

HEC
PARIS



HEC Paris MBA

TOMORROW
IS OUR BUSINESS

TOMORROW IS OUR BUSINESS

HEC
PARIS

*"EACH INDIVIDUAL CAN CONTRIBUTE
TO A BETTER FUTURE.
IMAGINE WHAT A COMPANY OF
THOUSANDS OF INDIVIDUALS CAN DO."*

Francis David Pichot, HEC class of 1988
CEO of Bering Group, Energy, Water, Food, Learning, Technology, Services, Paris, LA



HEC Paris MBA is the only European MBA to include Finance and Enterprise Social Responsibility
as mandatory courses. Through our 36 core courses, 100+ electives, 100+ Practicum courses,
Internship and Global Immersion, you will gain the broadest range of skills and experiences.

*"THE RESPECT OF DIVERSITY IS
THE ONLY WAY TO STAY RELEVANT IN
OUR GLOBALIZING WORLD."*

Jean-Paul Agon, HEC class of 1988
CEO of HEC Paris, HEC Paris, Paris, France



HEC Paris is a member of the Association of MBAs (AMBA), EQUIS and AACSB accreditation
and is also a member of the Association of MBAs (AMBA), EQUIS and AACSB accreditation.

*"COMPANIES, LIKE PEOPLE,
NEED TO KEEP AN OPEN MIND
TO AVOID AGING."*

Dalmeida Jobo, HEC class of 1981
CEO of Bering Group, Energy, Water, Food, Learning, Technology, Services, Paris, LA



Through our 36 core courses, 100+ electives, 100+ Practicum courses, Internship and Global Immersion,
you will gain the broadest range of skills and experiences.

Looking for a way to transform your career and immerse yourself in an international environment? You've just found it.

Our mission is to shape the business leaders of tomorrow. We believe future leaders need to develop three core skills: the ability to make sound decisions, the ability to lead and influence people, and the ability to leverage connections within the corporate world.

At HEC Paris MBA, you will:

Improve Your Approach to Decision-Making. Our rigorous curriculum gives you greater flexibility, allowing you to choose a specialization and a range of electives that suit your areas of interest for your future career, reinforced with core courses that will give you a solid business foundation. Our high standard of academic excellence will allow you to learn from the best professors in their respective fields. Additionally, you will be part of a highly multicultural student body that works to share, challenge and broaden ideas through a multitude of new perspectives from diverse real-world experiences and backgrounds.

Develop Your Leadership Skills. Leadership is an acquired skill. We aim to increase your ability to be a strategic and influential leader. You will be engaged in an MBA program that replicates present problems and teaches you the necessary problem-solving skills, both inside and outside of the classroom. Take for example our annual MBA Tournament (MBAT); students work together to organize and coordinate this three-day sporting event which brings together more than 1500 MBA participants from other top Business Schools.

Connect with the Corporate World. Our Career Management Center will provide you with the support and assessment you need to take your career to the next level. You will be connected to the right corporations and have access to our celebrated global network of 47,000 HEC Paris Alumni. Along with many off-campus corporate meetings, we work closely with recruiters and regularly invite them on campus for one-on-one meetings and group presentations. In addition to privileged access to prominent business leaders, we foster an exciting and open environment, allowing you to create strong relationships with peers and alumni from a variety of professional and cultural backgrounds.

Are you ready for the transformation?

Bernard Garrette,
Associate Dean,
HEC Paris MBA Program

affiliated to



Become an active part of an international community which extends far beyond classroom boundaries. The HEC Paris MBA is designed to connect you with the corporate actors who will shape your field of interest.

This is HEC Paris

Prepare for success at Europe's top Business School

In today's fast moving environment, the top priority of a business is to generate sustainable and long-term growth. We will help you develop the skills required to make this happen in the field you have chosen. By combining strong problem-solving skills and a hands-on approach to management, HEC Paris will facilitate your move to the next level. You will become a vector of change and better at decision-making, while being conscious of the social and environmental consequences of your actions.

New horizons: wide opportunities

Build life-long relationships in the heart of the European business community. With recognized leadership in sectors such as Luxury, Agribusiness, Energy, Water, Fast Moving Consumer Goods and Automotive, the Paris area - which includes La Defense, Europe's largest business district - provides participants with exposure to a wealth of diverse industries and companies.

