With one clear objective → find original, real solutions.

You must at least once in your life doubt, as far as possible, all things. Descartes

A methodology based on a desire to know, examine, demonstrate, prove, innovate, cooperate.

MASTERS
OF
SCIENCE

Entirely taught in English

Pre-experience full time programs

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

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

Universitat Pompeu Fabra
Barcelona

Barcelona school of management
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 account for its lifelong passion for culture.

The Mobile World Congress, the World Smart City Forum, the 080 Barcelona Fashion Week, the Formula 1 Grand Prix... the city has become a reflection of its society: multidisciplinary, multi-dimensional and multilingual.

> 6th best European city for international students
(QS Best Student Cities)

> World’s top smart city
(Forbes)

> 1st European innovation capital
(European Commission)

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 just 25 years ago.

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.

> 1st Spanish University
(2015 Times Higher Education Ranking)

> 1st Spanish university in productivity in the areas of teaching and research
(U-Ranking, BBVA Foundation and 2015 Ivie)

> 5th best European university
(2015 Times Higher Education Ranking)

> 12th best university in the world under 50 years old
(2015 Times Higher Education Ranking)

> 10th best university in Europe
(2015 U-Multirank)
UPF BARCELONA SCHOOL OF MANAGEMENT
A school with a global perspective

At UPF Barcelona School of Management we look for students who set challenges. Who provide ground-breaking solutions and who want to be the protagonists of their learning process.

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.

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.

Welcome to UPF Barcelona School of Management!

> +1,000 international students

> 100 nationalities represented

> 1 out of 4 students comes from outside Spain

> Double degrees with international universities
  - EBS Business School (Germany)
  - RMIT University (Australia)
  - Washington University in St. Louis (USA)

UPF’s research capacity helps us place science in the center of decision-making. We make decisions based on data analysis. We like to analyse complexity and break it into small pieces that will help to lead projects in a complex environment.

We encourage comprehensive, open-minded and challenging thought.

Comprehensive, because it is based on 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.

We defend the principles of responsible management, sustainability, respect for diversity, and simultaneous global and local engagement.

We believe that social sciences and 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.

Evidence-Based Management
A Constant Challenge
We Are Socially Committed

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We believe that social sciences and 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.
Located less than 100 metres from the sea in Ciutadella Park, one of the city’s green lungs. An international campus, with multiple resources within reach of your hands.

Ciutadella Campus

UPF Libraries
Library resources of more than 500,000 volumes and 14,800 publications. For consultation and loan. Some of them stored at one of Gaudí’s most impressive works.

Language school
Spanish, Catalan, French, German, Chinese... Courses at all levels offered by UPF’s Language School. Easy, interesting and located right on the campus.

...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 critically aware understanding of management and organizations.

Supported by a strong faculty, the 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.

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 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)

Our MSc programs include free summer refresher courses to align your knowledge to the master’s requirements. Secure your basics before the course and start meeting your future classmates!
MSc STUDENTS
2015-2016 profile

**Average age**
24 years old

**Gender**
- 45% male
- 55% female

**Origin**
- 35→84% different nationalities
- 35→84% international students

**Scholarships and financial aid**
- 42% of students awarded with school funding

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PAU AMIGÓ
MSc in International Business
Entrepreneur
Spain

“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 very best business schools of the world. It was just an amazing experience!”

MARI KRISTINA GJELSTAD
MSc in Management
Project Manager at Schjærven AS
Norway

“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.”

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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

It is the richness provided by teaching staff trained at the world’s best universities: London School of Economics, INSEAD, Oxford, Harvard, MIT, Stanford, etc.
The Master of Science in International Business teaches you how to operate in international markets, manage cross-cultural teams and communicate and negotiate internationally.

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

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

**At a glance**

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

**Internship companies**

- Ammann Teknomak
- Atako Shipping
- Henkel Iberica
- Mango
- United Nations

*extract 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

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**Program Contents**

- **Pre-term**
  - 2 weeks
  - Brush-up Courses

- **1st term**
  - Sep - Dec
  - Internal and External Diagnosis

- **2nd term**
  - Jan - Mar
  - Strategic Planning

- **3rd term**
  - Apr - Jun
  - Business Operations
  - Business Trip

- **Summer term**
  - Jul - Sep
  - Internship (min. 300 hours)

- **International Business Plan**
- (MSc Thesis)

- **Optional Spanish Language Course**

- **Career Development Program**
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
- Curricular internship
- 60 ECTS
- Dual Degrees
  - EBS Business School (Germany)
  - Washington University in St. Louis (USA)

**Internship companies***

- Boer & Croon Corporate Finance
- Financial Advisory Services
- International Organization of Securities Commissions
- Procter & Gamble
- PWC
- Rovin Mergers & Acquisitions advisors

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

**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

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**Program Contents**

<table>
<thead>
<tr>
<th>Pre-term</th>
<th>1st term</th>
<th>2nd term</th>
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<tr>
<td>2 weeks</td>
<td>Sep-Dec</td>
<td>Jan-Mar</td>
<td>Apr-Jun</td>
<td>Jul-Sep</td>
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</tbody>
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- Essentials
- Finance
- Banking
- Electives

- MSc Thesis
- Optional Spanish Language Course
- Career Development Program

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**Off-Program Activities**

- Brush-up Courses

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*(13)*
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.

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

**Internship companies**
- Accenture
- Antonio Puig
- Le Meridien
- Magneti Marelli
- Pronovias
- Seat
- Sellbytel

* extract of companies where former MSc in Management students interned.

**Program Contents**

**Pre-term**
- 2 weeks

**1st term**
- Sep - Dec
  - Analytical Tools
  - Management Theory
  - MSc Thesis Advising

**2nd term**
- Jan - Mar
  - 8 Elective Courses
  - MSc Thesis
  - or
  - 6 Elective Courses

**3rd term**
- Apr - Jun
  - MSc Thesis

**Summer term**
- Jul - Sep
  - Internship

**Off-Program Activities**

- Optional Spanish Language Course
- Career Development Program

**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 or working.

- **IT Management**
  - Technological skills and cross-managerial abilities to optimize global corporate projects.
MASTER OF SCIENCE IN MANAGEMENT
(General Management)

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

MASTER OF SCIENCE IN MANAGEMENT
(Specialization in Marketing)

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
The Master of Science in Management (specialization in Business Analytics) 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 company consulting and strategic decision-making.
3. Connect the existing techniques, functional knowledge and applications within an organization.

**CAREER PROSPECTS**

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

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**MASTER OF SCIENCE IN MANAGEMENT (Specialization in IT Management)**

At 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**

- 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
Entrepreneurship)

The Master of Science in Management (specialization in Entrepreneurship) will teach 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 organisation departments.

CAREER PROSPECTS

- Business Plan Analyst
- Consulting
- Entrepreneur
- Intra-entrepreneur
- Marketing departments in every sector
- Product Development
- Start-Up 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!
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 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)
- Official proof of English level*
- GMAT*
- CV
- Photo
- 2 letters of recommendation (1 academic)
- Signed Rights and Obligations of the Participant [web download]

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: 600 or higher.

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.
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 advising sessions.
2. We foster strong long term relationships with companies who look 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 advising
> Online resources

+80 internship companies

76% of MSc students do an internship

78% internships in Spain

22% internships worldwide

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!

Become a part of a global community!

> Networking events
> Talks and conferences
> Career skills workshops
multidisciplinary approaches

cross-cultural environment

analytical decision-making

real-world companies

innovation & future

= Master of Science