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Our mission

“To help students become competitive and upstanding leaders and professionals who possess excellent critical thinking skills and an international vision of the world. We strive to strengthen skills and values through education and research.”

Director’s words

Welcome to one of the most unique academic programs in the region. The International MBA is a response to the Internationalization process in which the region is immersed.

Since the adoption of pro-market reforms, not only have Latin American countries received massive flows of FDI directed to different economic sectors, but they have also produced a new breed of multinationals: The Multilatinas. This integration of Latin American countries with the global economy calls for a new type of executive. Nowadays, companies require managers with a global perspective capable of responding to strategies of highly-qualified foreign competitors in their local markets, as well as coping with the uncertainty of doing business above and beyond their national boundaries.

In order to respond to this challenge, universities and business schools in the region are using international field trips or international seminars to provide the required global perspective.

Through our International MBA, students will have a direct interaction with people in the dominant foreign language: English. Not only will they live within an international environment with their peers in Peru, but could also take advantage of our international agreements. Thus, becoming exposed to different perspectives to understand the world.

These unique features allow the International MBA to be the best alternative in the market in responding to new demands from the business community. Therefore, we are pleased to invite you to live a globalized experience from the first day.

Armando Borda
International MBA - Director
“ESAN is the most prestigious master degree university in Peru and its International MBA offers the most complete double degree options. When I came to ESAN to find information about it, I felt a very familiar atmosphere in the campus, which gave me a lot of confidence. I am aiming to an international job, mainly focused in the States, and the International MBA represents a door for me to achieve that”.

Felipe (Peru), class of 2016

“I am excited to be part of this program as it provides top-notch academic experience in Latin America with peers from an array of countries and industries. It’s been a terrific experience thus far and I can’t wait to participate in the dual degree program in Europe later this year”.

Meredith (USA), class of 2016
“After making a list of top-ranked MBA worldwide, ESAN’s International MBA turned out to be the best choice for me. What amazed me the most throughout my studies was the quality of the different courses taught and the background of top-notch professors. Teachers are available whenever you have a question and provide good advices due to their expertise. The best word to summarize this program would be excellence”.

Antoine (France), class of 2015
About the program

The International MBA gives students the opportunity to live a Global learning experience from the beginning of the program. This is expressed in multiple dimensions:

- The international MBA is the first MBA in Peru to be fully taught in English and one of the first in the region.
- It allows students to interact with people from all over the world throughout the entire program.
- Its faculty holds Doctoral Degrees from highly-recognized universities.
- Giving the admission requirements of this program, students are able to take advantage of our international collaboration agreements.
- Our students have opportunities for international academic exchanges and study abroad for one semester at no extra tuition fee.
- They can obtain a double degree from one of our ten partner universities (most of them do not require extra academic costs).
- Students will take part of two international weeks at ESAN where professors are invited from all over the world.
- Students who do not take advantage of our international collaboration agreements will take part of international field trips.
- Participants extend their networks to include professionals from around the world.
- Students expand their vision of doing business.
- Participants have access to international job opportunities.

more than 50 years of institutional history

1st Business School in Peru
(according to America Economia 2015 ranking and QS TOP MBA 2013-2014 ranking)
Why ESAN?

ACCREDITED BY THE AACSB
The Association to Advance Collegiate Schools of Business.

ACCREDITED BY AMBA
Association of MBAs.

BEST MBA IN PERU AND TOP TEN IN LATIN AMERICA

TOP ELITE REGIONAL

BEST MBA IN PERU
Ranking MBA of the Best Business Schools in Latin America - America Economía 2015.

TOP 12 MBA IN LATIN AMERICA
Ranking Best MBA in Latin America, America Economía 2015.

BEST BUSINESS SCHOOL IN PERU AND TOP TEN IN LATIN AMERICA. EXECUTIVE EDUCATION: CUSTOMIZED PROGRAMS
Ranking Executive Education - Customized Programs Financial Times 2015.

