

## Top Ranked One Year MBA



**Ranked One-Year MBA**  
**Live an International Experience**

## International MBA (English)

Dive into a world of tradition and modernity  
in the Region of Valencia.

A region of leading industries and merchant spirit.

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## What makes us different?

Since 2004, we have attracted top international students to our unique one-year MBA program. Our business tradition and modernity make us so successful.

**Ranked One-year MBA.  
Ranked by the Daily Newspaper Expansión.**

### **FOUNDED FOR AND BY BUSINESS PEOPLE**

In 1993, e&s was founded as a business school dedicated exclusively to the education of the higher management level. However, due to the recent economic instability and the effects of globalisation, e&s has changed into an international business school. e&s counts with the support of the leading economic institutions of the Region of Valencia and the main business and professional associations of the region may be found in the e&s Foundation Advisory Council.



## e&s FOUNDATION ADVISORY COUNCIL

### ANFFECC

Spanish Association of Ceramic Frits, Glazes and Ceramic Pigments Producers

### APECC

Association of Construction Companies of Castellón

### ASEBEC

Spanish Association of Manufacturers of Machinery and Equipment for the Tile Industry

### ASTRAUTO

Association of Car Repairing Workshops and others of Castellón

### ATC

Association of Ceramic Technicians

### CEEI

European Business and Innovation Centre

### ESPAITEC

Technological Park of Castellón

### FECAP

Regional Business Federation of the Alto Palancia

### PYMEC Castellón

Federation of Small and Medium-sized Enterprises

### FEDEREMLAVALL

Federation of the Companies of L'Vall d'Uixo

### PIMEC Montsiá (Tarragona)

Federation of Small and Medium-sized Enterprises

### Architect Association

of Castellón, Valencia and Alicante

### Engineer Association

of Castellón

### Association of Social Graduates

of Castellón

### Notary Association

of Valencia

### PIMEC Montsiá

Tarragona

## TO BE PART OF A MERCHANT AND INDUSTRY HERITAGE

For more than 500 years, the Region of Valencia has been at the avant-garde of commerce and industry and has developed its merchant spirit.

Currently, the Valencian harbour is one of the main ports on the Mediterranean coast, and the Region of Valencia also counts with institutions like **Bancaja** - the fifth most important financial institution of the country.

Furthermore, Valencia has raised one of the main industrial centres of the Mediterranean due to its entrepreneur spirit. This industrial centre started out with the toy, furniture and ceramic industry, and has recently also started a successful career as business centre in renewable energy.



## MODERNITY

Valencia represents the avant-garde movement of the Region of Valencia, e.g. it is the leader of Spain's renewable energy sector.

With its new urban circuit, Valencia has been a seat of the **European Grand Prix Formula 1** since 2008.

The city also hosted the **32nd America's Cup** in 2007 and the **33rd America's Cup** this year.

One of the most important architects of the world, Calatrava, who has designed **Valencia's City of Arts and Science** amongst other works, was born here.



## **INVESTMENT PROFITABILITY: YIELD IN ONLY ONE YEAR**

The e&s International MBA has a profitability superior to most of the programs competing with the school. On the one hand, opportunity costs are reduced as it is a one-year program. The second year you will already be making an income. And, on the other hand, the e&s International MBA provides you recognition all over the world.

Given that e&s was founded as a business school for the higher management level, the school organises every year a wide range of courses and seminars for executives. We will give you the opportunity to take part in those courses thus helping you to enhance your understanding of the way to do business and achieve a valuable networking.

## **WORLD-CLASS FACULTY**

Our faculty comes out of the business environment and from the most important educational institutions of the world, i.e. they belong to the faculty of the world's top ten business schools.

100% of our faculty has worked in leading companies and are now either carrying on their work as directors or consultants, or have dedicated themselves to educate the higher management level at e&s or in other high-level educational institutions.



## LEARNING BY DOING

At e&s we strongly believe that two aspects have to be taken into account in order to learn to do business: First, the students have to be put in contact with managers and business people who have practical knowledge and experience. And, on the other hand, it is necessary that, with the help of our faculty, the students apply the newly learned knowledge throughout the program the best way possible. We innovate in terms of learning methodology always taking into account the above two premises.

