

EXECUTIVE  
**MBA**

[www.aese.pt/executive\\_mba](http://www.aese.pt/executive_mba)  
#aesebschool



Partner:



# A PURPOSEFUL GOAL

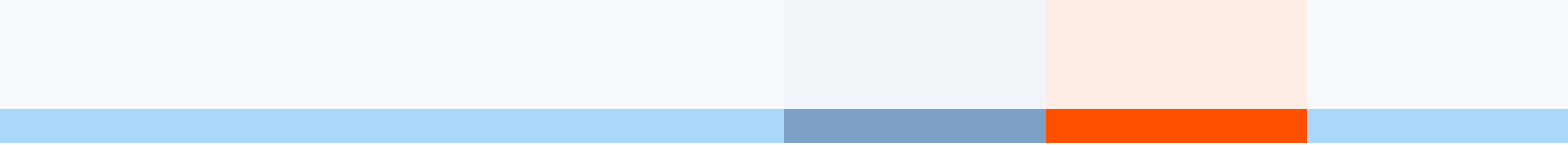
Over the last 22 years, the AESE Executive MBA has led to numerous success stories among its participants. From the beginning of the Programme, this is the best proof of its effectiveness! We look forward to working with you on the next step in your career.



**Adrián Caldart**  
Chairman of the Committee  
for the AESE Executive MBA

**Rafael Franco**  
XXIII AESE Executive  
MBA Director

**Agostinho Abrunhosa**  
XXII AESE Executive  
MBA Director



We all aspire to be remembered for who we are and what we do. As pleasing as recognition and rewards may be, many of us aspire to something more, to a higher purpose, a deeper meaning, a more enduring legacy. That's what elevates a great professional to the level of a truly outstanding human being.

MAKE  
THE WORLD  
A BETTER  
PLACE

In an increasingly interconnected world, one needs to maintain a long-term strategic vision, to be capable of leading and believing, not only in our core values and sound judgement, but also in your ability to soundly question the status quo. The creativity required to meet the challenges that await you will be decisive to face the present while building a successful future.

Being a leader today requires the permanent pursuit of excellence on your road to personal as well as professional fulfilment. It takes the highest degree of professionalism, focus and self-motivation. And it takes true generosity to dedicate it all to the service of others, whether it's your teams, your company or institution, your society or the world. If you are a demanding non-conformist who believes in bettering yourself to make sure you will have a real, wider and lasting impact, then you are an AESE Executive MBA candidate.

The formula sounds simple: world-class faculty, high-profile students, and an unwavering high degree of rigour and practical relevance. We will put you through all tests so that you may reach your highest potential.

# BEING GREAT ACROSS THE BOARD

During the program, some CEOs or C-level board members are invited to share their life experiences or the strategy of their organizations and sectors in rich and interactive sessions.

## General management perspective

You will gain profound comprehensive insight into the company from a general management perspective.

## Strategic decision making

Analyse complex problems, test different approaches and evaluate results.

## Entrepreneurial spirit

You will discover your inner entrepreneur.

## Effective leadership

Build and align effective teams around a shared vision and a common purpose.

## Global reach

The programme's high-impact content, faculty guidance and intensive weeks in global venues will give you a heightened awareness of the trends and opportunities shaping today's global business arena.

## Self-knowledge

Develop greater empathy, self-awareness, emotional intelligence and tools to communicate with confidence.

AESE provides transformational programmes for business leaders who want to make a tangible difference in the world.

ARE YOU  
READY  
TO BE  
BETTER?



#### **A unique mission**

AESE delivers learning experiences that will help you grow both professionally and personally. AESE has a clear mission: to prepare leaders who can make a deep, positive and lasting impact on people, companies and society through their professionalism, integrity and spirit of service. The school strategic priorities are deeply rooted in this mission.



#### **Singular history**

As a participant, you will benefit from AESE's 42-year history, a journey which has centred on four elements: transformation, reputation, excellence and knowledge.



#### **Personal growth**

Personal development is an important facet of all AESE programmes, which place an emphasis on ethics and social responsibility. In this regard, AESE has stood out from other business schools since its inception for its strong, ethical and humanistic values, coupled with a persistent effort to practice and share them.



#### **Powerful networking**

At AESE, you will find a vibrant networking environment, where participants and alumni converge to learn, exchange ideas and share experiences. AESE's tight-knit alumni community includes global business leaders from a broad range of sectors.

AESE  BUSINESS\_SCHOOL



## A ROBUST CURRICULUM

The AESE Executive MBA allows you to grow as a leader without putting your career on hold. With its flexible-by-design format, you can develop your leadership potential with minimal disruption to your personal and professional commitments.

In a systematic pursuit of improvement, the Executive MBA AESE is undergoing a scheduled revision. Some of the curricula may change.

