

# MIB School of Management

Trieste | ITALY

[www.mib.edu](http://www.mib.edu)

# MIB School of Management

MIB School of Management is an international Business School founded in 1988 by high profile companies (including Generali, Allianz, illycaffè and Benetton) and the world of academia.

The School offers MBA and specialist Masters courses taught in English to recent graduates, also those with professional experience. Our Masters courses are designed to create new opportunities for careers and job placement.

MIB also offers Executive Programmes for entrepreneurs, managers and companies, aimed at promoting career development and widening the range of responsibilities and areas of business.

The concrete and engaging teaching style, the strong international outlook and the ongoing relationship with companies are the pillars upon which MIB has built its success.

MIB and its Masters courses have been recognised by leading Accreditation Bodies, Rating Agencies and recruiting companies that annually assess the best programmes in the world and vouch for their quality and marketability in the international job market.

**36<sup>th</sup>** European School for career opportunities – TOP MBA Ranking

2 of our Masters ranked in the **Top 100** globally – EDUNIVERSAL

Our MBA and full-time Masters have been taught exclusively in English for the past ten years delivering courses for students from more than 65 different countries. Studying and working alongside colleagues with diverse cultures and backgrounds increases the value of the learning experience and also offers wider networking opportunities after graduation.

The exchange fostered by this international environment is beneficial to personal development and encourages a different approach to strategic thinking.

In partnership with companies the School creates individual training initiatives (short courses and Corporate Masters), research and consultancy opportunities. These collaborations offer companies the chance to recruit talented individuals and give the students great opportunities for employment.

Albania, Argentina, Australia, Austria, Azerbaijan, Belgium, Bolivia, Brazil, Bulgaria, Cameroon, Chile, China, Croatia, Costa Rica, Cuba, Czech Republic, Estonia, Ethiopia, France, Germany, Ghana, Greece, Hungary, India, Indonesia, Israel, Italy, Kazakhstan, Lebanon, Lithuania, Macedonia, Mexico, Moldova, Mongolia, Netherlands, New Zealand, Peru, Philippines, Poland, Portugal, Romania, Russia, Serbia, Slovakia, Slovenia, South Africa, Spain, Sri Lanka, Switzerland, Taiwan, Tunisia, Turkey, Ukraine, United Kingdom, USA, Venezuela, Vietnam.



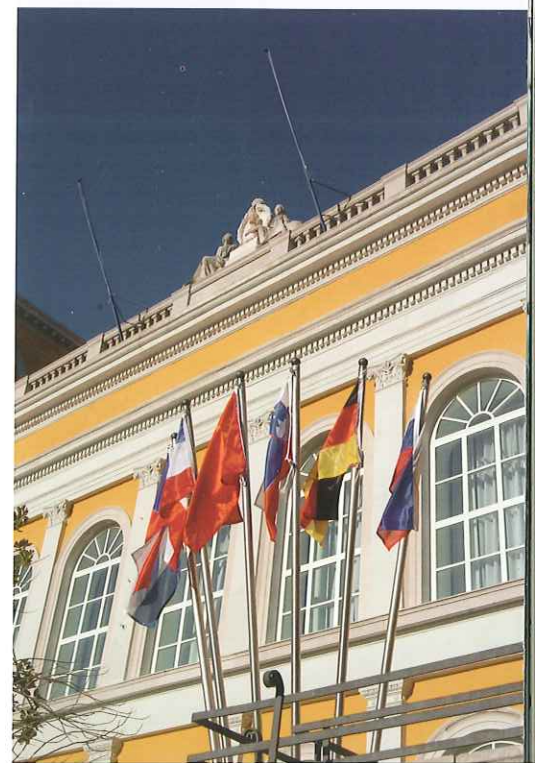
## **Enrico Tomaso Cucchiani**

*Managing Director and CEO,  
Intesa Sanpaolo S.p.A.  
Chairman MIB School of Management*

## **Vladimir Nanut**

*Dean MIB School of Management*

*“At MIB we believe in every individual’s talent: we cultivate and nurture it with the greatest care so that it can sustain their potential, passions and ambitions. We cherish values such as ability, quality, commitment, the spirit of enterprise and professionalism. We constantly work to develop the skills and competencies of our students so that they are able to take on leadership roles with real responsibility. We believe that their commitment can help to create better leaders, strengthen companies and organisations and promote the growth of an economic system and a quality of life that will at last be sustainable”.*



# Why choose MIB School of Management

you

## + COMPETENCES

Study materials and theoretical models are developed and tested with a concrete business-oriented approach by an international Faculty staff >> to round out and empower your academic curriculum or to gain new skills while continuing to work.