## WE ATTRACT AN INTERNATIONAL STUDENT BODY

Our students come from all over the world, from Argentina to Mexico, Spain to Nigeria and Germany to China. The average age of our Full-Time International MBA's students is 26 years. All students have a minimum corporate experience. Through their cultural diversity, perspectives and knowledge an exceptional learning experience is created that enriches the MBA's day-by-day.



## Living in the region of Valencia

Living and studying in a city with 500 years of merchant and industrial tradition at only 40 minutes by train from Valencia.

### THE BEST LOCATION IN CASTELLÓN

e&s can be found in one of the newest areas of Castellón in proximity to the commercial area and where the most student residences of the city are located. Furthermore, it is an area with easy access and well-connected to public transport, at only 10 minutes by bus to the centre of town.





## CONVENIENT RESIDENTIAL ACCOMMODATIONS

e&s is very close to the University of Castellón that counts with various student residences. Depending on your budget and preferences, shared flats or apartments are available. Our team will help you to find the most suitable option for you so that you will feel like at home.

## A CITY WITH AN EXCELLENT QUALITY OF LIFE

Castellón has about 180.000 inhabitants and there are two other towns amounting to another 100.000 inhabitants that can be found in the metropolitan area of this city on the Mediterranean coast.

Castellón stands out because of its wide range of leisure activities and the city also counts with a wide offer of bars and restaurants. There are plenty of recreational activities available at sea as well as in the mountains, and the youth is open to other cultures thanks to the region's "multi-culturality" Moreover, the city's public university attracts many students from all over the world every year.

Castellón is a city with an excellent quality of life due to the public services offered to its citizens and visitors. It counts with good transport facilities, and one of its strong points is the cleanliness - it has been named Spain's cleanest city.

## The International MBA (English)

### **FOR PEOPLE WITH EXPERIENCE**

e&s is the only education centre in the Region of Valencia dedicated exclusively to the education of people with experience.

e&s has been recognised by the daily newspaper *Expansión* as one of Spain's leading business schools.

e&s was founded in 1993 and has put its faith in providing education and support to the higher management level in order to allow companies in its region to make progress in an increasingly competitive market.

### **FOCUSED ON INDUSTRY AND TRADE**

Due to the industry and merchant heritage of the region, e&s can offer you an outstanding education related to both industry and trade. Throughout the program, our students will also be able to participate in guided factory tours visiting the leading industries of the Region of Valencia.

Furthermore, all students will have the opportunity to take part in conferences given by executives and business peoples related to the leading Spanish industries.

## EXPERIENCE EUROPE'S INDUSTRIAL AND MERCHANT CAPITALS

e&s is organising trips to some of Europe's most important cities with regard to industry, trade and finance.

All MBA students will be able to participate in one-week seminar courses in Britain and Germany. During the seminar courses, the students will have the opportunity to visit Berlin and Wolfsburg - the "City of Volkswagen"- as well as London and York.



# An intense one-year MBA

e&s' curriculum is designed to provide you with practical management education. It is an innovative response to the corporate world's demands for MBAs who can get things done under pressure. Within one intense year, you will gain the tools and knowledge you need to be successful in today's competitive business world. Classes will take place from Monday to Friday from 10:00 to 14:00. Furthermore, optional Spanish classes will be offered.

Management Skills	Leadership and Management Negotiation Coaching
Management and Financial Accounting	Management Accounting  Cost Accounting - Activity Costs. - Standard Costs.
Financial Economic Management	Interpretation of Balances and Income Statement  Operating Finances - Management of Clients and Stocks. - Provider Management. - Management of Seasonal Variation. - Management of Non-payment and Early Payment. - Treasury Management.  Investment and Valuation - Introduction to Investment Theory. - Cash-flow. - NPV (Net present value) and IRR (Internal Rate of Return). - Risk, Discount Rate, and Capital and Debt Costs. - Company Evaluation.  Long Term Financing - Optimal Financing Structure. - Financial Leverage and its Influence on Benefits. - Means of Bank and Para-banking Financing. - Dividend Strategies.
Economic Environment and Legal Aspects	Legal Environment Applied to General Management  Foreign Countries' Economic Analysis
Management Control	Budgetary Process Forecast Balance Forecast Income statement Treasury Estimate Management Information System (MIS) Balanced Scorecard