## 1st Academic Year

**The first year lays the academic foundation for the programme. You will acquire a stronger grasp of core management areas and a holistic management outlook to lead across all areas of the organisation.**

### 1st Term October–December

- > Analysis of Business Problems 1
- > Financial Accounting
- > Managing oneself
- > People Management
- > Strategic Marketing

### 2nd Term January–March

- > Analysis of Business Problems 2
- > Development of Executive skills
- > Market dynamics
- > Marketing Intelligence
- > Operations Management
- > Short Term Finance

**Elective track**

### 3rd Term April–July

- > Entrepreneurial Initiative
- > Negotiation skills
- > Strategic Management
- > Structural Finance
- > Supply Chain and Innovation Management

**Elective track**

## 2nd Academic Year

**In the second year, you will reinforce core leadership skills and your General Management perspective and entrepreneurial skills.**

### 4th Term September–December

- > Advanced Finance
- > Capturing Marketing Value 1
- > Entrepreneurial Initiative
- > Leadership, Values and Ethics
- > Organization and Governance of the firm
- > World economy

**Elective track**

### 5th Term January–March

- > Capturing Marketing Value 2
- > Entrepreneurial Initiative
- > How to make things happen
- > Managerial Accounting

**Elective track**

### 6th Term April–June

- > Entrepreneurial Initiative Final Project

# CUSTOMISABLE PROGRAMME

## 1. ELECTIVE TRACK

The elective track of the AESE Executive MBA is an opportunity to direct your learning towards your chosen areas of specialisation. Short Programmes in diverse areas of specialisation are offered throughout the programme, enabling you to allocate the time devoted to the elective track across the programme according to your preferences. During the AESE Executive MBA, participants are expected to complete a minimum of five full days of elective short programmes.







The AESE Executive MBA organises international weeks in Lisbon, New York and Tokyo that deliver frontline insights into global business ecosystems and fresh perspectives on global and transcultural management.

## 2. INTERNATIONAL WEEKS

### **New York** (Optional week)

The IESE campus in New York is in downtown Manhattan, the city's business and commercial district, just steps from Carnegie Hall, the Lincoln center and central Park. IESE NY specialises in executive education programmes focused on global business, media and entertainment and custom programmes for North American organisations.

### **Lisbon**

Excelling in Leadership week is dedicated to three main areas: the roles of the CEO as business strategist, organisational leader and a key actor in the Governance Structure; Design Thinking as a methodology for idea generation, and Global Leadership and how internationalisation of the company poses singular challenges associated with the management of people in organisations.

### **Tokyo** (Optional week)

The Meiji Business School campus in central Tokyo is located just next to Otemachi, the city's business and commercial district, just steps from the Imperial Palace. The MBS Executive MBA is renowned for its focus on family business, start-ups, real estate and general management.

Whether analysing the challenges faced by a construction company, an amusement park, a ceramic manufacturer or an airline in difficulty, the case method asks the participant to put him or herself in the place of the manager: How can I increase sales in a negative cycle? How can the company improve its results in a new competitive environment? What incentive policies will work in a fast-moving industry?

# CHALLENGE YOURSELF

1

2

3

**In contrast to lecture-based teaching methods, with the Case Method the participants do most of the talking.**

**More than 250 renowned national and international cases are analysed throughout the program.**

Read the case on your own, reflecting on the main issues: What is the key problem? What are the alternative options for action? What would you do if you were the manager in question?

Before class, participants meet in small working groups to discuss and compare their analysis and contrasting points of view.

The discussion is then taken to the classroom context, with the teacher facilitating and conducting a more comprehensive discussion of the case. Together in a plenary session, the issues raised in the case are analysed and the different courses of action are evaluated critically and related to learning frameworks.

# A WAY TO LEARN

As far as an AESE professor is concerned, rich, engaging discussions and debates are the backbone of leadership development. That is why case studies, team-based projects and business simulations are intensely used throughout our Executive MBA: they dynamically combine diverse learning methodologies to spark these vital interactions.



## **Mentoring**

A personal mentor will offer continuous feedback and career advice throughout the programme to ensure you get the most out of the experience and reach your fullest potential.



## **Team-Based Projects**

Teamwork will provide an authentic forum for exchanging and contrasting knowledge among peers and bolster your ability to align different perspectives.



## **Peer-To-Peer Learning**

The Executive MBA AESE gathers successful managers from an array of industries, companies and professional profiles. The cohort's diversity will enrich your professional network and open your eyes to new perspectives and practices outside your corporate sphere.



## **Business Simulations**

You will take your key knowledge to a new level and advance your executive skills in a test environment, complete with time constraints and opposing power sources.