## + PERSONAL DEVELOPMENT

Personal training paths to learn to fully exploit your potential >> to enhance all your resources and be able to interact in diverse cultural and professional environments. Problem-solving and change management skills are essential.

## + CAREER OPPORTUNITIES

Our Career Service constantly supports you in identifying and achieving your career objectives >> to meet companies, sectors and functions for your Placement or Consultancy Project which are best suited to your professional aspirations; >> to realise your professional objectives through job interviews, corporate presentations, submission of CVs and networking.

## + NETWORK

Sharing experiences, the exchange of entrepreneurial and managerial ideas, employment opportunities and chances to meet and socialise >> this means building a network with fellow course members, participants from other masters courses, Alumni members (1,000 professionals in 40 countries), the Faculty and partner companies (150 firms).

## A few examples of where our Graduates work

Allianz Group  
Abbott Medical Optics  
Amgen  
Bank of America  
Barclays Bank  
Beiersdorf  
Calligaris  
Electrolux Professional  
Eli Lilly Italia  
Ernst & Young  
ESA -European Space Agency  
Ferrari  
Ferrero Group  
Fincantieri  
Finest  
Four Seasons Hotels & Resorts  
Friulia  
General Electric  
Generali Group  
Hilton Hotels  
Hyatt Hotels & Resort  
illycaffé  
Intesa Sanpaolo  
Jacuzzi Europe  
Johnson & Johnson  
KPMG International  
L'Oreal  
Lloyd's of London  
Luxottica Group  
Marsh  
Mazars  
Mc Kinsey & Company  
Munich Re  
Oracle  
PricewaterhouseCoopers  
Procter & Gamble  
Reckitt Benckiser  
Snaidero Group  
Starwood Hotels & Resorts  
Swiss Re  
The Ritz-Carlton Hotels & Resorts  
Unicredit Group  
Unipol  
Wärtsilä SpA

Our Alumni consider the return on their investment to be very positive. An average placement rate of 90% within 6 months after graduation is a confirmation of this.

Contact previous students who have benefited from the MIB experience at: [alumni@mib.edu](mailto:alumni@mib.edu)

# Programmes

## MBA in International Business

Accreditations: Association of MBAs, ASFOR  
12 months full-time or 24 months part-time | taught in English  
9 months classroom teaching + 3 months internship/project  
since 1990

The MBA is an intensive programme aimed at professional growth and personal development. The Master's increases your competences and trains you for effective, global management: an MBA graduate is able to tackle company issues with a leadership attitude.

Marketing, finance, auditing, organization, HR, consultancy: all these different careers stem from a single international experience, exciting and complete.

[www.mib.edu/mba](http://www.mib.edu/mba)

## Executive MBA

Accreditations: Association of MBAs, ASFOR  
18 months part-time | taught in Italian  
since 2003

Part-time MBA, for those who have worked for at least 4 years and want to accelerate their career trajectory and take on new, cross-functional management responsibilities. Central features of the EMBA programme are the Leadership Development programme and the international experience in a partner Business School outside Italy.

EMBA develops a new vision of management involving analysis, strategic thinking and leadership.

The flexibility of this Master's course allows you to continue your full-time professional activity

[www.mib.edu/emba](http://www.mib.edu/emba)

## International Master in Tourism

Accreditations: United Nations WTO TedQual, ASFOR  
12 months full-time or 24 months part-time | taught in English  
8 months classroom teaching + 4 months internship/project  
since 2001

This Master's offers both a solid foundation in management (marketing, strategy, organization, HR and finance) and a stimulating exploration of specialised areas of a constantly developing sector. IMT students work in a culturally diverse environment and develop management abilities and personal skills to be successful in the different tourism related professions: hospitality manager, tourism developer, marketing director, destination manager, M.I.C.E professional, consultant, entrepreneur, e-tourism expert.