Strategic Management	<p>General Management Model</p> <p>Strategy Choice and Implementation</p> <p>Strategies of the Industrial Sector Innovation in Strategy</p>	<ul style="list-style-type: none"> <li>- <b>Business:</b> <ul style="list-style-type: none"> <li>. How does my Business Make Money?</li> <li>. What is my Position with Regard to Competitors and in the Value Chain?</li> </ul> </li> <li>- <b>Gearshift:</b> <ul style="list-style-type: none"> <li>. Choosing, Motivating and Measuring</li> </ul> </li> <li>- <b>What Human Resources Does my Company Need?</b></li> <li>- <b>What Company Culture Should Prevail?</b></li> <li>- <b>Institutional Structure:</b> <ul style="list-style-type: none"> <li>. Board of Directors and Managers</li> </ul> </li> <li>- <b>Organisation of the Management Structure.</b></li> </ul>
Operation Management	<p>Production Planning</p> <p>Purchasing and Supply Management</p> <p>Stock Management</p> <p>Project Management</p>	
Marketing Management	<p>Introduction to Marketing</p> <p>Segmentation and Positioning</p> <p>Marketing Mix</p> <p>Industrial Marketing</p> <p>Luxury Marketing</p> <p>Internet Marketing</p>	<ul style="list-style-type: none"> <li>- <b>Product Policy:</b> <ul style="list-style-type: none"> <li>. Life Cycle of Products and How to Extend It</li> <li>. Product Design and its Offer</li> <li>. The Brand: Producer and Distributor Brand</li> <li>. Catalogue Innovation</li> </ul> </li> <li>- <b>Pricing Policy:</b> <ul style="list-style-type: none"> <li>. Price Fixing Methods by: Costs, Value</li> <li>. Perception and Competition</li> <li>. Price Fixing According to the Product's Life Cycle</li> <li>. Consumer Behaviour According to the Price</li> </ul> </li> <li>- <b>Placement Policy:</b> <ul style="list-style-type: none"> <li>. Selection and Control of the Distribution Channels</li> <li>. Channels: Wholesaler, Retailer, Franchise</li> </ul> </li> <li>- <b>Promotion Policy:</b> <ul style="list-style-type: none"> <li>. Promotion Strategy</li> <li>. Consumer Behaviour with regard to Promotion</li> <li>. Advertising and Publicity</li> <li>. Promotion</li> <li>. Public Relations</li> </ul> </li> <li>- <b>Channel Marketing: Trade Marketing.</b></li> <li>- <b>Point of Sale Management: Merchandising.</b></li> </ul>
Commercial Management	<p>Introduction to New Sales</p> <p>Sales Team Management</p> <p>Planning and Sales Control</p>	<ul style="list-style-type: none"> <li>- <b>Sales Techniques.</b></li> <li>- <b>Consumer Orientation.</b></li> <li>- <b>Selection, Motivation and Retribution.</b></li> <li>- <b>Key Account Management.</b></li> <li>- <b>Sales Forecast.</b></li> </ul>
Human Resources Management	<p>Human Resources Planning</p> <p>Selection and Competition Management</p> <p>Performance Evaluation and 360° Feedback</p> <p>Management by Objectives (MBO) and Variable Remuneration</p>	
Spanish	(Optional)	

### **Management Skills**

All strategy, all infrastructures should be managed and executed by people who ought to be motivated so that as well the manager as they themselves are productive. At this point, a variable may be found that distinguishes one organisation from another and, in this sense, a company should count with leaders who know how to influence their co-operators so that these follow them.

After this module, the student will have the necessary tools in order to understand the individual's behaviour at the same time that he will be able to manage, motivate and control his co-workers to make their work more efficient.

### **Economic and Legal Environment**

The purpose of this module is to understand the different variables that have influence on different economies, the economic policies and to study methods for the analysis of the same. On the other hand, the influence certain legal concepts may have on the company and its legal representative.

### **Strategic Management**

This module will study how to obtain a diagnose of the company's reality, how to choose what direction to take and what questions are necessary to take into account to implement the chosen strategy.

Therefore, this module will study a general management model covering the following topics: Which is the business process that makes a company make money?, How can I drive a company in a suitable direction?, How to organise it?, What human resources needs the company? And what structure of power exists at the same management level?

