Entirely taught in English

Pre-experience full time programs

MSc in Finance and Banking
MSc in International Business
MSc in Marketing
MSc in Management

> General Management
> Specialization in Marketing
> Specialization in Business Analytics
> Specialization in Entrepreneurship
> Specialization in IT Management

“Education is the most powerful weapon we can use to change the world”
Nelson Mandela
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Master of Science
BARCELONA
More than a learning experience

With 8 universities, over 15,000 lecturers and 200,000 students from all over the world, Barcelona is home to one of the biggest university communities in Europe.

Its internationally-minded, multicultural student life attracts both young, creative spirits and a growing range of international companies and start-up projects.

The city’s 100 galleries and 66 museums and exhibition spaces also represent its lifelong passion for culture.

The Mobile World Congress, the World Smart City Forum, the O80 Barcelona Fashion Week, the Formula 1 Grand Prix... Barcelona has become a reflection of its society: multidisciplinary, multi-dimensional and multilingual.

> 8th best European city for international students (QS Best Student Cities, 2017)

> 6th World's top smart city (Forbes, 2017)

POMPEU FABRA UNIVERSITY
Quality, innovation and internationalization

Effort and determination.
Competence and reliability.
Pompeu Fabra University was born out of the combination of these qualities in 1990.

It is an institution based on motivation, change, hard work and clear-cut objectives. Placing its students at the core, it sets examples to follow both in Europe and in the rest of the world. Its high rates of student satisfaction, success and graduate employability speak for themselves.

A unique methodology, a strong teaching staff and a clear vocation for international research — all backed up by the world’s top international rankings.

> 17th best university in the world under 50 years old (Times Higher Education Ranking, 2017)

> 1st best university in Europe (U-Multirank, 2017)

> 1st Spanish university in productivity in the areas of teaching and research (U-Ranking, BBVA Foundation and Ivie, 2017)
We defend the principles of **responsible management, sustainability, respect for diversity, and simultaneous global and local engagement.** We believe that social sciences and the humanities help us to understand the complexity of the world that surrounds us. We do not understand projects that are not carried out with a shared vision.

We encourage comprehensive, open-minded and challenging thought.

**Comprehensive,** because if we use an interdisciplinary, three-dimensional outlook.

**Open minded and challenging,** because we are obsessed with cross-questioning; we go against the norms and challenge things from a critical stance.

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**We learn by doing.** Our methodology combines an analytical approach, creative solutions and human values. With hands-on training, at our school experience is the springboard for observation, reflection and action.

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**We make an impact on managerial practice.** Our mission is to provide the market with brave, passionate, innovative managers that will transform society by challenging the norms with science and social awareness.

UPF Barcelona School of Management aims to become an ecosystem where talented professionals become the best version of themselves to transform their environment.

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Welcome to UPF Barcelona School of Management!
Located less than 100 metres from the sea in Ciutadella Park, one of the city’s green lungs. An international campus, with multiple resources that can help you.

**UPF Libraries**
More than 500,000 volumes and 14,800 publications, for consultation and loan.

**Language school**
Spanish, Catalan, French, German, Chinese… UPF’s language school offers courses at all levels at the same campus. You have the chance to improve your language skills.

...and much more!
UPF Barcelona School of Management’s MSc programs provide training in business, management and economics and combine academic excellence with hands-on business practice.

Our Masters of Science feature an innovative curriculum based on an empirical methodology. Practically focused and internationally oriented, they seek to develop in students an integrated and critical aware understanding of management and organizations.

Supported by a strong faculty, UPF Barcelona School of Management’s teaching methodology provides students with a solid foundation and an international outlook that will lead them through a learning experience that is practical, stimulating and culturally rich.

> **Brush-up courses:** setting you up for the term

Our MSc programs include **free summer refresher courses** to align your knowledge with the master’s requirements. Secure the basics before the course and start meeting your future classmates!

- Quantitative Methods
- General Economics
- Accounting and Finance
- Statistics
- Econometrics

→ **Dual degrees with international universities**

- EBS Business School (Germany)
- RMIT University (Australia)
- Washington University in St. Louis (USA)

→ **Learn Spanish with us!**

By studying a Master of Science with us you will benefit from a one-term, free Spanish course at UPF’s language school!

