



Universidad
Carlos III de Madrid

Accredited by
**Association
of MBAs**

THE UC3M MBA

BROADEN YOUR OUTLOOK
DEEPEN YOUR UNDERSTANDING
MAKE A DIFFERENCE



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Welcome From Our Programme Director

Introduction

The MBA program at Carlos III constitutes a once in a lifetime learning and career-building experience. We are proud to have a highly international student body, with more than 90 percent of our students coming from countries other than Spain, and such a geographical and cultural variety that in a typical class there are almost as many students as nationalities. Their academic and professional backgrounds are equally rich and diverse, and are a key asset to the program. The annual intake of the program is limited to 35 students per program in order to optimize interaction and participation.

The MBA program combines advanced interdisciplinary theoretical training with practical learning experiences to help you to perform in today's changing business world. Our Students develop critical thinking and leadership skills to solve new business problems and make difficult decisions, people skills to foster collaborative teamwork, and the strategic insight to guide the world's top organizations.

The environment at Carlos III is both challenging and supportive. We believe that a quality MBA education must combine practical relevance and academic excellence. We have designed a curriculum that achieves these high standards, is applauded by our students year after year, and is accredited by the prestigious Association of MBAs. At Carlos III, the learning modules are designed not only to advance knowledge, but also to build soft skills and to fully integrate functional knowledge to help you grow as a manager.

Living in Madrid, you will have an extraordinary opportunity to learn one of the most widely spoken languages in the world and will enjoy a city which is not only one of the liveliest in Europe, but also one of the main business and political centers of Europe and a gate to the Spanish-speaking world.

Programme Objectives

We train you to face dynamic, international business challenges with confidence, through an enjoyable, interactive and hands-on learning environment.

The UC3M MBA is targeted at high-performing professionals in any field, in the private or the public sectors, who wish to build their management skills, advance their careers, and gain a deeper insight into the practical aspects of the international business world.

One year of intense professional and personal growth...

We focus on instilling our MBA students with:

- Solid business knowledge and technical skills
- Exposure to real, modern day management issues
- Practical problem-solving and critical thinking capabilities
- Leadership behaviours, personal awareness, and international sensitivity
- A multi-cultural, cross-disciplinary outlook

When you have successfully completed the UC3M MBA, you will understand and be able to apply solutions to the complex issues being faced by company boards across the world.

Our MBA graduates go into a multitude of different sectors following the course, including large corporations, SMEs, entrepreneurship, consultancy, finance, and government.

Programme Overview

The UC3M MBA programme lasts 12 months, beginning in September and ending in September of the following year. The first semester runs from September to January, and the second from February to June. Total course load is more than 500 contact hours (60 ECTS credits), corresponding to around 2,000 hours of work. Classes are taught at the University's Puerta de Toledo Campus in Madrid city center and they typically run on morning schedule Mondays to Fridays.

Practical, hands-on experience – at the deep end...

Our MBA programme is delivered through a combination of interactive lectures, small team assignments, presentations and practical simulations including interviews, negotiations and competitive exercises.

Our programme emphasises practical, hands on assignments, with students coordinating and cooperating with each other. You will interact closely with your teammates to organise and plan, allocate workloads and deliver the highly varied projects required for the programme.

You will also work in small teams to produce a business plan, for presentation to a panel of venture capitalists, accountants and professors at the end of the course. The business plan will incorporate every aspect of the UC3M MBA programme and will test your technical, team working and leadership skills to the limit.