### **Human Resources Management**

If the success of a company is directly related to the talent it has and if at its beginning it was boosted by the founder's talent. If the organisation grows and it is necessary to incorporate more professionals, we cannot obviate that selection and development of the people forming the management team are essential. Questions like: What human profile requires the company? How can I motivate and involve my co-workers in the organisation? What actions should I implement to retain the most talented?

### **Sales Management**

Does the sales team advise my clients? Should I choose my own sales force or an outside one? How can I increase my sales force's productivity? What would be an appropriate remuneration for them?

## Financial Economic Management

This module studies how to obtain and manage financial resources at the lowest cost possible. It discusses the following topics: What impact does it have to give a payment deadline to the client? What can I do to make my providers finance my activities? What is my company worth? What should I take into account when making an investment? How much money does the company need both at short and at long term?

## Management and Financial Accounting

The increase of indirect costs has distorted the traditional cost systems. Therefore, this module is about the student getting to know the cost system in order to receive truthful information about the same.

On the other hand, the student gains the knowledge necessary to understand the concepts of financial accounting and to interpret economic-financial information.

## Management Control

Management control is vital to obtain the information necessary for the management to make decisions. This information should include the different departments and strategies with regard to the fulfilment of the organisations objectives. Therefore, a good Management Control System helps to explain where profits and losses are made, to check if all objectives of the company are met, and to motivate and to delegate to co-workers.

## Operation Management

One of the most important changes in today's companies has been the change from being a company separated from the rest to building up a company network. Various topics will be discussed in this module: Do I subcontract a product or do I produce it myself? How can I make my providers offer me their product at a more competitive price and at a better quality? Is the quantity produced necessary? How can I reduce my expenses in products purchased?

Given the industrial character of e&s, we have included an intensive project management seminar in the operations module. You will learn how to achieve the best result of a project at minimum cost for the company. The topics of this seminar include leading project teams, feasibility and risk in projects, project negotiation, project planning, scheduling and controlling, and project implementation.

## Marketing Management

This module will address essential topics like the marketing mix, from positioning to segmentation. We could ask ourselves in this section: Is it profitable to specialise and to address only one segment? Should I create various brands or just one? What products should be launched? What is the correct price for each product? Is advertising indispensable or are there other ways to create a new brand?

## A global student body

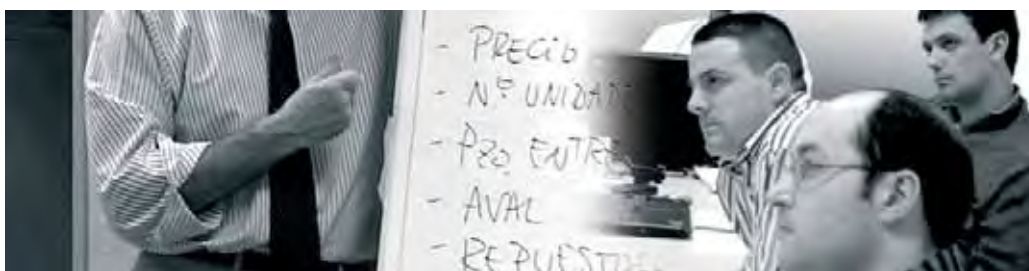
### **THERE IS NO TYPICAL e&s STUDENT**

Our students contribute to the programs their different interests and many areas of functional expertise –from media to marketing, finance to technology, engineering to consulting, etc. The different skills and perspectives of each student enrich the e&s learning experience.



### **A SUPPORTIVE LEARNING ENVIRONMENT**

Our school's small size gives students the opportunity to really get to know their classmates and professors, and to develop lasting relationships with them. Within the first few days, you will quickly meet each person in your class. You will immediately sense the culture of attention and teamwork.



Selected from a wide range of nationalities and industries, our student body is a talented and diverse group. At e&s you will not only learn from our faculty, but also from fellow students.

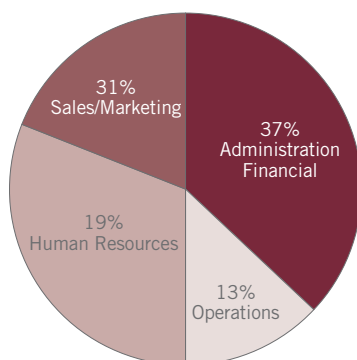
## STUDENT'S PROFILE

The International MBA (English) program is addressed to all those university graduates, or students with the highest professional education, of any academic origin who wish to start their professional career in the corporate world.