Studying and living in France also offers the unique opportunity to face a different way of doing business while discovering a new language and culture.

A new campus for a cohesive experience

Take advantage of our new 8000 m² building which embodies our program's new orientation.

Featuring state-of-the-art interactive learning spaces, our facility has been specifically designed to boost project based learning and group work. In addition, with 340 acres of wooded campus, HEC offers the perfect balance of being close to one of Europe's most popular cities yet secluded enough to immerse participants in a rich collaborative experience.

"I came to France and fell in love with Europe."

Paula QUINONES,
Colombia - Class of 2014

KEY FACTS AND FIGURES

- Ranked #1 Business School in Europe by the *Financial Times* since 2006.
- Ranked #1 Business School in Europe in terms of the number of Alumni who hold CEO positions in Fortune Global 500 companies by *Times Higher Education*.
- 110 experienced professors, holding PhDs from the world's most prestigious universities.
- 130 years of history.
- Alliances with the best institutions including Wharton, NYU Stern, Keio University, Tsinghua University, and London School of Economics.

Five reasons to choose HEC Paris

A Tradition of Excellence

Since its creation in 1881 by the Paris Chamber of Commerce and Industry, HEC Paris has been training the business elite.

Alma Mater of CEOs

HEC Paris is the first business school in Europe and a top 5 university worldwide for the number of alumni holding CEO positions in Fortune Global 500 companies. Alumni CEOs include Jean-Paul Agon CEO of **L'Oréal**, Bruno Lafont CEO of **Lafarge**, Jean Dominique Senard CEO of **Michelin**, François-Henri Pinault CEO of **Kering** (Gucci, Balenciaga, Boucheron, Saint-Laurent, Puma...), Henri de Castries CEO of **Axa**, Baudoin Prot Chairman of **BNP Paribas**, Mercedes Erra Executive President of **Havas Worldwide**, Hubert Joly CEO of **BestBuy**, and Wayne Wang Chairman and CEO of the **CDP Group**.

Hi-Tech Cluster

HEC Paris is at the very heart of innovation; it is one of the founding members of Paris Saclay, one of the top 8 "innovation clusters" in the world as defined by the MIT Technology Review. This cluster unites HEC Paris with the best research institutions, engineering schools and innovative businesses such as Siemens and EADS. HEC Paris' role in Paris Saclay allows our students to leverage this privileged access to and gain insider knowledge of world-renowned research institutions.

Hands-on Leadership

During your time at HEC Paris, you will be confronted with real examples of business challenges, both in and out of the classroom. Leadership is not a standalone concept here at HEC Paris MBA; it is at the heart of our newly redesigned curriculum, our professionally and culturally diverse student body, our experienced Faculty and our large global Alumni network.

Career Transformation

At HEC Paris MBA, transformation is on. Whether you want to change job location, function or sector, our Career Management Center (CMC) is here to help you make the change. Our structured CMC curriculum will allow you to define your career goals and provide you with the appropriate personalized support throughout your MBA journey. On average, more than **70% of our students change industries or job functions**, and roughly **50% change geographic location** following their graduation from our MBA program.



Enter your new world

Meet your peers

At HEC Paris you live, work, interact and explore with classmates of different backgrounds and mindsets. In addition to what you will learn through our outstanding curriculum, we believe that the essential ingredient to your growth is the opportunity you will have to learn from your peers. We strive to develop a diverse cooperative environment and have planned the ideal class size of 200, which perfectly facilitates meaningful interaction amongst participants.

Set your skills in motion

Leadership is a transformative process enhanced through hands-on practical experience and experiential learning initiatives. Seminars and annual events such as the MBA Tournament, Off-Campus Leadership Seminar, and Student-Run Conferences are at the very heart of our curriculum. These practical, hands-on activities will allow you to strike a balance between cooperation and competition as you share your expertise and experience in small cross cultural groups.

Connect with the corporate world

Supported by HEC's Career Management Center (CMC), our Global Treks enable participants to visit companies in order to gain a real insight into their operations and culture. Another way to connect is through HEC MBA's Professional Clubs. Our clubs organize conferences and events, invite speakers and work directly with the companies in their sectors of interest. Bridging the gap between classroom experience and the reality of growing a business is an integral part of our hands-on approach.