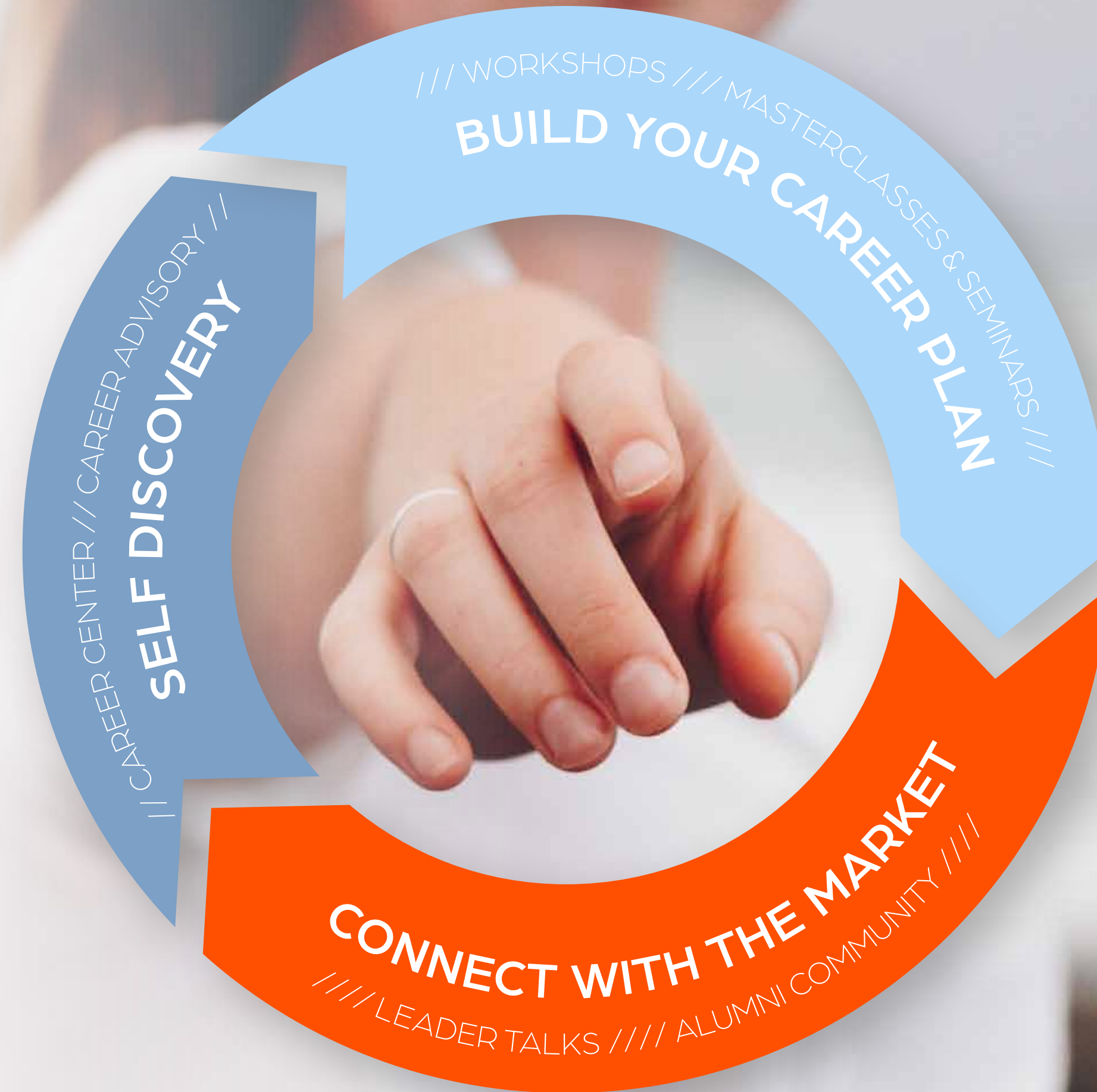
## **Professional and personal development**

All participants in the AESE Executive MBA are assigned two members of faculty – a mentor and a coach – who accompany, encourage and help each participant in pedagogical, professional and personal terms.

To help you better understand the job market and successfully take control of your own career development, AESE's Career Management Centre provides Executive MBA participants with professional development resources and support services.

# CAREER MANAGEMENT CENTRE

Career sessions and workshops guided by specialists will allow you to create a high-impact CV, prepare for interviews, negotiate your salary and build your professional network. You will work closely with a career advisor, who will help you define your own career plan and stand out in a global job market.



# CLASS PROFILE

Designed for high-potential managers, executives and entrepreneurs who want to boost their careers, the AESE Executive MBA delivers a highly intense and personally transformative experience that maximises student's leadership, decision-making and entrepreneurial capabilities to enhance their personal development and prepare them for any challenge they will face in their careers.