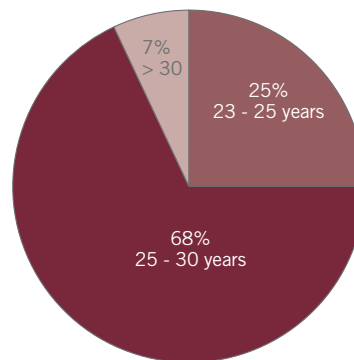
The success of a program depends in a special way, amongst other factors, on the participant's profile. Therefore, in order to be able to access the program, it is necessary to have a university degree or the highest professional education, English proficiency, some previous work experience (although it might only be some months) and the necessary personal qualities to enable the students to incorporate themselves successfully in the corporate world after the period of education implied by the International MBA (English).

## CURRENT CLASS PROFILE:

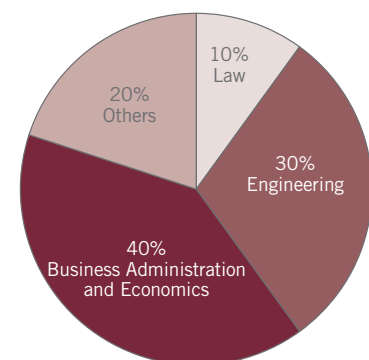
### Pre-MBA Function:



### Average Age:



### Academic Origin:



# Methodology

## **WE INNOVATE IN LEARNING METHODOLOGY: LEARNING BY DOING**

e&s differentiates itself through its innovative teaching methodology. Our methodology focuses on “Learning by doing” as all of the subjects taught will be applied by the students. This way, students will be able to accomplish tasks related to their new or more profound knowledge in their professional life.

Furthermore, we are working with the **Case Method** which is the main methodological tool that is used to acquire knowledge. The case method is used as a way to place students in real-life situations to evaluate and propose a solution to problems a business may have.

## **THEORY AND PRACTISE: YOU WILL BE GIVEN THE THEORY SO THAT YOU CAN READ IT AT HOME**

In our opinion, the most time in class should be assigned to obtaining the maximum benefit from our faculty’s experience. Therefore, you will be given the theory prior to each class so that you can have a look through it at home and, this way, the classes can be dedicated to interact with the teacher through explanations of real-life cases, discussions and videos.

## **LEARNING AT YOUR OWN PACE: PERSONALISED TUTORSHIP IS VERY IMPORTANT AT e&s**

Every student has a background and this obviously has an influence on him at the moment of acquiring knowledge on different subjects. There are students who have to make more effort for the marketing and strategy modules, but whom, however, have aptitudes for finances, and vice versa. In order to respond to this challenge, at e&s we have designed a series of personalised tutorship that help students to face the subjects presenting the most difficulties to them.

## Our outstanding faculty

Our faculty comes out of the business environment and from the most important educational institutions of the world, i.e. they belong to the faculty of the world's top ten business schools. Amongst others our faculty includes:



### Mario Weitz Schneir

BA in Economics (Universidad de Buenos Aires, Argentina), Master in Economics (American University, USA), Ph.D.-ABD (American University, USA) He has worked as an economist for The World Bank (Washington DC), the International Monetary Fund (USA), and the Organization of American States (USA), he has also served as an advisor to Presidents of Banks in Argentina and Spain. He has served as a member of the **Board at the International Monetary Fund**. Currently, he is General Manager of Consulta Abierta, a company specializing in the training of general managers for international banks, and a **consultant to The World Bank**. Member of the Meeting of Experts - Dubai (2003) (IMF). He has published several articles of economic topics.



### Pedro Palencia

BA in Law ICADE. MBA Instituto de Empresa. Formerly **Marketing Director at Electrolux** and Cadena Idea. Currently, he is an advisor and lecturer for marketing in various business schools.



### Neus Portas

Formerly **Director of Strategic Planning of campaigns for Nokia and Pantene**. She has worked with North-American clients in San Francisco such as Bank of America. Expert in carrying out online and offline integrated promotion campaigns as well as brand re-positioning campaigns (Honda, SEAT, Danone, Nestlé and Planeta).