Programme Structure

1st SEMESTER

COMPULSORY MODULES

- Financial Mathematics
- Quantitative Methods for Business
- Statistical Methods
- Leadership
- Organizational Behaviour
- Economics for Business
- Principals of Accounting
- Strategic Management
- Market Analysis
- Corporate Finance

ELECTIVE MODULES

- Business Modelling

2nd SEMESTER

COMPULSORY MODULES

- Financial Economics
- Marketing Principles
- Human Resource Management
- Managerial Accounting
- Operations Management
- Career and Personal Development
- Master Thesis / Business Plan

ELECTIVE MODULES

- Ethics and Social Corporate Responsibility
- Responsible Communication in the Network Society
- Management of Technology
- International Management
- Consumer Behaviour
- Supply Chain Management
- Valuation Methods
- International Economic Environment
- International Finance

Global Perspective

Our students and faculty come from all over the world and from many disciplines.

Global perspective – holistic approach...

The UC3M MBA 2014 student intake comprised of 30 professionals from 22 countries across five continents, from backgrounds as diverse as research science, consultancy, IT, engineering, banking and finance, operations, sales and marketing, public relations, law, and the public sector.

Our faculty comprises highly qualified academics and professionals with distinguished backgrounds in the world's leading institutions and companies, including Harvard Business School, New York University, University of Pennsylvania, PwC, Grupo Santander and BBVA.

This diversity of students and faculty members gives our MBA programme a truly international and cross-disciplinary perspective, and offers students a deep insight into the whole range of management and international business issues.





About UC3M

Universidad Carlos III de Madrid was founded in 1989 and is now one of the leading educational establishments in Spain. Our internationally accredited MBA programme is offered by the University's Department of Business Administration.

Our guiding philosophy is one of developing responsible, creative-thinking individuals who are well-acquainted with business philosophies, strategies and practices, sensitive to social problems and committed to an idea of progress based on freedom, justice and tolerance. We support environmentally sustainable growth, and actively participate in aid projects in developing countries.

Renowned for excellence – passionate about innovation...

Our many accolades include the following:

- Our MBA programme, launched in 1997, is one of only five MBA programmes in the whole of Spain to be accredited by the rigorous Association of MBAs
- We are the only Spanish institution whose PhD programmes have all received the “Mencion de Calidad” (a hallmark award certifying the high quality of a programme) from the Ministry of Education and Science.
- The students of our MBA programme participate in the prestigious CFA Global Investment Challenge – in 2008 the UC3M team won the European leg of the championship and went on to achieve second place worldwide.

UC3M is one of the leading Spanish institutions for business research. Our focus on first-rate classroom experiences, leading research, cutting-edge innovation and a relentless drive for excellence takes us from strength to strength.

Faculty

Our faculty comprises first-rate academics and industry experts who are leaders in their field.

All our faculty are either from countries outside Spain, or they have international experience – some also hold visiting positions in other leading institutions around the world. All our academic faculty are internationally recognised and their work is published in leading international journals.

We are meticulous in ensuring that our teaching quality is of the highest standard. We regularly request all our students to provide honest, objective feedback on the tuition they receive and we invite them to make

suggestions on how to continuously improve the learning experience at UC3M.

We believe that we offer one of the very best MBA learning experiences in the world, due to our relentless focus on teaching quality, our small class size, and our interactive teaching methodology.

The quality of our faculty and our teaching has been rigorously evaluated by the Association of MBAs and has been accredited by this prestigious international body.



Benefits To You

The UC3M MBA programme gives you one year to gain a broader perspective and a deeper understanding of the international business world. The practical nature of the course gives you the opportunity to consolidate your business experiences and optimise your learning and your skills.

Holistic and independent – more than just another MBA...

Due to the holistic approach of the course and the exceptionally diversified background of the faculty and class, you develop a keen insight into new fields, new sectors, new geographies, and other areas of the business and administrative world. You gain an understanding of the key questions affecting a wide range of industries and sectors, and this improves the quality of your future dealings with these sectors and opens-up new professional options for you.

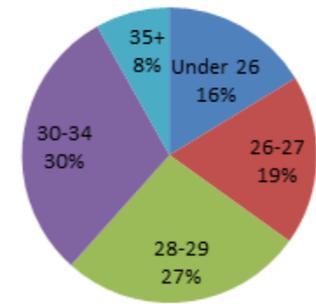
Our unique feature is that we are a truly free-thinking institution. We focus on instilling independent thinking and approaching business problems and opportunities with critical questioning rather than with ready-made answers. We are heavily focussed on practical skills, and we want our students to question industry norms, raise industry standards, and influence the future business world.