BEST BUSINESS SCHOOL IN PERU AND TOP TEN IN LATIN AMERICA. EXECUTIVE EDUCATION: OPEN PROGRAMS
Ranking Executive Education – Open Programs Financial Times 2012-2013.
INTERNATIONAL

mba

Your Gate to the World of Business
Emphasis on providing an International business experience

This unique program promotes international and intercultural understanding. The courses taught during the program help students not only to respond to the threats posed by foreign and domestic competitors in the domestic markets but also to analyze global contexts to take advantage of opportunities on the international scene.

Since 2014, the program has received students from 23 different countries and 3 different continents:
Canada, USA, England, France, Germany, Belgium, Italy, China, Mexico, Venezuela, Colombia, Brazil, Chile, Costa Rica, Guatemala, Panama, Nicaragua, Paraguay, Peru, Jamaica, Barbados, Trinidad and Tobago, Haiti.

Global experience in our campus

Besides the face to face interaction with foreign students using the dominant business language, the international approach is realized through:

International weeks
The International Week consists of five days of intense study. During this period ESAN’s campus will host graduate students from different cities in Peru and around the world. Participants will have the opportunity to learn about the latest developments in management from prominent international professors. During International Week, ESAN hosts professors from prestigious universities in the United States, Europe, Asia and Latin America, including the University of Michigan, the University of Colorado, Arizona State University, ESADE, Louvain University, Getulio Vargas Foundation, The University of Chile.

International field trips
For domestic students who do not use our exchange or double degree agreements the international field trip is mandatory. We have different destinations available worldwide. Recent destinations on the MBA program includes: China, Colombia, Mexico, Spain, USA among others.

Fergus Miller - United Kingdom
“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 the advantage of the international opportunities the programs give you because for me this is already an international setting. There is no need to move elsewhere”
International experience in and out of the campus

- Austin TEXAS University Students visit (class of 2014)
- International MBA students during class (class of 2016)
- International MBA students after a class (class of 2014)
- Visiting WAYRA- Telefónica during Entrepreneurship’s class (class of 2015)
- Kimberly-Clark Peru Visit – Part of the Operation and Supply Chain Management Class (class of 2014)
- With Professor Newbury at the International Week July 2014
- During the welcome dinner (class of 2016)
Partner Universities Worldwide

Europe

GERMANY
» TUM School of Management
» Otto Beisheim Graduate School of Management, WHU
» EBS European Business School
» University of Cologne *
» Frankfurt School of Finance & Management
» HHL
» Hochschule Furtwangen University

AUSTRIA
» Vienna University of Economics and Business - WU *

BELGIUM
» Louvain School of Management *
» ICHEC
» Katholieke Universiteit Leuven

DENMARK
» Copenhagen Business School *
» University of Southern Denmark

SPAIN
» ESI
» Universidad Católica Santa Teresa de Jesús de Ávila

FINLAND
» Aalto University, School of Business *

FRANCE
» EM Lyon
» Ecole Management de Normandie
» ESC Clermont
» EDHEC
» KEDGE
» IÉSEG
» Sciences Po Lyon
» Neoma
» IAE Bordeaux - University School of Management
» EM Strasbourg
» Université Paris Dauphine
» Université Catholique de Lille - FLESG

NETHERLANDS
» Rotterdam School of Management *
» University of Groningen
» Maastricht University

ITALY
» Luiss Guido Carli
» Universita Commerciale Luigi Bocconi *

NORWAY
» NHH Norwegian School of Economics *

UNITED KINGDOM
» Nottingham Trent University

RUSSIA
» Saint-Petersburg State University *

SWITZERLAND
» The University of St. Gallen *
» University of Applied Sciences and Arts Northwestern Switzerland
» Zurich University of Applied Sciences

Latin America

ARGENTINA
» Universidad Torcuato Di Tella *

BOLIVIA
» Universidad Nur

BRAZIL
» Universidad de Sao Paulo

CHILE
» Universidad del Desarrollo

COLOMBIA
» Universidad de La Sabana
» Universidad Externado de Colombia

MEXICO
» Universidad de las Americas Puebla
» ITESM *
» ITAM *
» Universidad de Monterrey