### Vicente Montesinos

**Director for Europe of NPD**, one of the main market research companies of the world specialised in sectors like video games, retail, food and beverage, etc.



### Juan Luis Garrigós

BA in Law. MBA Major in Human Resources. Formerly **Global Director of Human Resources at Volkswagen** (Ficosa Internacional and the Antolín Group), both multi-national companies of the automotive sector. Coordinator of the Cátedra Lubasa de Desarrollo Human en la Empresa.

### Gonzalo Izquierdo

MBA IESE. Previously he worked for Iberdrola with the responsibility to support the Members of Board of the companies acquired in South America (Brasil, Colombia and Guatemala). During the last 9 years, he has developed his professional activity in the area of corporate finance and general management of family businesses and in the public sector. Currently, he is Socio-Director of OnetoOne Capital Partners, **Spain's main organisation in advising on corporate operations**.



### Álvaro González

Consultant in the area of innovation and transformation processes of a variety of stock exchange companies. **Teacher at the Instituto de Empresa**, one of the world's top-ten ranked business schools.



## Global alumni networking

The value of your MBA continues to grow when you graduate. As an e&s student, you will join an international community of active alumni with unparalleled global connections.

### **EDUCATION AFTER THE MBA**

Alumni have the opportunity to keep their knowledge up to date by attending our workshop electives at a reduced rate. This gives former students a chance to stay informed about the latest trends in management theory and practice.

### **INSTANT NETWORKING: WEB SERVICES**

Through our website you can stay in touch with our alumni, not only from your own year, but you can also contact with alumni from other MBA years. This service allows you to widen your networking not only with fellow students, but with thousands of former e&s students all over the world.

### **CREATING FRIENDSHIP IN CLASS THAT LASTS FOREVER**

Loyalty and trust are some of the most important assets in a company at higher management level. Most executive positions are given to people that count with the CEO's unlimited trust. And in many occasions these people are former classmates who have met each other in business schools, because they meet two requirements: they are professionals and they are loyal to each other.

### **CONSTANT COMMUNICATION THROUGH EVENTS LIKE FREE CONFERENCES FOR ALUMNI AND PUBLICATIONS ON THE INTERNET**

Through our Alumni Update Publications and e-mail communications, alumni are kept informed on the latest happenings at the school. News about curriculum changes, marketing and recruiting trips, faculty members' publications and fellow classmates are included to ensure that our alumni stay connected.

## Your career prospects

e&s Career Services team will help you to find global employment opportunities. We provide active advice and personalised support to help advance your career.

### **OPPORTUNITIES IN THE REGION OF VALENCIA**

If you are looking to start your professional career in the Region of Valencia, you will be able to benefit from the region's good international image and its business network with connections all over the world through its variety of exporting companies. It is important to highlight that some of the most important industrial, pharmaceutical and marketing services companies as well as different financial institutions can be found in the Region of Valencia.

### **PERSONALISED CONSULTATION AND PROFESSIONAL CAREER COACHING**

Our team offers you individualised attention. Your career consultation starts as soon as you are accepted at e&s. Our dedicated team of professionals helps you devise a career strategy to help match your skills with opportunities. The comprehensive career services offered include: individual coaching in order to discover your strong and weak points, a career management course, and individual career consultation.

### **GLOBAL CAREER OPPORTUNITIES**

Companies around the world are recruiting MBA graduates. As international business school we are committed to support all those students who are looking for work outside Spain and Europe. In our professional career department we have created a network of agreements with recruitment companies from all over the world to help our graduates wherever they are.

## Financial aid

An MBA is a significant investment. However, e&s makes it easy for you to afford your MBA. Not only is our program one of the most cost-effective relative to other MBA programmes; it is also condensed into one year, which minimises opportunity costs. We work with you to find the most beneficial funding options to cover your education-related costs.

### MAKING IT EASY TO AFFORD YOUR MBA

Our one-year program is very cost-effective relative to other MBA programs, since most other programmes take two years. In comparison to other MBA candidates, e&s students save a year of tuition fees, living expenses, and the opportunity cost of being out of the workforce.