→ **Choose your best fit!**

- MSc in Finance and Banking
- MSc in International Business
- MSc in Marketing
- MSc in Management (General Management)
- MSc in Management (specialization in Business Analytics)
- MSc in Management (specialization in Entrepreneurship)
- MSc in Management (specialization in IT Management)
- MSc in Management (specialization in Marketing)
MSc STUDENTS
Profile

Average age
24 years old

Gender
60% male  40% female

Origin
31% different nationalities  81% international students

Scholarships and financial aid
35% of students awarded with school funding

"During my MSc, my group and I had the chance to present a business model in the European Regional Finals of the Hult Prize — a renowned competition against the world's very best business schools. It was just an amazing experience!"

PAU AMIGÓ
MSc in International Business
Entrepreneur
Spain

MSc FACULTY
Our main asset

A teaching body formed by an international mix of UPF academics, researchers and eminent professionals from the management sector.

58% have professional experience from renowned companies

69% hold international PhDs

A rich learning experience provided by teaching staff trained at the world's best universities: London School of Economics, INSEAD, Oxford, Harvard, MIT, Stanford, etc.

"Through the master's team projects I learned how to solve complex business matters with professionals from different backgrounds — a key skill if you wish to succeed in today's global, fast-paced business environment."

MARI KRISTINA GJELSTAD
MSc in Management
Project Manager at Schjærven AS
Norway
MASTER OF SCIENCE IN FINANCE AND BANKING

The Master of Science in Finance and Banking provides you with the necessary skills for solid decision-making in finance, banking and financial regulation.

THIS COURSE WILL HELP YOU...

1. Gain a deep understanding of how financial markets and financial institutions work.
2. Learn how to take the best investment and financing decisions in a corporation.
3. Master the most recent tools and techniques used by financial analysts.

At a glance

- 12-month, full time program
- Officially accredited
- Entirely in English
- 60 ECTS
- Scholarships available
- Dual Degrees
  - EBS Business School (Germany)
  - Washington University in St. Louis (USA)
- Curricular internship

Internship companies*

- Boer & Croon Corporate Finance
- Financial Advisory Services
- International Organization of Securities Commissions
- Procter & Gamble
- PWC
- Rovin Mergers & Acquisitions advisors
* Examples of companies where former MSc in Finance and Banking.

CAREER PROSPECTS

- Business Consultant
- Central Bank Employee
- Commercial Bank Manager
- Corporate Financial Services
- Investment Banker
- M&A Advisor
- Private Equity Manager
- Treasury Manager
- Financial Analyst

Program Contents

Pre-term 2 weeks

1st term Sep - Dec

2nd term Jan - Mar

3rd term Apr - Jun

Brush-up Courses

Essentials

Finance

Banking

Electives

MSc Thesis

Optional Spanish Language Course

Career Development Program

Off-Program Activities
# Master of Science in International Business

The Master of Science in International Business inspires you how to operate in international markets, manage cross-cultural teams and communicate and negotiate internationally.

## THIS COURSE WILL HELP YOU...

1. Acquire the management skills required to communicate and negotiate in a multicultural business environment.
2. Understand and implement commercial, financial, human resources and operational strategies.
3. Master the analytical tools used in preparing and implementing International Business Plans.

## At a glance
- 12-month, full time program
- Officially accredited
- Entirely in English
- 60 ECTS
- Business Trip
- Scholarships available
- Curricular internship

## Internship companies*
- Ammann Teknomak
- Atako Shipping
- Henkel Iberica
- Mango
- United Nations

* Examples of companies where former MSc in International Business students interned.

## Career Prospects
- Import-Export Management
- International Entrepreneurship
- International Expansion Departments
- International Logistics
- International Marketing and Research Consulting
- International Sales Management
- Management of Foreign Subsidiaries

## Program Contents

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## Off-Program Activities

- Curriculum internship
- Business Trip
- Scholarships available
MASTER OF SCIENCE IN MARKETING

Will inspire you the magic of marketing backed up with scientific rigour.

You will develop an innovative, up-to-the minute, comprehensive view of the new trends in this dynamic sector.

1. Bring you closer to the world of marketing, using the most up-to-date analytical tools and the contributions of professionals active in the sector.

2. Benefit from a teaching staff made up of top-level professors from national and international universities and working professionals.

3. Innovate and adapt to the professional reality of the moment: its academic contents are updated every year, drawing on new trends in marketing (digital marketing, Big Data, etc.).

At a glance
- 12-month, full time program
- Officially accredited
- Entirely in English
- 60 ECTS
- Scholarships available
- Curricular internship

Internship companies*
- Antalis
- Banc Sabadell
- Pronovias
- Le Meridien

*Examples of companies where former MSC in Marketing students interned.