VENEZUELA
» IESA *

Asia

INDIA
» The Indian Institute of Management, Ahmedabad *
» Indian Institute of Management Bangalore (IIMB)

JAPAN
» Nagoya University of Commerce and Business Administration

North America

UNITED STATES
» Brigham Young University (BYU), The Marriott School of Management
» University of Memphis
» University of Texas at Austin *
» University of Texas at San Antonio
» UNC Kenan-Flagler Business School *

CANADA
» York University, Schulich School of Business *
» Université Laval

* Member universities of the PIM network

ESAN OFFERS FACILITIES BUT DOES NOT GUARANTEE ADMISSION TO THESE INSTITUTIONS
ESAN offers numerous opportunities for Exchange programs with institutions from Latin America, North America, Europe and Asia at no additional academic expense. Our students are able to enroll in Academic Exchange programs with more than 60 universities from 3 continents due to ESAN’s international agreements and its membership in PIM (Partnership in International Management).

For further information: [http://pimnetwork.org/member-schools/list-of-schools](http://pimnetwork.org/member-schools/list-of-schools)

What does the Exchange program entail?
» The possibility of attending one of the selected foreign universities (in the third or fourth term of the program) that are part of ESAN’s institutional agreements.
» All courses taken abroad are validated in Peru.

Application Requirements
» Good performance at ESAN (students should be in the top third of the class).
» Language proficiency, according to the destination country. Participants require a document that indicates that they have achieved at least an intermediate level of proficiency.

Investment
» No additional payments are required beyond local tuition.
» Participants will cover their expenses abroad (travel tickets, insurance, lodging, etc).

> more than 11 countries represented in the classroom
> more than 60 different exchange program options
How is the double degree program structured?
The participant will complete half of the MBA program at ESAN and the other half at the double degree partner university. Upon completion of both segments ESAN confers an MBA degree and the partner university grants an MBA, Master of Management or Master of International Business depending on the structure of its program. While most of the participants will be going on a double degree abroad, the International MBA will receive students from foreign universities to complete the second half of the program here at ESAN’s campus.

Application Requirements
» The participant has to finish the first half of the International MBA program at ESAN University prior to starting the other half at the partner university.
» Good performance at ESAN (preferably to be part of the top third of the class).
» Language proficiency
» Other specific requirements of the partner university.

Investment
» Most of the partners do not require any tuition fee.
» Only, Florida International University, University of Texas at Austin and University of Dallas require tuition fee for the dual degree program. Tuition fees vary from university to university.
» Participants will cover their traveling and living expenses (i.e. airplane tickets, insurance, housing; etc).

PARTNERS
University of Texas, Austin, USA.
Florida International University, USA.
University of Dallas, USA.
IESEG School of Management, France.
Montpellier Business School, France.
EDHEC Business school, France.
ESC Clermont, France.
ICHEC - Brussels Management School, Belgium.
HHL, Leipzig graduate school of management, Germany.
Nagoya University of Commerce and Business, Japan.
Master in Business Administration
University of Texas at Austin, USA

- **Degree**: MBA
- **Accreditation**: AACSB
- **City**: Austin

Ranked N°16 best business school according to US News 2016.
1 year of optional practical training.

www.mccombs.utexas.edu

Master of International Business
Florida International University, USA

- **Degree**: Master of International Business
- **Accreditations**: AACSB, SACS
- **City**: Miami

Ranked N°23 best graduate international business program according to U.S. News & World report's America's best graduate schools in 2014.
1 year of optional practical training.

www.fiu.edu
Virgil (France), class of 2015

“I chose to study the ESAN International MBA for its good reputation in South America, and the partnership with my school (IESEG, France) made it possible. Teachers at ESAN help you a lot, since they share their own experiences. Now I feel ready to apply for a position in Latin America, thanks to the completeness of the program.”