28%

Women

39

Average age

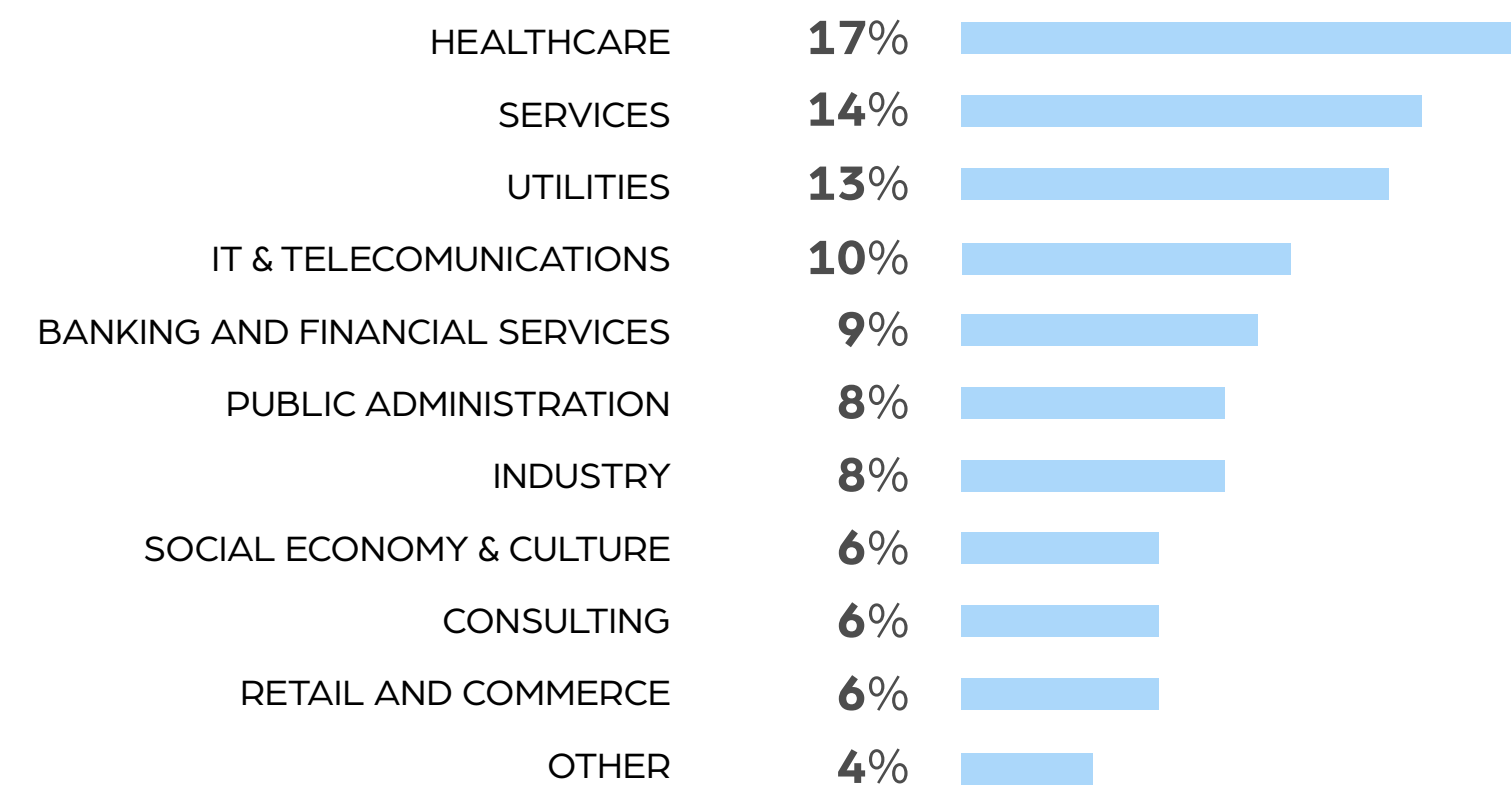
16

Average years  
of work experience

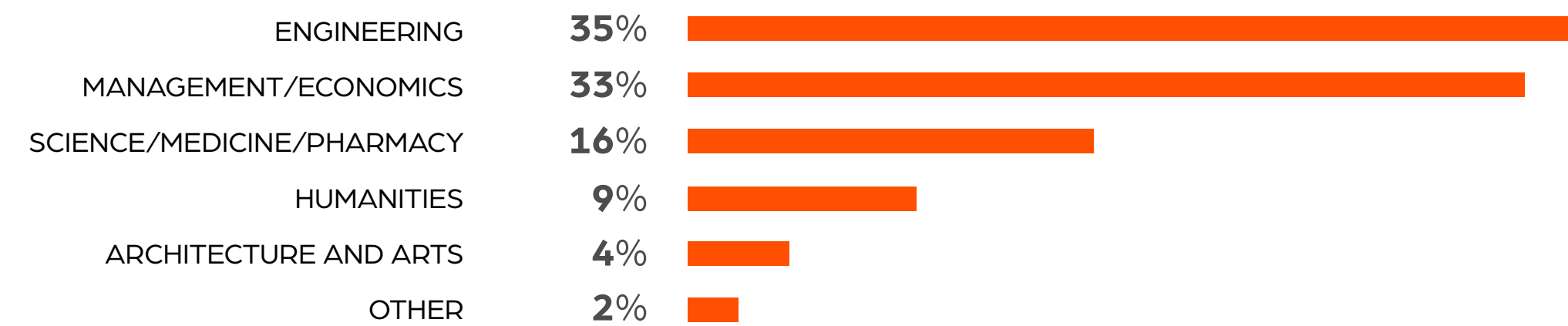


# CLASS PROFILE

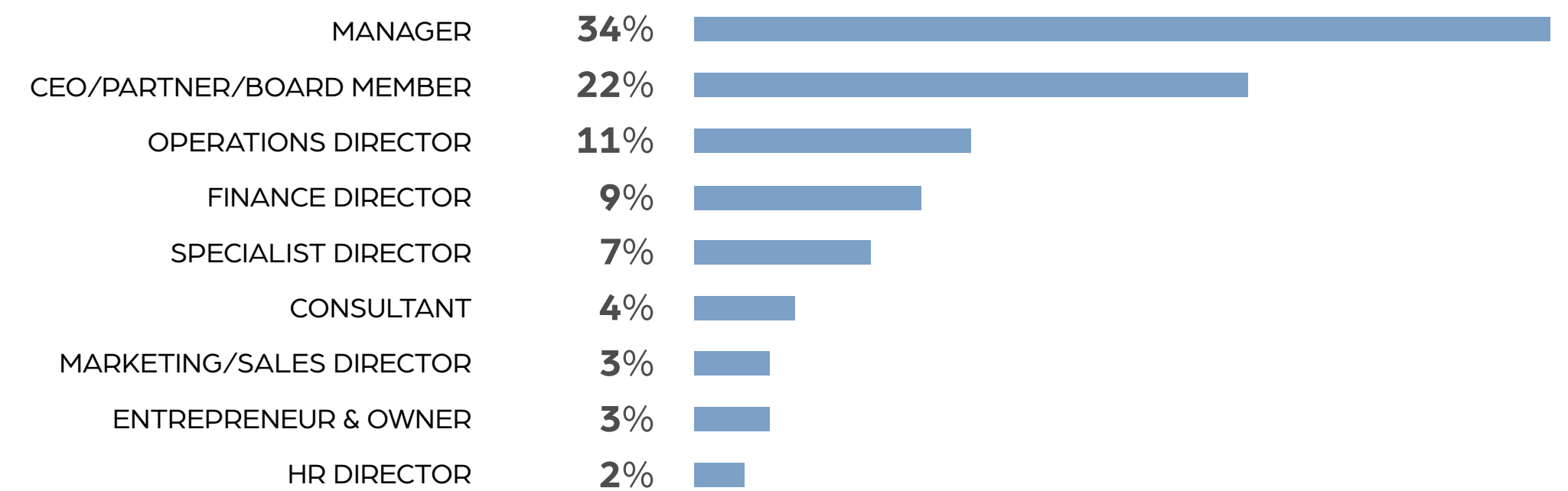
## Business sectors



## Academic background



## Functional areas





### **Ricardo Nunes**

M&A and Business Development  
Manager, Farminveste

When making the assessment of the MBA options that were available, soon I realized that there were some key elements that made AESE Executive MBA the natural choice for me: the seniority and diverse background of the students, the Case Method approach, the connection to a worldwide leading business school (IESE) and a very human-centered approach to business and management roles.

I was looking to pick up the pace of my professional development and accelerate my career path. Looking back to the last two years, I feel that AESE Executive MBA was the right choice and gave me the leadership toolkit needed to progress in my career.



### **Sónia Oliveira**

Corporate Chief Financial Officer  
ANF - Associação Nacional das  
Farmácias

I decided to grasp the future, and the AESE Executive MBA was the obvious choice for its recognized experience and qualification, a recognition reiterated with enthusiasm and the endorsement of a group of colleagues I greatly admired.

The Case Method, the curriculum, and the quality of the faculty exceeded my expectations and elevated my skills, particularly in the field of management and leadership. Today, it is my firm understanding that leaders do not always have all the answers, but when they listen, study, and consider other opinions, they lead in a more prepared and effective way.



### **Margarida Jerónimo**

Head of Business  
Performance & Risk, Glintt

Executive MBA is a life-changing experience. This transformative journey helped me clarify what I have achieved, where I am and prepared me for the challenges I wish to embrace. In this sense, I feel that the Executive MBA AESE impacted me more than I ever imagined, not only as a leader, but as a person. It cultivated self-confidence and strengthened the capacity for critical analysis, judgment, decision-making, and action, either for a professional or personal purposes. Furthermore, the Executive MBA was an amazing experience, where I shared and learned with an interesting group of people with different perspectives and backgrounds. In common we all had the drive to grow and make a difference, so we were always opened to discuss new ideas with respect for each other.