“Interacting with the very diverse student body has been a key part of my MBA experience.”

Tugdual BARBARIN,
France - Class of 2014



Like our students, our Faculty at HEC Paris MBA comes from all corners of the earth. Our 110 permanent professors are leaders in their respective fields, reflecting the diversity and high intellectual standard at HEC Paris. This strong faculty is further supported by our affiliate and visiting professors, who bring their expertise to campus to deepen our students' understanding.

A Worldclass Faculty

Cutting Edge education

The HEC Paris MBA draws its academic strength and innovative curriculum from its global Faculty. The HEC Paris Faculty is made up of international professors who work to create new knowledge and publish their work in the best international journals, forge closer ties with the business world by designing executive development programs and offering their expertise as consultants. Our Faculty's extensive research work and original teaching approach enhance the quality of courses offered in the program. Additionally, a team of adjunct professors- comprised of CEOs and Senior Executives- provide invaluable practical complements to HEC Paris' outstanding theoretical foundation.

Constant reappraisal

The fact that we have been ranked #1 European Business School and #1 Master in Finance worldwide by the Financial Times is testament to our dedication in providing participants with the best in business education.

The HEC Paris MBA curriculum has been redesigned to reflect the evolving nature of the marketplace. The newly designed curriculum has been adapted accordingly for both the Full-time and Part-time options.



Prior to joining HEC Paris, Professor Masini was Assistant Professor of Operations and Technology Management at the London Business School. He has a background in mechanical engineering and environmental management. He conducts interdisciplinary research to study the operational and organizational impact of technological innovations, with a particular emphasis on ICT, renewable energy technologies and sustainability issues. His recent work has been published on M&SOM, the Journal of Operations Management and Energy Policy. He has taught courses on Operations Management, Supply Chain Management and Technology Strategy at the MBA, executive, and Ph.D. level. He also consults for private and public organizations on themes related to process optimization ICT and technological innovation. Professor Andrea Masini teaches Operations Management at HEC Paris MBA.

Professor Andrea MASINI,
Ph.D. in Management, INSEAD, France.
Operations Management & Information Technology



Faculty Highlights



Professor Corey Phelps teaches Strategy at HEC Paris MBA. His current research focuses on understanding how companies use strategic alliances, mergers and acquisitions, and minority equity investments in start-up firms to enhance their performance. His published research has appeared or is forthcoming in the Academy of Management Journal, Management Science, the Strategic Management Journal, the Journal of Business Venturing, the Journal of Management and Advances in Strategic Management. Dr. Phelps received the Academy of Management Technology and Innovation Management Division's Best Dissertation Award and The State Farm Companies Foundation Dissertation Award.

Professor Corey C. PHELPS,
Ph.D. in Strategic Management, Stern School of Business, New York University, USA.
Strategy & Business Policy



Between 2004 and 2010, Professor Rosu served as Assistant Professor of Finance at the University of Chicago, Booth School of Business, where he taught the introductory finance course in both the regular and Executive MBA program, as well as a Ph.D. course in Asset Pricing and Market Microstructure. His research focuses on the liquidity of financial markets and its effect on asset prices and investor decisions. Professor Ioanid Rosu teaches Financial Markets at HEC Paris MBA.

Professor Ioanid ROSU,
Ph.D. in Financial Economics, Sloan School, Massachusetts Institute of Technology, USA.
Ph.D. in Mathematics, Massachusetts Institute of Technology, USA.
Finance



Professor Anne-Laure Sellier currently teaches Marketing at HEC Paris MBA. She previously worked as a faculty member at London Business School and Stern Business School (New York University). Her current research focuses on how time perception influences decision-making, creativity, self-regulation, self-control, and consumer happiness as well as how emotions and cognitions affect judgment and decision-making. Her work has been published in the Journal of Marketing Research, the Journal of Experimental Social Psychology, Organizational Behavior and Human Decision Processes, and the Journal of Consumer Psychology.