Master in Business Administration
University of Dallas, USA

Degree: MBA
Accreditation: AACSB
City: Dallas

1 year of optional practical training.

www.udallas.edu

Master in Management
IESEG School of Management, France

Degree: Master of Management
Accreditations: AACSB, EQUIS
Cities: Lille, Paris

Appears 21st in the Financial Times ranking of 2015 and is ranked 6th in France.

www.ieseg.fr
Davi Santos - Brazil

“...I first decided to study at ESAN because it is a top Business School in Peru and one of the best in Latin America. I was also interested in attending a Business School where it was possible to pursue a double degree program and ESAN offered many options in different countries. I chose Montpellier Business School, in Montpellier, France. I had the best time there since I was able to experience French culture and obtain high quality education. It offered both in class and online courses, many extracurricular activities and good facilities for bonding with colleagues. Montpellier has a great transportation system, many universities with young people, nice weather and beaches minutes away from the center. Studying at ESAN Graduate School of Business and Montpellier Business School was life changing with regards to learning the right skills and obtaining the needed knowledge for my professional aspirations”.

Master in Management
Montpellier Business School, France

Degree: Master in Management
Accreditations: AACSB, AMBA, EPAS
City: Montpellier

Ranked in the TOP 50 according to the Financial Times in 2015.

www.montpellier-bs.com

Masters in Management, Entrepreneurship, Strategy, Global Business, Management, Law and Finance
EDHEC – Business School, France

Degrees: Masters in Management, Entrepreneurship, Strategy, Global Business, Management, Law and Finance
Accreditations: AACSB, AMBA, EQUIS
Cities: Lille, Nice

Number 18 of the Financial Times’ Masters In Management’s ranking of 2015 / Number 17 of the Financial Times’ European Business schools’ ranking of 2014.

www.edhec.edu
MIM – Master in Management
ESC Clermont – Graduate School of Management, France

Degree: Master in Management
Accreditation: AACSB
City: Clermont Ferrand

Ranked N°77 best master in management according to Financial Times in 2015.

www.esc-clermont.fr

Master in International Business and Management
ICHEC – Brussels Management School, Belgium

Degree: Master in International Business and Management
Accreditation: EPAS
City: Brussels

81% of ICHEC students find a job within the 5 first months after graduation.

www.ichec.be
Orlando Carrillo - Peru

“The main reasons why I enrolled myself in ESAN’s International MBA program are the renowned academic excellency of the school and their international partnerships it has with top educational institutions abroad. It topped my expectations when, for my Double Degree term, I came to HHL Graduate School of Management in Germany and could see for myself the quality of every aspect of the school and their strong business network. Thanks to this last part only 4 months after my arrival I managed to be hired as an MBA Intern in one of the top companies in the German startup scene. Currently I’m working in the Mergers & Acquisitions department of Mister Spex - Berlin, and thanks to ESAN and its partner HHL I can only see a promising future in my career either in Europe or Peru.”

Master in Business Administration or Master of Science in Management
HHL - Leipzig Graduate School of Management, Germany

Degree: MBA or Master in Management
Accreditations: AACSB, ACQUIN
City: Leipzig

Ranked 17 by the Financial Times in 2015 – worldwide level.

www.hhl.de

Master in Business Administration
NUCB – Nagoya University of Commerce and Business, Japan

Degree: MBA
Accreditation: AACSB, AMBA
City: Nagoya

All of the University’s programs (including its MBA) were ranked 1st in Japan three years in a row and among the best in Asia by Eduniversal’s “best Masters ranking 2015-2016”.

www.nucba.ac.jp
The Program Curriculum

The International MBA’s curriculum is dynamic. It is constantly reviewed and adapted to the needs and requirements of the world of business.