### **Manuel Cordeiro**

Financial and Administrative Executive  
Director Executive Committee Member,  
Alliance Healthcare Portugal

AESE Executive MBA programme was a truly valuable experience for me. Not only helped my career by providing me with the essential skills and knowledge to excel in my field, but the teaching methods were also amazing. I was able to build lasting relationships with a diverse group of professionals, cultivating the solidarity, empathy, and teamwork values. Overall, I highly recommend it to anyone either looking to advance their career, expand their network, or gain the skills and knowledge necessary to exceed in whatever they desire.



### **Pedro Santos Alves**

Project Manager – Automation and Control  
of E-REDES – Distribuição elétrica

When I decided to invest in the development of my career, an MBA program was my first consideration, focusing on an education that could simultaneously provide a business intellectual challenge, while maintaining a recognizable prestige. And AESE in cooperation with IESE Business School was the perfect choice. The Experience of the Executive MBA AESE contributed not only to my personal and professional growth, but also allowed me to build a network and meet different business challenges, perspectives, and cultural diversity. The incorporation of the case method in the academic experience and the wide choice of specializations through the Elective Track have enabled practical training based on real-world corporate problems and ambiguities, improving my interpersonal skills, and learning agility.





### **Humberto Alexandre Martins**

General Manager,  
Infosaúde/ANF

The Executive MB AESE was an enriching and transformative experience that marked a significant milestone in both my personal growth and professional development. During my two years at AESE, I was exposed to a dynamic and engaging learning environment that allowed me to explore deeper into the concepts of business and leadership beyond textbook knowledge. In today's fast-paced and complex world, critical thinking and comprehensive analysis are more important than ever. The interactive and collaborative approach at AESE, which involved active debates and collaboration with my peers, also helped me gain a nuanced understanding of the complexities of business decisions. Lastly, the MBA at AESE program emphasized the importance of humanistic values in the business world and taught me that adding value through ethical decisions is crucial for better businesses and better leaders.



### **Bruno Vilar**

Innovation Project Director  
Grupo Luis Simões

The decision of pursuing an Executive MBA includes a process of discernment and great personal commitment. The choice of an institution should exceed the analysis of the themes studied, the curriculum or investment and financial conditions. The choice of academy should also translate, and (I dare say) essentially, our identity, the congruence with our values and our way of being in the world, at a personal and organizational level. AESE's holistic and humanistic business management vision enables the development of leaders committed not only to stakeholders, but also to society. Leaders who follow the economic and social impact of contextual development, and who are both in sync and in an anachronistic way adjusted to the new evolutionary dynamics. The choice of AESE, for me, has never been in question! Contingencies and vicissitudes led me to delay this project, about 10 years; but the bilateral commitment I felt all the way through and today as alumni makes me feel that AESE was, and is, the best option for those who require exclusive education and a commitment to excellence!

At the AESE Executive MBA, you will develop the entrepreneurial mindset and skillset needed to excel in both start-up and enterprise environments. Those interested in launching new ventures will find an encouraging and supportive ecosystem to transform your ideas into businesses.

# PROMOTING ENTREPRENEURS

## **Entrepreneurial Initiative**

The entrepreneurial initiative module develops the knowledge and skills needed to create new businesses, using a multidisciplinary approach common to several areas of business.

This module includes the analysis of cases of companies based on individual initiatives, but also offers direct contact with successful entrepreneurs and other economic entities.

In the last three terms of the Programme, participants work in groups with the aim of exploring the complexities underlying the creation, planning and structuring of new projects, culminating with the launch and public presentation of their business initiatives to AESE Alumni, investors and venture capital companies.

## **Analysis of Business Problems**

During the first year of the AESE Executive MBA, participants are challenged to develop a research project focused on a current issue relating to business practice within a real organisation.

The choice of topic and company or organisation to be investigated is up to the participants.

Within ABP, participants will hold meetings with Management and Administration of the company in question, under the academic guidance of an AESE Professor.

# WOMEN MEAN BUSINESS

AESE is firmly committed to promoting female leadership and helping women accelerate their careers.

In today's business environment, organisations require a more diverse, gender-balanced workforce as a matter of survival, which is why more women are needed in the upper echelons of global management.

The AESE Executive MBA spearheads a range of actions to help women optimise their career trajectories, namely through grants (Women in Business and Babysitting), events, programmes, and AESE Women Leaders Forum.

## **Women Leaders Forum**

An exclusive network and debate forum that provides learning, networking and professional support opportunities for women in business.



# SUPPORT FROM YOUR ORGANISATION

How the Executive MBA AESE benefits your organisation?  
Having your organisation sponsor your Executive MBA is a major investment. That said, the skills, knowledge and insights you will gain during the Executive MBA will be hugely beneficial for them – and because you will be working – they will experience the impact of your education immediately. You will add value daily, as you gain fresh perspectives and a new understanding of the challenges facing your organisation or sector.

## Asking for support

Ensure that your business case clearly demonstrates how the rigorous and relevant content of the Executive MBA programme will enable you and your organisation to meet the key objectives and challenges facing your business.