[www.mib.edu/imt](http://www.mib.edu/imt)

## Accreditation

MBA and Masters courses have been recognised by leading Accreditation Bodies, Rating Agencies and recruiting companies.



Association of MBAs



Associazione Italiana per la Formazione Manageriale



EFMD  
EPAS  
ACCREDITED  
EFMD Programme  
Accreditation System



United Nations WTO

## Accreditation guarantees:

- High quality teaching, faculty and course contents.
- International student body, faculty members and company network.
- Innovative approaches.
- Direct contact with multinational and national companies for work placements and recruitment.
- Personal Career Service.
- Long term placement minimum 80% (MIB: 90% average).



## Master in Insurance & Risk Management

Accreditation: EPAS, ASFOR  
12 months full-time | taught in English  
8 months classroom teaching + 4 months internship  
since 2000

Sponsors: Allianz, ANIA, Crenca&Associati, Ernst&Young, Generali, KPMG, Marsh, Mazars, Visintin&Associati.

Conceived and developed by request and through the direct collaboration with leading companies, this Master's trains young professionals with the most advanced skills, tailored to the specific needs of sponsors and partners. This structure makes this Master course unique and offers great networking and recruitment opportunities for graduates.

The employment opportunities range from the insurance sector (actuaries, analysis, statistics, financial services, marketing etc...) to Risk Management (operative, financial, industrial), to Financial Consultancy and Business Development, Auditing and Rating, Banking and Fiscal Strategy and Consulting.

[www.mib.edu/mirm](http://www.mib.edu/mirm)

## Executive Master in Insurance & Finance

24 months part-time | taught in Italian  
since 2009

This Master's was conceived in collaboration with Allianz S.p.A. and has now been opened to the market. It is aimed at high potentials and executives in this sector: it focuses on the most up to date insurance and financial issues, aimed at offering an integrated vision of organizational and management processes in a company. As well as studying the technical aspects of the main insurance products, great attention is given to fields such as organisation, marketing, HR and strategy.

[www.mib.edu/emif](http://www.mib.edu/emif)

## e-MIRM | Corporate Master in Insurance & Risk Management

24 months part-time | taught in English  
since 2009

MIB School of Management in collaboration with Allianz S.p.A has created a part-time, distance learning course dealing with issues of insurance brokerage and risk management from a managerial point of view.

The Master's analyses the general themes of insurance brokerage offering essential technical tools and operative models.

e-MIRM develops personal skills and suitable competences, helping participants to enter the world of insurance.

[www.mib.edu/emirm](http://www.mib.edu/emirm)

## Origini Course

5 months full-time | taught in English  
3 months classroom teaching + 2  
months internship  
since 2001

The Origini course in entrepreneurial development is aimed at university graduates with a keen sense of initiative, who are resident abroad and whose ancestors emigrated from Friuli Venezia-Giulia.

The course aims to furnish participants with managerial and operational skills in order to develop enterprises in their country of residence, also in collaboration with companies in the area of origin.



**Elena Rossetto**

MBA in International Business - XVIII edition  
Brand Manager Assistant, Procter & Gamble

*During the MBA the large part of your day is spent with people from varied backgrounds and cultures, who see the world from a different perspective. What an incredible opportunity! Seeing the world through other people's eyes gives you the chance to see your strengths and weaknesses and discover who you really are. In a context where the people around are from all over the globe, your vision will become clearer than ever before.*

# Key facts

## Students

**65** countries are represented in our classrooms.  
1000 Alumni members from 40 different countries.  
60% foreign students on the full-time Masters.

## Faculty

Over **200** visiting professors from 25 countries.  
70 visiting managers and professionals.  
PhD qualified Academic teaching staff, actively conducting research.

## Partnerships

Over **150** companies participate in our placement, recruiting, internal training and consultancy programmes.