1st academic period
- Managerial and cost accounting
- Managerial economics
- Quantitative analysis for management
- Managerial competencies
- Human Resources management
- Critical Thinking

2nd academic period
- Marketing Management
- Financial Management
- Leadership and organizational behavior
- Information systems management
- Operation and supply management
- Elective 1
- Elective 2

3rd academic period
- Managerial decision making
- Business and government
- Strategic management
- Business simulation game
- Evaluating investment projects
- Business environment
- Ethic and social responsibility
- Global management
- Elective 3

4th academic period
- Thesis methodology seminar
- 10 elective courses
- International trip
- Thesis

More than 700 chronological hours
INTERNATIONAL mba
Your Gate to the World of Business
Core courses

Our mandatory courses or core courses have been designed with benchmarks from the best business schools in the world. The objective is to provide students with solid academic and practical experience. Students will have the tools to make excellent management decisions in different functional areas of an organization.

MANAGEMENT AREA

Leadership and Organizational Behavior
Analysis and comprehension of the human factor through studies of group and individual behavior. Participants will systematize and compare their individual experiences with findings in the social sciences and organizational theory. This course will focus on developing the practical skills that managers need in this area.

Human Resources Management
This course will present the foundations and challenges of the managing a modern staff and focus on other key concepts, techniques and processes in this dynamic area.

Strategic Management
The course will break parochial paradigms to redefine strategic options. After completing this course, the participant will be able to conceptualize on a regional or global plan.

ACCOUNTING, ECONOMY AND FINANCE AREA

Financial Management
Participants will be given the tools to develop and evaluate investment projects and make decisions to increase the company’s value in the Peruvian financial market.

Managerial and Cost Accounting
The course introduces the fundamentals of financial accounting. It focuses on the adequate use of cost accounting information in budget processes as a tool for economic management and business control. At the end of the course participants will understand the fundamentals of costs accounting and will be able to apply methods for budget development and control during decision making process.

Managerial Economics
Students will learn to recognize the relationship between concepts and relevant principles of economic theory and business management. This knowledge will help managers effectively analyze day-to-day events in business scenarios. The course also examines economic factors that limit an organization’s growth and management.

Business and Government
This course will give students an overview of political and economic determinants in the region and around the world. Students will learn how these factors affect the activities and development of companies, government institutions and other organizations.

Evaluating Investment Projects
This course aim to provide students with concepts and tools to develop and to evaluate an investment project and suggest alternatives for financing.

MARKETING AND INTERNATIONAL BUSINESS AREA

Marketing Management
Participants will become familiar with marketing principles, tools and generic strategies for different market sectors.

Global Management
The course will help students understand the effects of international development; the impact of globalization and international business; theories and institutions of commerce and investment; schemes to compare environments; strategy; structure and global implementation; as well as international operations management.

OPERATIONS AND INFORMATION TECHNOLOGY AREAS

Quantitative Analysis for Management
The course will introduce basic concepts and methods relative to statistics for business. Students will develop analytical and quantitative skills to solve management problems; apply concepts and techniques to transform data into information for decision making; and interpret reports about different aspects of management.

Information Systems Management
This course gives students a basic grounding in information systems and internet and focuses on the impact both have on organizations. Students will learn the strategic nature of IT and the value it generates. The course will also focus on the elements that must be considered when making decisions about technology.

Operation and Supply Chain Management
The course offers the fundamentals, theories, and instruments for adequate supply chain management. The supply chain specialist must process constant requests from different areas of an organization and must be capable of making financial projections; effectively managing human resources; and generating low-cost efficiencies.

A series of workshops will be held during this period as a complement to the curriculum.
The Management Skills Program focuses on helping students develop essential management skills. Students are evaluated on the first day of class to identify their skill level at the beginning of the program. The results of this initial diagnostic will be compared with those obtained throughout the MBA program. A series of workshops will be held during this period as a complement to the curriculum.

**WORKSHOPS**

**Socialization and Group Formation**
This workshop will focus on how work groups are structured. It will be held prior to the first day of class and marks the beginning of the first stage of the MBA program.

**Managerial Competencies**
The objective is to evaluate students’ management skills at the beginning of the program.

**Developing Managerial Competencies**
After the initial evaluation, a series of workshops will be held to develop and strengthen skills.