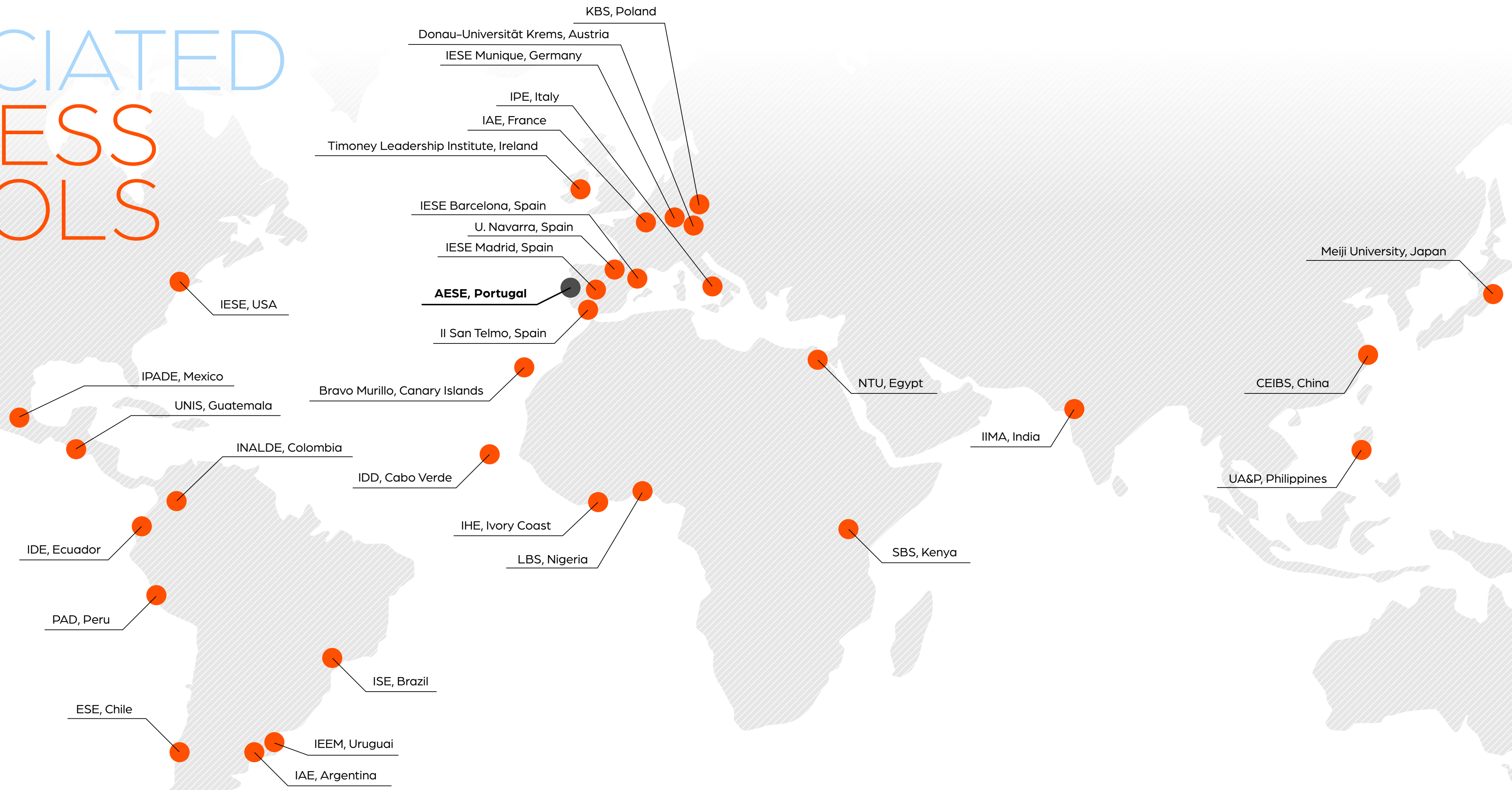
The Executive MBA AESE students gain new skills from the earliest stages of the programme, enabling them to bring new knowledge and perspectives to their existing role. Signal to your organisation that you are serious about your development and highlight how the programme's content, the academic and softer skills development and the structure will enable you to achieve this.

## Key benefits for employers

- > Leading management education brings powerful expertise and new thinking to your organisation.
- > Practical content brings immediate benefits as participants apply their learnings from week one.
- > Exposure to other industry players and their experiences provides insights on how to tackle challenges, enabling greater creativity and motivation.
- > Participants are better equipped to reach their full potential and drive your organisation forward.
- > Participants have the opportunity to conduct a focused analysis on a major challenge facing your organisation and make recommendations through the optional business project.
- > Participants build global business networks, and many of the School's events and conferences are open to guests from your organisation, alumni, corporate partners and faculty.

The school's global scope encompasses a network of global academic partnerships, with countless local contacts.