Global exchange partnerships with **8** other **Business Schools**:

- Bordeaux School of Management (Bordeaux, France)
- EADA - Escuela de Alta Dirección y Administración (Barcelona, Spain)
- EOI - Escuela de Negocios (Madrid, Spain)
- IEDC - Bled School of Management (Bled, Slovenia)
- IBS - Institute of Business Studies (Moscow, Russia)
- IMISP - International Management Institute (Saint Petersburg, Russia)
- Lingnan College, Sun Yat-sen University (Guangzhou, China)
- Rollins College - Crummer Graduate School of Business (Winter Park, FL - USA)

## Careers

**90%** average placement rate (long term employment) for our full-time Masters students within 6 months of graduating (2006-2010).

**90%** of the positions through the activities of our Career Service.

Placement in Italy **55%**, EU **24%**, rest of the world **21%**  
(full-time average 2011).



Mario Draghi, President ECB  
MIB Honoris Causa 2004



# Relationship with business

## Executive and company programmes

MIB offers numerous solutions for companies who are seeking to update the skills or qualifications of their management sector.

Our MBA and Masters programmes focus on General Management or specialised areas and the time commitment for the courses varies according to the structure of the programme. We offer courses aimed at younger professionals and part-time Executive programmes for those in middle and senior management.

In our made-to-measure programmes the teaching aims, content, format and methodology are chosen together with the companies and tailored to the needs of the project.

Available courses include medium-long term Corporate Masters (12-24 months), Executive Programs (a few months), Short Training on specific issues and One-to-One Coaching.

## Recruiting & Head Hunting

The school's Career Service is the link between students and companies, fostering collaboration and developing new relationships with over 150 partner companies. There is constant contact between students and companies throughout the year: presentations on campus, company visits, classes by managers, consultants and professionals, study and business tours, etc.

The Career Service organises numerous activities to offer concrete recruitment solutions: work placements, CV submissions, on-site recruiting, individual selection interviews, and presentations to human resource departments.

## Research and Consultancy

MIB School of Management operates within companies with consultancy and research projects.

The school offers an international faculty, a network of consultants and professionals specialised in many areas of management and a network of graduates with proven professional and managerial experience.

These resources undertake focused consultancy projects, working in project teams in many different areas: international development, country analysis, organization, project management, resource management, strategy, risk management, marketing, etc.

## Why a Corporate Master's

- Acquire innovative business management know-how.
- Develop new contacts in Italy and abroad.
- Strengthen the management team to achieve even better results.



**Fabia Radetti**

*Corporate Relations & Career Service,  
MIB School of Management*



*Companies have the opportunity to meet talented people with international experience, and to profit from their skills to develop a range of projects.*

*The collaboration with companies begins in the selection phase, where they can be directly involved in the selection of candidates for Masters' and MBAs: a perfect marriage between training and the market!*

# Location



## The MIB campus

MIB School of Management is located in one of the most prestigious historical buildings in Trieste. Palazzo Ferdinando was constructed in 1858 in the open spaces of the Farneto Park, in honour of the Hapsburg emperor Ferdinand 1st. This historical location, overlooking the park, has been integrated with the most modern technology and extended with a new pavilion that is a model for Green architecture.

The beautiful reception room is now also a conference centre: it can host up to 200 visitors, with booths for simultaneous interpreting, and is considered to be one of the most prestigious locations in the area.

Other common spaces include classrooms (seating between 15 and 60 students), libraries, reading rooms, a computer suite, cafeteria, self-service restaurant, a lounge for relaxing and naturally the various offices of the school (secretary, copy service, etc). The site has a large parking area and can be easily reached using public transport.



MIB School of Management - [www.mib.edu](http://www.mib.edu)  
Largo Caduti di Nassiriya, 1 - 34142 Trieste - Italy  
Tel. +39 040 9188111 - Fax +39 040 9188112  
Skype: [mib.school.of.management](https://www.skype.com/name/mib.school.of.management)

**FRIULI VENEZIA GIULIA**  
[www.turismofvg.it](http://www.turismofvg.it)