Anne-Laure SELLIER,
Ph.D. in Management, INSEAD, France.
Marketing



Professor Yong teaches Organizational Behavior at HEC Paris MBA. He holds undergraduate degrees in Psychology and Philosophy from the National University of Singapore and a Masters degree in Mind, Brain, and Education from Harvard University. His work has been published in the Journal of Experimental Psychology: General, the Journal of Experimental Social Psychology, and the Journal of Econometrics.

Professor Kevyn YONG,
Ph.D. in Management and Organizations, S.C. Johnson School of Management, Cornell University, USA
Management & Human Resources

Whether you want to accelerate your career, reach the next level or explore different potential paths, the HEC Paris MBA curriculum is designed to allow you to tailor your experience to your needs.

Pave your way to the top

We give you the flexibility you need

Two options, one MBA experience

The world of business is changing and presenting new challenges. This is why we recently undertook an in-depth curriculum review in partnership with Bain and Company, one of the world's leading strategy consulting firms and a top recruiter for MBAs. The resulting **new curriculum** has been adjusted for both the Full-time and Part-time options and combines academically-challenging courses with leadership development and experiential learning.

During the redesign of our curriculum, we interviewed many of today's global MBA recruiters to analyze the skillset they expect from MBA graduates, and we used the results to revise our MBA program. Companies are looking to hire young professionals capable of creating new growth opportunities in international markets and they also expect their new employees to hit the ground running and to quickly integrate into the company. The training you will get from HEC Paris is designed to help you meet this demand and strike a balance between analytical, managerial and entrepreneurial skills, all while maintaining a strong international mindset.

Full-time option

The **12 or 16 month** Full-time option offers the ideal pace and duration to achieve your personal goals. This option allows you to fully immerse yourself in the HEC experience on campus. You can explore a variety of career paths through a choice of consulting projects, international exchanges or specializations, all taught at an exceptionally high level.

This option has two intakes per year- September and January.

The Full-time January intake is designed so that all coursework can be completed in one year and then finalized with a fieldwork project. This option allows you to quickly integrate back into the professional world.

Part-time option

Participants spend one week per month on campus over the course of **18 to 24 months**. This option offers you a unique opportunity to broaden your knowledge base, maximize your leadership potential and expand your corporate network while continuing your professional activities.

The Part-time option has one intake per year, starting in January.

A wide set of options in a streamlined curriculum

The program is divided into two phases: Fundamental and Customized. In the **Fundamental Phase** you will acquire advanced knowledge in essential business disciplines that are crucial in carving out a successful business career. During the **Customized Phase**, you will tailor your MBA to your personal aspirations and professional objectives by selecting from a wide range of options including electives, specializations, fieldwork projects and international exchanges. The program offers various opportunities to develop your leadership skills through a range of activities that have been integrated into the curriculum.

The Fundamental Phase

To make the right decisions in any business you need to understand the underpinning logic and be equipped with the most advanced analytical frameworks. The intellectually-challenging Fundamental Phase of the program will provide you with a solid foundation in the following fields:

- Business Economics
- Corporate Finance
- Financial Accounting
- Financial Markets
- Ethics and Corporate Social Responsibility
- Management Accounting & Control
- Marketing
- Operations Management
- Organizational Behavior
- Statistics for Decision
- Strategy



The Customized Phase

Tailor your MBA to your own personal aspirations and professional objectives by selecting from a wide range of options including specializations, elective courses, international exchanges or fieldwork projects.

Full-time Option

Specialize in one of five subject areas:

- **Entrepreneurship:** Acquire entrepreneurship knowledge with both fundamental and practical skills for a personal venture or to work within entrepreneurial units of larger corporations. Learn by doing in the state-of-the-art eLab, a laboratory that stimulates creativity and communication and leverage the **Paris Saclay Innovation Cluster**, HEC's network of science, technology and research partners.
- **Finance:** Develop a strong expertise in key financial topics by becoming a part of HEC's tradition of excellence in the field; the HEC Master in Finance is ranked #1 worldwide.
- **Leadership & Global Organizations:** Learn to develop cutting-edge knowledge and analytical thinking in order to foster innovation, sustainability and business performance in a global environment.
- **Marketing:** Acquire the skills to take on marketing responsibilities (brand management, advertising, market research, CRM, social media, e-business) and learn how to generate growth through new products, geographies and customer segments.
- **Strategy:** Learn the most recent theoretical frameworks and best insights from practitioners in order to master the fundamentals of strategy formulation and business growth, with a strong emphasis on hyper competition, market dynamics and uncertainty, technology development, Big Data and business analytics.