Career prospects
- Brand Management
- Communication Management
- Digital Marketing
- Internet and Social Marketing
- Market Research
- Marketing Consulting
- Retailing
- Marketing Departments in any sector

Program contents

Pre-term 2 weeks
- Brush-up Courses

1st term Sep - Dec
- Brush-up Courses in Business tools for Marketing
- Strategic Marketing Planning

2nd term Jan - Mar
- Communication Management
- Brand Management
- Specialization Tracks with Elective courses

3rd term Apr - Jun
- MSc Thesis
- Optional Spanish Language Course
- Career Development Program
MASTER OF SCIENCE IN MANAGEMENT
Choose from 5 different specializations!

Business Analytics
Analytical skills to interpret data and make strategic company decisions.

General Management
Managerial and analytical skills to understand business organizations.

Marketing
Creative and analytical skills to understand markets and customer needs from a managerial perspective.

Entrepreneurship
Global skills needed to undertake business ventures, create innovative start-ups and implement new ways of working.

IT Management
Technological skills and cross-managerial abilities to optimize global corporate projects.

At a glance
- 9-month, full time program
- Officially accredited
- Entirely in English
- 60 ECTS
- Scholarships available
- Dual Degrees:
  - EBS Business School (Germany)
  - RMIT University (Australia)
- Extracurricular internship

Internship companies*
- Accenture
- Antonio Puig
- Le Meridien
- Magneti Marelli
- Pronovias
- Seat
- Sellbytel
* Examples of companies where former MSc in Management students interned.

At a glance
The Master of Science in Management focuses on the pillars of business management while providing solid understanding of organizations as a whole. It is offered in 5 specializations.

Program Contents

Pre-term
2 weeks

Brush-up Courses

Analytical Tools

Management Theory

MSc Thesis Advising

1st term
Sep - Dec

8 Elective Courses

MSc Thesis

2nd term
Jan - Mar

6 Elective Courses + Curricular Internship

MSc Thesis

3rd term
Apr - Jun

Optional Spanish Language Course

Career Development Program
With the Master of Science in Management you will gain in-depth knowledge in strategic, analytical & innovative management.

**THIS COURSE WILL HELP YOU...**

1. Obtain a cross-functional approach to management.
2. Provide in-depth knowledge of analytical tools applied to management.
3. Learn the required technical and managerial skills for key decision-making processes.

**CAREER PROSPECTS**

- Business Analysis
- Business Development
- Digital Analysis
- Market Research
- Supply Chain Management
- Strategic Consulting
- Strategic Management
- Strategic Planning

---

The Master of Science in Management (specialization in Marketing) will train you with the technical and creative skills needed to satisfy customer needs from a strategic, managerial and empirical perspective.

**THIS COURSE WILL HELP YOU...**

1. Understand the latest marketing trends and techniques from an analytical approach.
2. Develop skills such as business creativity, team collaboration and corporate commitment in the field of marketing management.
3. Anticipate and identify today's consumer needs and communicate them in an innovative way.

**CAREER PROSPECTS**

- Brand Management
- Communication Management
- Digital Marketing
- Internet and Social Marketing
- Market Research
- Marketing Consulting
- Marketing departments in every sector
- Retail
MASTER OF SCIENCE IN MANAGEMENT
(Specialization in IT Management)

The Master of Science in Management (specialization in IT Management) provides you with the necessary analytical and managerial skills required to transform strategic plans into business decisions.

THIS COURSE WILL HELP YOU...

1. Understand the role of business analytics within the context of an organization.
2. Apply state-of-the-art analytical tools to business consultancy and strategic decision-making.
3. Connect the existing techniques, functional knowledge and applications within an organization.

CAREER PROSPECTS

> Business Development and Strategy
> Business Innovation and Skills (BIS)
> Consulting and IT Analysis
> Chief Information Officer (CIO)
> Companies in the IT and Digital Content Sectors
> Innovation Management
> Internet Marketing
> IT Management and Consulting
> IT-based Entrepreneurship
> Logistics and Big Data Analysis

MASTER OF SCIENCE IN MANAGEMENT
(Specialization in Business Analytics)

In the Master of Science in Management (specialization in IT Management) you will learn how to align technology with business strategy through a multidisciplinary training program.

THIS COURSE WILL HELP YOU...

1. Fully develop skills to devise efficient IT-related business strategies.
2. Spot the requirements for IT projects and serve as a liaison between project strategists and IT professionals.
3. Acquire full command of the most advanced techniques in data analysis and evaluation.

