



Excellence Without Borders



Founded in 1963 with the backing of Stanford University, ESAN was the first graduate business school in the Spanish-speaking world. With more than 60 years of experience, accredited by the AACSB, AMBA, and Business Graduates Association (BGA), and recognized as #1 in Peru and Top 7 in Latin America by the QS Global MBA Rankings 2024. It trains leaders capable of transforming organizations and driving global impact.

This International MBA is designed to shape leaders who not only adapt to change but drive it. The program responds to global trends in management, entrepreneurship, technology, and culture, preparing participants to make an impact in a dynamic environment.

This program isn't just about adapting to change — it's about leading it.

Leading Change, Shaping the Future

The International MBA redefines what it means to lead in a world of constant transformation. This program is not only about keeping pace with change—it is about shaping the future. Built for forward-looking professionals, it brings together the key forces shaping business today:



ENTREPRENEURIAL MINDSET

Cultivating the skills to innovate, pivot, and build scalable ventures



AI-DRIVEN STRATEGY

Equipping leaders to leverage data and AI for smarter decisions



GLOBAL IMMERSION

Experiencing cross-cultural learning to foster agility and seize opportunities



PEOPLE-CENTRIC LEADERSHIP

Strengthening emotional intelligence and team management in dynamic contexts

Meet our MBA Leaders

Armando Borda Reyes, Ph. D.

Director of the International MBA (IMBA). Ph.D from Florida International University, is an Associate Professor at the Graduate School of Business of ESAN University in Peru. His area of interest focuses on the internationalization of Latin American firms and on exploring how the role of reputation, business group affiliation and institutional context affects both the process itself and outcomes such as survival, reputation and performance. His work has been published in premier journals such as *Journal of International Business Studies*, *Journal of World Business*, *Journal of Business Research* and in *Multinational Business Review*. Professor Borda is the representative of Cladea at the Cladea Balas Case Consortium (CBCC) that helps scholars from Latin America to have his cases in the Harvard Business Publishing platform. Finally, he has published case studies in *Emerald* and chapters published by prestigious academic editorials such as Cambridge University Press, Springer, and Sage.



Jorge Merzthal Toranzo, Ph. D.

General Director of MBA & Master's Programs at ESAN Graduate School of Business, he brings global academic expertise with a Ph.D. in Business Administration and Management from ESADE (Barcelona), an MBA from *Universidad del Pacífico*, Peru and a Master's in Information Technology from *Tecnológico de Monterrey*. He has also pursued advanced studies in Total Quality Management (TQM) in Japan. Specialization in Management and Sales at Antipolis, France; Copenhagen Business School (Denmark); Free University (Netherlands).

With 44 years of experience in industrial markets across Peru and Latin America, he has served as a director of companies in Peru, Chile, and Colombia, contributing his strategic vision and leadership to regional business development.

Competency Growth for Global Leaders

To meet the evolving demands of global business leadership, our International MBA develops four core competencies through immersive, hands-on learning:



Thrive in multicultural contexts

Adapt to diverse environments and seize global opportunities



Lead & inspire high-performance teams

Foster motivation, collaboration, and resilience



Design innovative & scalable ventures

Apply entrepreneurial thinking to drive growth



Make data-driven strategic decisions

Use analytics and AI to navigate complexity



Fergus Miller

Head of International Business Development, Space - BAE Systems

“My experience in the program is excellent. One main part of the program is the globalization, we get to interact with people from different countries. I’ve decided to do my full year at ESAN and not take advantage of the international opportunities the program gives you because for me this is already an international setting. There is no need to move elsewhere.”

Program Details



Target market

The program is aimed at high-potential professionals who:

- Hold a Bachelor’s degree
- Have 3+ years of experience after bachelor’s (AMBA standards)
- Aspire to senior leadership roles
- Seek to create meaningful impact in their organizations



Duration & format

- **24 hours** per Week
- **Face – to – face**
- **6 months** in Peru
- **6 months** abroad



Language

- Delivered entirely in **English**
- Ensures a **globally relevant experience**

World-Class Curriculum & Partnerships



PERIOD I

Core

Financial and managerial accounting

Managerial economics in a global context

Organizational behavior and team dynamics

Leadership and high performance management

Data driven decision making

Digital transformation and disruptive technologies

Innovation and design thinking

Data story telling and pitching strategies

Startup challenge 1: meet the mentors, pitch your business idea, define your prototypes

Demoday: AI applications in emerging economies

PERIOD II

Core

Strategic management

Cost accounting

Geopolitics for global management

Machine learning for business

Artificial intelligence and business applications

Agile entrepreneurship: lean startup principles and practices

Digital marketing and customer centric strategy

Decentralize finance and cryptocurrencies in international markets

Startup challenge 2: ESAN startup demoday

Hakathon: applying AI in managerial challenges

PERIOD III

Electives

Global supply chain & operations strategy

Corporate finance and business valuation

Process optimization & lean management

International business strategy

Managing global and multicultural teams

Data and AI strategy in organizations

Business consulting

Negotiations and conflict resolution

International seminar I

Capstone course: global consulting I

PERIOD IV

Electives

Capstone course: global consulting II

Leading organizational change: an agile approach

Financial risks & investment strategies

Scenario planning and strategic foresight

Sustainability ESG and circular economy

Functional applications of business analytics I

Functional applications of business analytics II

Agile project management

International seminar II

International field trip

World-Class Curriculum & Partnerships

Participants can strategically customize their training through elective courses, which may be combined with earning **certifications in key business and technology areas:**



Volney Guinard

Principal Director,
Central American
Commission of
Maritime Transport
- COCATRAM

Partial Certifications



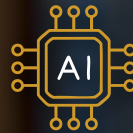
Innovation entrepreneurship

Digital transformation, design thinking, business disruption, startup creation, venture capital, and agile management.



