you have to secure financing and arrange logistics. The application form typically opens two months before the first round for each intake.

Round	Aug 2023 intake	Jan 2024 intake
1	06 Sep 2022	07 Mar 2023
2	15 Nov 2022	18 Apr 2023
3	10 Jan 2023	27 Jun 2023
Final	07 Mar 2023	08 Aug 2023

*While we do not have a minimum GMAT score required for admission, the Admissions Committee recommends aiming for a total score above 600 (above 65% in both the Verbal and Quantitative sections and above 5 for the Integrated Reasoning section). For the GRE, the Admissions Committee expects percentiles above 80% in both the Verbal and Quantitative sections (Verbal 159 – Quantitative 164).

Language Policy

Our MBA programme is taught exclusively in English. If English is neither your mother tongue nor the language in which your university degree was taught, you will need a certification of proficiency in English such as the TOEFL, IELTS or PTE Academics. If English is your mother tongue, you will instead need to provide proof of intermediate-level ability in one other official language. By graduation, all students will have to demonstrate basic-level ability in a third language.



Meet the Alumni



The admissions process can seem overwhelming, and it's definitely challenging, but don't be afraid to persevere. Speak to as many students and alumni as you can, and take the process seriously – this is just the beginning of the road. After essays, will come cover letters and interviews, each more difficult than the last, but you will get better with practice and it's a cause worth fighting for."

Daniela Mordetzki

Uruguayan
Project Leader, Consulting
MBA'17D



Be true to yourself and explore your passions, while listening to and appreciating other people's completely different cultural and professional experiences and viewpoints"

Felix Takashi Wagner

German
Consulting
MBA'21J



I still remember all those fears I had before I applied such as the cost, the language, the change in region or the pandemic itself but everything was worth it and I do not regret it for a second."

Gonzalo Santaella

Argentinian
Associate, Investment Banking
MBA'21J



Financing and Scholarships

Financing

Tuition fees for the August 2023 intake are €97,000. The fees for the January 2024 intake are €98,500. The fees are payable by instalments. Fees are subject to change. Please refer to the **MBA financing page** on the INSEAD website for the latest updates.

Scholarships

INSEAD distributed over €6.1 million in scholarship funding to the 2022 graduating classes and 31% of students received awards – averaging €19,900.

Of those graduating in 2022, 16% received company sponsorship.



Admitted students are also eligible to apply for tuition financing from the following:



braincapital.de



stepex.co/our-product



lendwise.com



prodigyfinance.com



joinjuno.com



edbridg.com

Join our Global Community

Connect with members of the INSEAD community and learn more about the INSEAD MBA programme at one of our upcoming events.



Join us at our
INSEAD events!

Find an event near you:

<https://www.insead.edu/master-programmes/mpevents>



INSEAD does not discriminate on the basis of race, gender, religion, national or ethnic origin, age, sexual orientation, or infirmity. INSEAD | Registration Number 199901016K | CPE Registration 21 June 2017 to 20 June 2023



INSEAD

Join our global community



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