Gain experience in new domains

Fieldwork projects are all about learning through doing. These experiential learning projects are done in partnership with a client or company. This project can be a foot in the door in a new country or industry, or can be a way of furthering your understanding of a sector which you already have experience in.

Broaden your international horizons

Increase your international exposure in an increasingly global marketplace. Earn a Double Degree through our academic alliances around the world with partner schools such as London School of Economics or Stern School of Business at NYU. In addition, students have the option of participating in an International Exchange at one of nearly forty partner business schools.

Tailor your academic experience

With over 70 different Elective courses, you can customize your learning experience to reach your professional objectives. Select a variety of different electives to expand upon your fundamental knowledge or choose electives in the same field to gain a specialized expertise.

Part-time Option

Apply your knowledge in a company project

Similar to the Full-time program, Part-time students can benefit from our "learn by doing" methodology. By participating in a Fieldwork project, you can put into practice what you have already learned in the classroom and gain experience in a new industry or continue in a field with which you are already familiar. This can take the form of an individual project (working in a company) or a team consulting project (working for a client in groups of 2-4 individuals). By choosing to do a team consulting project, you have the option of participating in the Global Consulting Practicum in partnership with Wharton.

Sharpen your strategic analysis

Participants in the Part-time program also have the opportunity to study within the Executive MBA program. Choose from eight HEC EMBA majors and deepen your knowledge of a specific industry or region.

Deepen your insight into the field of your choice

Tailor your MBA experience by following one of four tracks (Advanced Marketing, Advanced Leadership & Global Organizations, Advanced Finance, Advanced Strategy) or choosing among a wide range of electives.

Learn abroad

Participate in a week-long exchange program at UCLA to gain experience in US business and culture.

Expand your expertise

Part-time students also have the option of joining the Full-time cohort for one term to complete a specialization or participate in an international exchange.

"I am living in Lyon at the moment and studying part-time – HEC Paris was the best school offering a part-time program."

Wen ZHAO,
China - Class of 2014



Challenge your ability to influence others

Leadership Development

At HEC MBA, you will be immersed in unforgettable hands-on leadership development experiences in highly diverse contexts. Our course is focused on the idea of "learning by doing" - that is, experiential learning as a way to put leadership theory learnt in the classroom into practice. These student-run events and seminars are integrated into the curriculum for both the Full-time and Part-time intakes and are designed to enhance your leadership abilities.

CEO Speaker Series:

This series brings participants together with top business, political, military and sports leaders. Learn from and be inspired by our guest speakers as they offer honest testimonials and share personal experiences of their development as leaders.

MBA Tournament (MBAT):

Organize, find sponsors and compete in this unique annual sporting event. The MBAT is completely run by each year's MBA class; participants manage every aspect of the organization as they host 1,500 MBA students from the best Business Schools around the world. The tournament is a highlight not just in the HEC calendar, but also in those of peer schools, as participants come together in one of the largest gatherings of MBA students to compete in over 30 individual and team sports.

"Organizing the MBAT was a professional milestone for me"

Emilie FLANAGAN,
France/USA - Class of 2014

Off-Campus Leadership Seminar:

Each year, the entire HEC MBA class (Full-time and Part-time) takes part in this two-day off-campus Leadership Seminar at Saint-Cyr Military Academy. Over the course of the seminar, you will exercise and show your team leadership skills by participating in various field exercises. You will carry out a unique set of training activities in small teams under the supervision of French army officers who are accustomed to making difficult decisions under pressure.

Student-Run Conferences:

Students are encouraged to organize conferences throughout the year in order to put their leadership skills into practice. Many of these conferences are organized by the student clubs on campus. Such events have included an **Electric Vehicle Conference** in partnership with Nissan (Energy Club), **Insights into Hypercompetitive Industries** with Boston Consulting Group (Consulting Club), **Women Matter** with McKinsey (Women in Leadership Club) and **Start-Up Day** (Entrepreneurship Club).