CAREER PROSPECTS

> Consulting
> Data Analysis
> Digital Analysis
> Supply Chain Management
> Financial Forecasting
> Market Research

> Business Development and Strategy
> Business Innovation and Skills (BIS)
> Consulting and IT Analysis
> Chief Information Officer (CIO)
> Companies in the IT and Digital Content Sectors
> Innovation Management
> Internet Marketing
> IT Management and Consulting
> IT-based Entrepreneurship
> Logistics and Big Data Analysis
The Master of Science in Management (specialization in Entrepreneurship) will introduce you how to transform innovation into corporate opportunities. Turn a new idea into a business plan.

**THIS COURSE WILL HELP YOU...**

1. Execute all the functions laid out in a business plan: marketing strategy, supply chain management and fundraising.
2. Develop key entrepreneurial skills: risk seeking, opportunity identification, creativity and talent management.
3. Learn how to apply innovation strategies within existing organization departments.

**CAREER PROSPECTS**

- Business Plan Analyst
- Consulting
- Entrepreneur
- Intra-entrepreneur
- Marketing departments in every sector
- Product Development
- Start-Ups Jobs

**Challenge Garage**

A collaborative project between MSc students and companies, where students propose innovative solutions to real business challenges.

**Visits & Talks**

Networking events, company visits, team-building activities, seminars and much more!
APPLICATION AND ENROLMENT

1 Application Checklist

To be considered for admission, you need to submit a series of documents that the Admissions Committee will need to evaluate.

- Scanned copy of Bachelor’s degree certificate from an accredited institution of higher education in the following academic fields:
  - Economics
  - Business Administration
  - Engineering
  - Mathematics
  - Physics
- Scanned copy of Transcript of Records, including your GPA
- Scanned copy of Passport/ID
- Statement of purpose (motivation letter) or videocurriculum
- Official proof of English level*
- GMAT*
- CV
- Photo
- 2 academic letters (mandatory) and 1 professional letter (optional)
- Signed Rights and Obligations of the Participant (download online)

Keep it on-score!

Official English and GMAT exam scores must be sent directly by the examining institution and conform to the following scoring:

**English tests:** Required for all applicants.
- TOEFL CBT > 235
- TOEFL PBT > 575
- TOEFL IBT > 100
- CAE = C1
- IELTS > 6.5

**GMAT:** Required only for applicants coming from educational backgrounds unrelated to economic, formal or physical sciences:

650 GMAT.

If you apply for the Master of Science in Management & specializations and Master of Science in Finance and Banking.

2 Admission Process

- Fill in the online application form
- Pay the admission fee (120€)
- Upload your application documents
- Have a Skype admission interview
- Check the admission resolution

Scholarships & funding

To foster diversity within our programs, UPF Barcelona School of Management awards the following range of tuition funding assistance to students in need of financial aid.

1. **Talent scholarship**
   - Based on student’s overall talent
2. **UPF partner universities discount**
   - Intended for graduate students from UPF partner universities
3. **UPF alumni discount**
   - Intended for UPF Alumni premium members
   - For further information check our website.
ALUMNI
Your networking platform

Our Alumni community comprises master and postgraduate students of all nationalities, profiles and sectors.

Join our Alumni program, and become part of a strong, creative and global network!

> Networking events
> Talks and conferences
> Career skills workshops

Become a part of a global community!

CAREER SERVICES
Maximizing your professional impact

The UPF Barcelona School of Management Career Services Team is committed to helping you achieve your professional objectives.

1. We assist you in achieving your career potential through our training and advisory sessions.
2. We foster strong long term relationships with companies looking for global talent—both for internship and full time opportunities.

> CV guidance
> Sector-track training
> Company presentations
> Networking events and job fairs
> Internship agreements
> Job board
> 1-to-1 student advice
> Online resources

SUMMER SCHOOL
in BARCELONA

Plan your training and future professional development.

Are you planning on pursuing a management related Master’s Degree in the near future?

Do you have a creative idea or a professional project you would like to develop?

The Summer School will give you the academic experience and cultural background to start opening doors.

It aims to become an ecosystem where junior students become the best version of themselves to transform their environment.

Includes visits to companies and lectures of key note speakers.

Creativity, Innovation and Entrepreneur Skills

Global Business Without Borders: Traditional & Sharing Economy

Soft Skills Multiculturalism, Design Thinking & Storytelling

Analytics & Big Data for decision making

Choosing one of three

Stepping Up to

Sports Management learning with FB
Marketing & Communication Tools
The world of finance

Language and Culture

Summer School

50% of +80 internship companies
61% of %实习s in Spain
39% of %实习s worldwide