Nonetheless, we understand that financing an MBA can be challenging, particularly for international students. Further, because the course is so intense, it is difficult for students to combine work with their studies. We therefore work with you to help you find the most beneficial funding options to cover your education-related costs. These options include scholarships and fellowships.

### SCHOLARSHIPS

e&s offers a range of merit-based scholarships to reduce the tuition cost burden. These are available to all students regardless of citizenship. To be considered for these scholarships we encourage you to apply in an early round as late application cannot be considered, i.e. if you would like to be considered for a scholarship please apply within the deadline for Round 1 as there is only a certain amount of scholarships available. We cannot guarantee that after the first deadline there will still be any scholarships available.

The scholarships offered by the school may amount to up to 50% of the tuition fee, the enrolment fee has to be paid as stated under Payment Terms & Deadlines.

### FELLOWSHIPS

A limited number of merit-based fellowships are available to accepted students. These fellowships offer students the opportunity to work with faculty and staff members at e&s for approximately eight hours per week. The number of fellowships as well as the amount vary from year to year. If you would like to be considered for a fellowship, you should apply in an early round as there is only a limited number available.

### SCHOLARSHIP CRITERIA AND FELLOWSHIPS GRANTS

The student's merit and leadership potential will be taken into account. The student will have to provide proof, if s/he is living with parents or other relations, or if s/he is completely independent as well as the total income received.

# Application information

## HOW TO APPLY FOR THE MBA

Our admission team will provide the application form that should be presented together with the following documents:

- Copy of passport or ID card
- Curriculum vitae
- Certificate accrediting professional experience (although it might only be some month)

## NON-NATIVE ENGLISH SPEAKERS MUST ALSO PROVIDE

- Proof of English Proficiency

## SELECTION CRITERIA

The selection criteria will be based on the evaluation of the candidate's knowledge, attitude and skills. Therefore, there will be an emphasis on:

- Academic background
- Work experience
- The candidate's profile with respect to the success in his/her participation in the program and facing his/her later insertion in managerial and management tasks.
- Language skills

## SUCCESSFUL APPLICANTS GENERALLY

- are 23 years or older
- possess a Bachelor degree or equivalent
- have leadership potential.

## APPLICATION DEADLINES

### Starting in January 2010:

- Deadline Round 1:  
Oct 15th, 2009.
- Deadline Round 2:  
Dec 4th, 2009.

### Starting in October 2010:

- Deadline Round 1:  
Jun 30th, 2010.
- Deadline Round 2:  
Sept 15th, 2010.

## International MBA Fees and Payment

### INTERNATIONAL MBA TUITION FEES

Enrolment fee	<b>2.500 €</b>
Tuition fee	<b>10.500 €</b>
<hr/>	
Total International MBA costs	<b>13.000 €</b>

### ESTIMATED LIVING EXPENSES

Living expenses may vary according to the student's accommodation requirements and personal preferences. However, experience has shown that the average living costs (for one year) are as follows:

Accommodation	<b>3.000 €</b>
Living expenses	<b>4.000 €</b>
<hr/>	
Estimated living expenses	<b>7.000 €</b>

### PAYMENT TERMS & DEADLINES

Once the student has been accepted by our admissions team, the student should pay the enrolment fee prior to the end of the enrolment deadline.

The remaining balance of the annual tuition fee is payable monthly during the rest of the year, or according to the terms & conditions agreed with our admissions team.

### METHODS OF PAYMENT

You may either pay the total amount at the beginning of the course, or pay the remaining balance of the annual tuition fee monthly during the rest of the year. If you need to obtain a student visa, the school will provide all necessary paperwork upon payment of the enrolment fee.

### REQUIREMENTS TO OBTAIN THE TITLE

The students have to pass all MBA subjects. Students failing one of the subjects have to repeat the subject or evaluation according to the process agreed between the school's Academic Management and the lecturer. e&s offers support to all students. In case a student should need any help understanding one of the subjects, and personalised tutorship can be offered.

**Ranked One-Year MBA**  
**Live an International Experience**



**ESCUELA SUPERIOR DE NEGOCIOS**

Complejo Parquesur  
Calle Paviás, 11 - 12006 - Castellón  
Tel. 964 25 49 69 Fax: 964 22 22 30  
informacion@escuelasuperior.com

[www.escuelasuperior.com](http://www.escuelasuperior.com)