TEC on Campus:

The Executive Committee (TEC) on-campus program consists of a group of 12 participants per Full-time intake. Within the TEC group, you will discuss crucial personal and professional objectives with your peers, a senior career coach and several CEO-speakers who come and share their experiences in an intimate setting.



Fabrice Brégier CEO of Airbus

Fueling innovation, ideas and change

With constantly changing business demands, HEC Paris offers its students the opportunity to adjust to the shifting market in order to reach their career aspirations. These new course developments allow you to transform your specialized knowledge, career trajectory, professional network and personal development while permitting customizable program flexibility.

Creating entrepreneurs of tomorrow

The Entrepreneurship and Innovation Specialization allows you exclusive access to the newly developed HEC Paris eLab. Co-founded by Pascal Cagni, former General Manager and VP of Apple Europe, Middle East and Africa, this unique space is equipped with state-of-the-art interactive technologies that stimulate creativity and communication. You will have the chance to conceptualize business plans through hands-on exercises and challenges that are integrated into the course material.

Developing analytical expertise

The new Finance Dual Degree, allows you to gain the valuable leadership skills and business acumen of an MBA program combined with the more specialized knowledge of an MSc in International Finance. Ranked #1 in the world by the *Financial Times*, the MSc in International Finance provides an intensive training in finance that will allow you to build upon your existing analytical experience.

This 20-month program offers the flexibility of a personal customization based on your pre-enrolment experience. Choose from a specific MBA specialization (Strategy, Entrepreneurship and Leadership) or participate in an MBA exchange program at one of over forty partner business schools around the world. Through the thesis component, you will further develop a high level theoretical knowledge of financial markets which will allow you to explore how cutting-edge research is being implemented in the daily practice of finance in a highly competitive environment. You will also have the opportunity to gain valuable practical experience in the field through a summer internship.

Finally, HEC Paris' extensive network of corporate partners gives graduates access to leading international financial institutions and consulting firms. In addition, you will benefit from having two sets of future networks: MIF students who will go on to work in investment banks and consulting firms, as well as MBA students who will occupy key managerial positions in industry.

Personally customizable experience

For students who want to take full advantage of the experiential learning component of our MBA program, the Full-time January intake allows participants to complete the first three sets of core and specialization courses in one year. You can then choose to complete your last phase with a fieldwork project that can take the form of an individual project or a team consulting project. Each project will allow you to address a strategic challenge of the chosen client or company.

This option allows you to complete all coursework in your first year and then finish your MBA experience by applying your classroom-taught knowledge to the real world in a professional environment.



Achieving your career transformation

The HEC Paris MBA Career Management Center (CMC) offers a unique approach in helping you achieve your career transformation. Our corporate approach focuses on increasing the range and deepening the quality of the companies you want to meet. Our individualized approach focuses on giving you the tools you need to realize your post-MBA career goals.

The CMC approach is built around the three key elements of an effective job search strategy:

Know yourself

'Know Yourself' is the first and most important element of your strategy. Here, you will be provided with a series of individual self-assessment exercises and one-on-one counselling sessions, enabling you to learn more about your personal profile – your strengths, weaknesses, preferences and motivations. These sessions all take place within the first month of your arrival, thus ensuring you get off to the best possible start.

Know the market

'Know the Market' is not just about getting in contact with the companies that will hire you; it is also about understanding their requirements, cultures and hiring practices.

This is done in three ways. Firstly, by helping you to effectively leverage our 47,000-strong HEC alumni network, by organizing career fairs and company presentations, by promoting and supporting MBA club events and by organizing treks to various destinations worldwide. Secondly, by organizing information and 'how-to' sessions on the key sectors, functions and geographies for post-MBA careers. Finally, by identifying the target companies of each intake in order to ensure we attract and retain the ones that are most important to them.

Match yourself and the market

Focusing on both the content and ideal timing of your job search strategy, you will be provided with the tools you need as you move towards actual internship and full-time job applications. 'Match Yourself and the Market' includes not only the core elements of the CMC curriculum (such as CV writing, interviewing and networking skills), but also activities such as sector-focused practice interviews in small groups and individually, internship and job search strategy sessions and case competitions.