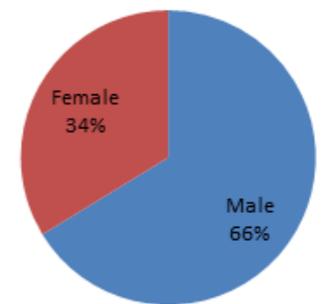
Student Profile*

COUNTRIES OF ORIGIN (1997-2013)

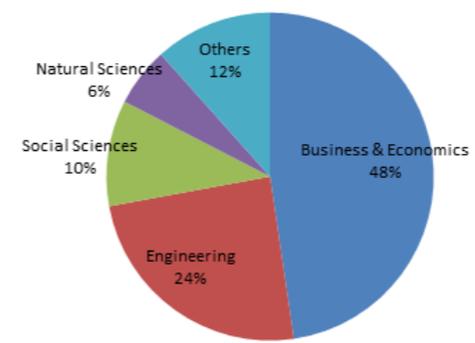
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Argentina	Croatia	Guatemala	Lebanon	Peru	Taiwan
Australia	Cuba	Holland	Mexico	Portugal	Turkey
Belgium	Dom. Rep.	Honduras	Mongolia	Romania	UK
Bolivia	Ecuador	India	Mozambique	Russia	Ukraine
Brasil	Egipto	Iran	Nicaragua	Saudi Arabia	Uruguay
Bulgaria	El Salvador	Ireland	Nigeria	Serbia	USA
Canada	Finland	Italy	Norway	Spain	Uzbekistan
Chile	France	Japan	Pakistan	Sudan	Venezuela
China	Germany	Jordan	Panama	Sweden	Vietnam
Colombia					



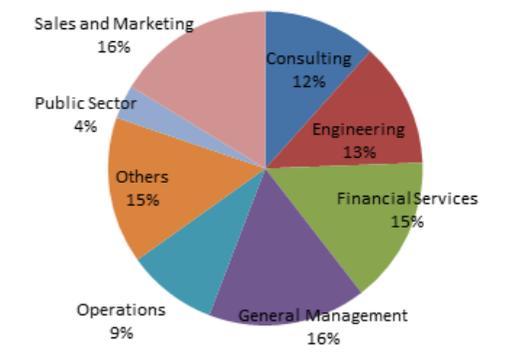
AGE



GENDER



EDUCATIONAL BACKGROUND



PROFESSIONAL BACKGROUND

*Student Profile 2011/12-2013/14

Career Direction

The reputation of UC3M and our internationally-accredited MBA programme opens doors with employers across the world. Of particular value to employers are the critical thinking and analytical skills that our programme develops, together with the hands-on experience that it provides.

An investment that pays-off time and time again...

The benefits of the UC3M MBA programme will stay with you for years, and indeed, throughout your career. What you learn during the course gives insight to make good decisions that will develop and advance your career in a way that is best for you. Further, our faculty members possess a wealth of experience across multiple sectors and are always happy to discuss career issues with you.

We have strong links with a number of large employers in the Madrid area, and a number of internships with leading companies are made available. Further to this, we organise group visits to company premises for you to see the companies in action and to meet the people who make them successful.

Our reputation attracts many organisations to our recruitment fairs. For example, our October 2015 fair attracted about 100 businesses from all around the world, looking to fill positions across a variety of sectors including banking and financial services, information technology, telecommunications, law, engineering, media, and consulting.



Fees and Financial Aid

Tuition fees for the whole MBA programme are €12,000. This covers registration, teaching, examinations, use of the Library and other University installations, and the necessary learning materials that we will provide to you for the purposes of the programme.