**Critical Thinking**
This course will help students rediscover their capacity for critical, questioning thought. They will learn why people resist. Unlearning old patterns and will learn to review and abandon paradigms; learn from difficulties; tolerate uncertainty; and resist the temptation to over-structure.

**Business Environment**
This course analyzes the environment in which companies operate in national and international contexts in the global economy; it looks at how companies adapt to new global trends to ensure viability.

**Managerial decision making**
This course will help students gain a better understanding of how organizations make decisions. It will examine the aspects involved in decision making and how this process may differ from organization to organization.

**Business Simulation Game**
The course will develop management skills by focusing on decision making in competitive contexts with time and financial constraints. It will also focus on communications and reporting. Students will learn how their decisions affect the business environment and influence the decisions made by other organizations.

**Ethics and Social Responsibility**
This course examines the concepts and framework of analysis used to determine an organization’s responsibilities to its shareholders. It evaluates cases of businesses that are in the process of implementing CSR programs.

**THESIS METHODOLOGY**

**Thesis Methodology for Business Planning**
This course will teach students about the main tools used to evaluate potential business ideas. Students will learn methods for business planning, assess the feasibility of promising ideas; and review aspects of processes to implement business plans.

**Thesis Methodology for Applied Research**
The course aims to provide a methodological framework to help students write their thesis. It reviews methods for qualitative and quantitative research and their application.
RENOWNED FACULTY

ESAN FACULTY
PhD Alberto Alexander Servat
PhD Lydia Arbaiza Fermini
PhD Alberto Bejarano Heredia
PhD Armando Borda Reyes
PhD Sergio Bravo Orellana
PhD Diego Cueto Saco
PhD César Fuentes Cruz
PhD Jorge Guillén Uyen
PhD Kety Jáuregui Machuca
PhD Enrique Louffat Olivares
PhD Nancy Matos de Valdejos
PhD Alfredo Mendiola Cabrera
PhD Oswaldo Morales Tristán
PhD Edwin Quintanilla Tristán
PhD Otto Regalado Pezúa
PhD José Antonio Robles Flores
PhD Santiago Roca Tavella
PhD Jaime Sereda Nishimura
PhD Enzo Santana Ormeño
PhD Jorge Talavera Traverso
PhD Juan Timaná De La Flor
PhD José Luis Wakabayashi Muroya
PhD Peter Yamakawa Tsuji
PhD Alex Albujar Cruz
PhD Aldo Bresani Torres
PhD(c) Luis Felipe Calderón Moncloa
PhD(c) Cecilia Esteves Dejo
PhD Ana Realagui Vela
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MBA David Ritchie Ballenas
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Octavio Chirinos Valdivia
Eddy Morris Abarca

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PhD Urobi Garay Lunch
PhD Virginia Lario
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RENOWNED FACULTY

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KEY FACTS
Duration: Approx. 14 Months.
Language of Instruction: English.
Location: Lima - Peru
Average Age: 25 – 35
Target market: The International MBA Program has been designed for students who already hold a Bachelor Degree and who possess relevant work experience.
In particular, this program is designed for students who aim to pursue a professional career in their home countries but as well as overseas.
We expect our students not only to possess the corporate ladder but to aspire to earn high managerial positions.

BASIC REQUIREMENTS FOR ADMISSION
Work Experience: Should have a minimum of 3-year corporate experience. Internships are not valid for this requirement.
Language: Non-English speaking candidates must submit an 80 plus TOEFL iBT or equivalent.
Academic Record: High academic record.

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Why Peru?
Peru is the third-largest country in South America and it is ranked among the world’s 20 largest nations in terms of geographical extension. During the past 10 years, Peru has registered an impressive growth rate being the highest in South America. In addition, given its solid economy, Peru has been granted an investment grade by the three major credit rating agencies (Moody’s, Standard and Poor’s and Fitch Ratings). Since the 90’s, the country has been very active in attracting Foreign Direct Investment and it has signed free trade agreements (FTA) with more than 25 countries. Hence, Peru has become one of the most dynamic countries in the region for business and it is acknowledged as the new economic miracle in the region.