Leadership & decision-making

Strategic leadership, effective decision-making, team management, and organizational influence.



Artificial intelligence & data analysis

Business applications of AI, machine learning, automation, big data, data visualization, and analytics-driven decision-making.



International decision-making

Global strategy, cross-cultural leadership, organizational culture, and talent management in the digital era.

“ Within the program you can experience to be in a classroom with people from all over the world. From the different options that ESAN offers, the Double Degree or the Exchange Program I chose to do the exchange at Rotterdam School of Management because I come from Panama and I think I can make a lot of contacts there”

Immersive domestic experience



We offer personalized mentoring, comprehensive training, and a strong network of partners.



Specializing in 3D modeling and digital manufacturing. Our goal is to promote applied research in rapid prototyping.



Intensive innovation events where teams co-create solutions in a short time.

Global Opportunities

Double degrees with **10** universities

First half of the MBA

First two academic terms at ESAN University in Peru

Second half of the MBA

Final two terms at a partner university abroad. Graduates receive an MBA from ESAN and a second degree from the host university, recognized in each country. In Peru, the ESAN degree can be registered with SUNEDU.



USA



#2 International Business

TOP 50

#4 Best Value Institution



Japan



Belgium



Canada



Top 10 in Asia

Top 20 in Belgium

#1 in Canada **#1** in Canada



France



Top 20 In France



Top 15 In France

Top 15



#3 Worldwide MBA



#1 Business School

Global Opportunities



ESAN is a member of the prestigious EMBA Consortium. Once a year, we will welcome students from our partner institutions around the world to discuss local challenges and international opportunities of Peru and Latin American economies.



More than **74** universities

Exchange programs

ESAN has international agreements that allow MBA students to complete part of their program at partner universities, including:



FGV EBAPE

Latin America's top think tank, ranked #3 globally



ESAN
INTERNATIONAL
WEEK®

Twice a year, during an intensive week, leaders and experts from around the world gather at ESAN to explore global trends, innovation, and high-impact strategies. It is an international transformation on multiple levels.

1

Globally recognized experts:

Academics and professionals with outstanding track records at top universities and companies worldwide

2

World-class curriculum:

Each course is carefully structured with the most advanced methodologies and the highest standards of excellence

3

Networking without borders or limits:

Participants immerse themselves in a global ecosystem where every connection could mean a strategic alliance, an investment opportunity, or a springboard to the next major business revolution

4

Critical decision-making with global impact:

Participants analyze corporate crises, multimillion-dollar mergers and acquisitions, expansion strategies in emerging markets, and technological revolutions that have transformed entire industries



Jordi Dalmau, Ph.D. in Telecommunications - Harvard; Jorge Merzthal T., General Director of MBA & Master's Programs - ESAN; Remi Smolinski, Visiting Professor - Harvard; David Camino, MPA - Harvard



Dick Geoffrey Norman, Ph.D. Information Systems - UNSW; Jorge Merzthal T., General Director of MBA & Master's Programs - ESAN; Jose Ramiro Montealegre, Ph.D. Business Administration - Harvard

Global Business

A unique experience where theory comes to life



Canada's #1 business school, offering over 200 graduate programs



With an MBA ranked among the world's top 20



Ranked #3 in China and #6 in Asia by QS Asian University Rankings 2021



Denmark's top business school and internationally accredited

Global Opportunities

Consulting program



An exclusive opportunity where local companies present challenges in strategy, marketing, and business management, collaborating with multidisciplinary teams of International MBA students guided by Schulich's expert faculty

Applied learning

Developing real solutions for companies in dynamic environments

International teamwork

Collaboration with professionals from diverse industries and nationalities

High-level mentoring

Supervision by globally experienced Schulich professors

Capstone Project

The project will replace the traditional master's thesis, combining theory and practice in a real business setting



#1 FT
in Canada

#1 QS
in Canada

Top 5
in the world

Innovation, entrepreneurship, and global sustainability



A high-impact two-week program taught by the WIN/Berkeley team, the first week delivered online and the second week takes place in Palo Alto, California, where participants meet with mentors and engage with the entrepreneurial ecosystem.



Silicon Valley Immersion: Participants travel to present their Sustainable Business Plan to top-tier mentors



Learning from Berkeley experts in innovation and sustainability



Access to leaders and entrepreneurs in Silicon Valley



Transforming ideas into sustainable business plan



Thesis replacement option

Admission Process

Requirements

- ▶ TOEFL iBT 80 minimum (some partners require 100) – ESAN TOEFL Code: 7681
- ▶ Bachelor's degree and all requirements completed
- ▶ Minimum of three years' professional experience (excluding internships) after bachelor's degree

Application Documents

- Current résumé
- Bachelor's degree or professional title copy
- Passport-size photo (white background, no glasses)
- Completed admission form
- Proof of payment (\$200 non-refundable, applied to down payment)

Admission Procedure

- Meet language requirements
- Personal interview
- Formal admission letter with enrollment/payment instructions

Transfers

- ▶ Accepted with academic profile review, professional experience assessment, test results, and personal interview

Foreign Degree Validation

- **With agreement:** Official diploma + transcript
- **Without agreement:** Legalized/apostilled copy of degree + validation with Peru's Ministry of Foreign Affairs

Additional Requirements for International Applicants

- Meet Peru's degree recognition requirements
- Provide required financial documentation

Scholarships

- ▶ **Full: 100%** tuition waiver
- ▶ **Partial: 75%, 50%, or 25%** tuition waiver Awarded based on merit, potential, and financial need



CONTACT US

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Acreditaciones de ESAN



Membresías de ESAN