In addition, you can take advantage of our 'Fast-Track' option, which is essentially geared to providing both an overview and a 'deep-dive' into the seven most popular post-MBA career options for HEC participants, namely consulting, finance, marketing, luxury, management development programs, entrepreneurship and energy. These options are organized in such a way to balance your career goals with your academic and other commitments, while also taking into account the requirements of our recruiting companies.

All these activities culminate in the presentation of your 'Career Action Plan' to select alumni, which takes place approximately six months after you start your MBA. Their feedback enables you to fine tune or adjust your strategy so that you are fully prepared in time for the recruiting calendars of your target companies.

"We strive to understand participants and give them the chance to learn through process rather than just telling them what to do"

Tony SOMERS,
Director, MBA Career Management Center

Career transformation



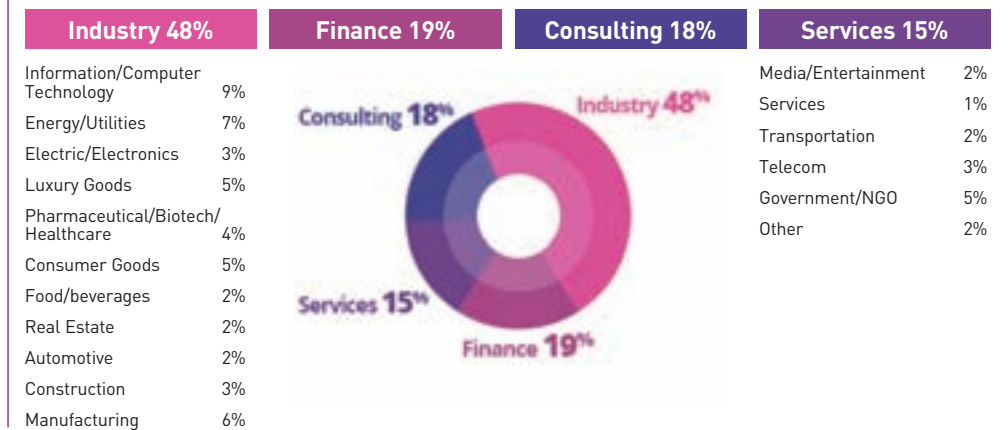
Employed



Job Function



Job sector



Job Function



Salaries

Annual Package Salary	95 600 €
Annual Salary Base	81 900 €
Annual Benefits on Salary	13 700 €
Sign-on Bonus	12 635 €

Companies who recruited from HEC Paris MBA - **Class of 2013**

A

A.T. Kearney
ABInbev
Accenture
Accor
Added Value
AEC Partners
Aetos Capital
Air Design Lab
Air Liquide
Alain Ducasse Enterprise
Alcatel Lucent
Algaia Investment Management
Alstom
Amadeus
American Safety Razor
Amundi Asset Management
Amazon
AON Hewitt
Areva
Arkeon Gestion
American Express
Aperam Stainless France
Arch Corporate Finance
Arryve Consulting
Astek

B

Backbone Media
British American Tobacco
Betwin Consulting
Bharti Exports
Biomerieux
Bloomberg
Bluefield Associates
Bombardier Transportation
Bordeaux Saveurs
BNP Paribas
Brand Advocate
Bryan Garnier & Co.

C

Cappemini Consulting
CDC
CDA-CGM
Chambre de Commerce International
Chanel
Chaucer Consulting
Christian Dior
Citibank
Cognizant Technologies
Colgate-Palmolive
Convoy Financial Services
CPW Group
Credit Agricole
Credit Suisse
Crossinvest
Cummins

D

Daiwa Capital Markets
Danone
Dassault Systems
DELL
Delta Partners
Dreamag
DFS
Drafftcb

E

EADS
EIRIS
Emerson
Enrichment Consulting and Coaching Initiative
Ernst & Young
Ensygnia
EoN Global Commodities
Ericsson
Eseotres SA de CV
Eurocash
Europraxis
Expert Financial Services

F

Facebook
Financiere Equitor
France Pub
Fujitsu
Fundquest SAS

G

GDF Suez
GE
GFIE
Globalpraxis
Google
Groupe Remy Cointreau
Gü Desserts
Guerlain

H

Hanwha Trading
Henkel
Hay Group
Hilti

I

IBM
Infrared Management SAS
International Finance Corporation
Imerys
Infosys
Innocean
Intel
Itochu