Due to the high number of applications that we receive, in order to secure a place following acceptance into our MBA programme we require payment of a non-refundable deposit of €3,000.

A first-rate programme – outstanding value...

UC3M is a public, non-profit university. In most MBA schools, a large percentage of the tuition fee is used to finance expensive marketing campaigns. We limit our marketing costs so that you pay less, and we focus our efforts and our resources in maintaining and improving the quality of the programme. Our high standard of quality is guaranteed by our accreditation from the AMBA (Association of MBAs) and by our continuing international success and growing recognition.

We also grant tuition bursaries, and these are awarded both on a means-tested basis and on a competitive basis to the best performers of the first term of the MBA programme.



Admissions

We welcome applications from high-achieving professionals in any sector.

Our basic minimum entry criteria are a good Bachelors or Masters Degree in any discipline, together with at least three years of professional experience and demonstrable proficiency in English.

We look for demonstrable professional and academic success. We consider applications from a holistic viewpoint, especially taking into account what we believe applicants will bring to the programme.

We carefully evaluate every aspect of your application, and a personal interview (face-to-face or by videoconference) is typically required.

Applications must be uploaded through the University's online platform (see www.uc3m.edu/mba) and must include:

- Two signed letters of recommendation
- Photocopy of your degree title
- Photocopy of your Academic Transcript (the full academic records)
- Photocopy of Passport
- Curriculum Vitae, with supporting documents
- A letter of motivation
- Any other relevant information

An application pack can be downloaded from our website at www.uc3m.edu/mba

About Madrid

Our school is situated in the Puerta de Toledo Campus, a recently-restored building in the very center of Madrid.

A beautiful, bustling world capital...

Madrid offers an exciting combination of history and modernity: a world-class art and culture scene, beautiful architecture, magnificent parks, a lively nightlife, superb cuisine and endless pavement cafes, bars and restaurants.

The city is diverse, international and multicultural. Many Spanish firms have expanded their business to other European Union countries over the last few years, and are also becoming crucial players in Latin America - most of these firms have their corporate headquarters in Madrid.

Every year, Madrid hosts numerous business fairs and has become the number one business destination in Spain.



Testimonials



“Taking the UC3M programme was a life changing decision for me. In the personal field, I made new friends from all over the world, and living in such a dynamic city as Madrid was a wonderful and exciting experience. Professionally, it has opened new and unexpected opportunities for me, and taught me many new skills and improved on the ones I already had. I wouldn’t hesitate in recommending the UC3M MBA.”

JULIETA DE LA PEÑA (MEXICO)
Gruma / Mission Foods



“The quality of the teaching here really is excellent. Professors get their ideas across very clearly and they make you think about the practical cases in depth. Classes are very interactive and professors always make themselves available for detailed discussions on the more complex points. You work hard, but you get so much from it! And everyone is keen to hear your suggestions.”

DANIEL CHRISTENSEN (UK)
National Australia Bank



“I have previously worked as a research scientist with interests in vaccine development and food health, and decided to do the UC3M MBA to facilitate my transition from academia to the biotechnology and pharmaceutical sectors. As well as a solid background and a practical vision in different business areas, the programme has had a direct impact on my managerial capabilities and leadership qualities. While demanding, it has also been a fun experience, allowing me to develop a network of friends and professional contacts both in Madrid and from around the world. I would recommend the programme to anyone.”

SEAN HANNIFY (IRELAND)
Institute of Food Research



“The MBA at the UC3M enabled me to take what I had learned in University and apply it to today’s dynamic and complex business framework. It allowed me to understand the bigger perspective of things and enhanced my leadership skills. Of course, living in Madrid was essential to the study-life balance and I look back on the year as an invaluable experience both in forming my career as well as in my personal development.”

DANIELA LUZ LAUREL (PHILIPPINES)
The Royal Bank of Scotland, Amsterdam

Directorate and Advisory Board

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