J/K

Janssen Pharmaceutical
Japan International Cooperation Agency
John Deere
KPMG

L

Lafarge SA
Lazard
L.E.K.
Le Gabrielle d'Estrees
Le Guide.com
Linio.com
LinkedIn
L'Oreal
Luxis
LVMH

M

Make Up Forever
McKinsey & Company
Meridiam
Merrill Lynch
MHCS Veuve Clicquot
Michael Dyens
Mindcafe
Mindray
Moller Shipping
Mission Markets
Mitsubishi Corporation
Mitsui & Co., Ltd.
Mondial Assistance SAS
Monnier Freres
MSD
Musee du Louvre
MWW
Neovian Partners

N

Nestle
Nike EHQ
Nissan
Nokia
North Asia Strategic Advisors
Novartis

O

Oberthur Technologies
Orange
Oraxis SA
Orix Corporation

P

Panasonic
Paypal France SAS
Perceval Capital
Pernod-Ricard
Pluural Capital
Ports 1961
Posco
PricewaterhouseCoopers
Procter & Gamble
Productos Alimenticios
Cardin
PPG Architectural Coatings

R

RBS Global Banking & Markets
Reckitt Benckiser Holding
Reech Aim Group
Renault
Repex Floor SAS
Rocket Internet
Roland Berger
Rolex
Rothschild Asset Management
Roullier

S

SAIL Advisors
Samsung
Sanofi Aventis
Santander
SAP
Sarenza
Services Petroliers
Schlumberger
Schlumberger Business Consulting
Schneider Electric
Sephora
Shell
Shishedo International France
Sidetrade
Siemens
SmartGrains
Societe Generale
Sodexo
Softbank Telecom

St Gobain
State Bank of India
Sumitomo Corporation

T

Taiping Reinsurance Brokers Ltd.
Table for Two International
Tata Consulting Technomedia
TERA Consultants
Thales
Thomson Reuters
TNT Express
TOTAL
Toyota Tsusho Europe
Truffle Capital
Turkish Competition Authority

U/V

Unicredit
Unilever
Ubisoft
UN
UTI International Singapore
Van Cleef & Arpels
Vale
Van Luin Foods
Visagio
Vivasante

W

World Food Program
World Minerals France
Word Appeal

X/Y/Z

Xerox Research Center Europe
Yves Rocher
ZS Associates
Zurich Insurance

Those that hired for at least one full-time position in the graduating year are in blue.
Those that hired for two or more full-time positions in the graduating year are in bold.
Those that hired for both full-time and internship positions are in italics.

What we value

Our MBA students are not just team players, but they are also ambitious and motivated individuals. Our students come to HEC Paris not only to learn, but also to share their knowledge and experience with those around them, fully aware that they will have an important role to play as future HEC Paris Alumni and business leaders.

By promoting a strong team spirit, our program allows you to develop your individual capabilities while fostering a sense of community both during and after your MBA experience at HEC Paris.

We value the notion that HEC participants have a key role to play in society as transformation agents.

Tuition Fees

Class of 2016 (Sept 2014 - Jan 2015)

- Tuition Fee*: 48,000 €
- Application Fee*: 130 €

Class of 2017 (Sept 2015 - Jan 2016)

- Tuition Fee*: 52,000 €
- Application Fee*: 180 €

*subject to change

Tell us who you are

Connect with us online

Complete our optional Candidate Profile form and receive personalized feedback on your profile from one of our Development Team members. This quick, easy and unique service allows us to assess your MBA profile based on your professional and academic accomplishments.

As part of your full application, you will be asked to answer a series of questions, including how you feel you can contribute to, and benefit from, the HEC Paris MBA program.

Our admissions process works on a rolling basis throughout the year, and we aim to take you from the start of your admissions journey to the end within five weeks.

Meet us in person

We have many opportunities for you to meet with HEC Paris MBA representatives:

- Campus visits at HEC Paris
- MBA Fairs worldwide
- Virtual Information Sessions online
- Special events in cities around the world

Consult our full list of future HEC Paris MBA events at www.mba.hec.edu/meet-us

TOMORROW IS OUR BUSINESS



affiliated to





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