# ASSOCIATED BUSINESS SCHOOLS



# FACULTY AND GUEST SPEAKERS

List of professors and lecturers from the last three editions of the AESE Executive MBA.

—  
**ADRIÁN CALDART**  
PhD IESE, AESE, and IESE

—  
**AGOSTINHO ABRUNHOSA**  
PhD, Univ. Glasgow, MBA AESE

—  
**AGUSTIN AVILÉS**  
PhD Universidad Politécnica de Madrid, AESE

—  
**ALEXANDRE FONSECA**  
Co CEO Altice Group & Chairman Altice Portugal

—  
**ANA PAULA MOUTELA**  
PADE AESE, Former CEO Inditex Portugal

—  
**ANTÓNIO MANUEL VAZ**  
MBA AESE, CEO Sousacamp

—  
**ANTÓNIO GAMEIRO MARQUES**  
Commander General, Director-General National Security Office, PADE AESE

—  
**BEATRIZ MUÑOZ-SECA**  
PhD Universidad Navarra, IESE

—  
**BERNARDO PERLOIRO**  
Chief Operating Officer, UAE at Majid Al Futtaim

—  
**BRUNO PROENÇA**  
MBA AESE

—  
**BVR MOHAN REDDY**  
M.Sc. University of Michigan, founder & Chairman Cyient

—  
**CARLOS FOLLE**  
PhD IESE, IEEM

—  
**CARLOS RODRÍGUEZ-LLUESMA**  
PhD Stanford University, IESE

—  
**CÁTIA SÁ GUERREIRO**  
Msc Health (IHMT), PhD Health Policies, UNL

—  
**DAVID ROGERS**  
M.Sc. Columbia University, Founder BRITE Conference, Columbia Business School

—  
**DIOGO RIBEIRO SANTOS**  
MBA AESE

—  
**EDUARDA LUNA PAIS**  
Founder & Partner ELPing Organizational Fitness, Ex-Partner Egon Zehnder International, PADE AESE

—  
**EDUARDO PEREIRA**  
PhD, Univ. Glasgow, GMP AESE

—  
**EDUARDO SETTE CAMARA**  
Managing Partner Trigg Ventures

—  
**ELVIRA FORTUNATO**  
Minister of Science, Technology and Higher Education

—  
**EURICO NOBRE**  
CSO GLD Holding Company & Partner Smith+Co, MBA AESE

—  
**FILIPA FIXE SANTOS**  
HealthCare Director Glintt

—  
**FILIPE JANELA**  
Business Director Roche, MBA AESE

—  
**FLORBELA BORGES**  
Partner & Managing Director at multidados.com

—  
**FRANCESCO COSTIGLIOLA**  
Chief Analytics Officer CGD, PhD, PDE AESE

—  
**FRANCISCO CARVALHO**  
CEO BoConsulting, MBA AESE

—  
**FRANCISCO FONSECA**  
VP National Cybersecurity BitSight

—  
**FRANCISCO VIEIRA**  
Ex-President of BP Portugal, PADE AESE

—  
**FRANCISCO VILAÇA**  
General Manager Uber Portugal

—  
**GONÇALO CASEIRO**  
Former Presidente INCM

—  
**HENRIQUE GOUVEIA E MELO**  
Chief of Staff of the Navy and National Maritime Authority

—  
**HUGO MACEDO**  
Senior Director of Product Marketing PandaDoc

—  
**IGNASI MARTI LANUSA**  
PhD IESE, ESADE

—  
**ISABEL VAZ**  
CEO Luz Saúde

—  
**JACINTO DIAS PEREIRA**  
President of Baía do Tejo

—  
**JAVIER ZAMORA**  
PhD Columbia University, IESE

—  
**JOAN FONTRODONA**  
Prof. IESE Business School

—  
**JOANA OGANDO**  
MBA AESE

—  
**JOÃO BENTO**  
CEO CTT

—  
**JOÃO CASTELLO BRANCO**  
CEO SEMAPA Group

—  
**JOÃO MARTINS DA CUNHA**  
PhD Universidad Navarra, AESE

—  
**JOAQUIM VILÀ**  
PhD University of Pennsylvania, IESE

—  
**JOHN ALMANDOZ**  
PhD Harvard University, IESE

—  
**JORGE RIBEIRINHO MACHADO**  
PhD Universidad Navarra, AESE

—  
**JOSÉ ANTÓNIO FONSECA PIRES**  
PhD Universitat Internacional de Catalunya, MBA AESE

—  
**JUAN JOSÉ TORÍBIO**  
PhD University of Chicago, IESE

—  
**LUÍS CABRAL**  
PhD Stanford University, New York University

—  
**LUÍS ROSADO**  
Partner E&Y

—  
**MANUELA SILVA**  
Ombudswoman Ethics Group EDP, PADE AESE

—  
**MANUEL RODRIGUES**  
PhD University of Cranfield, AESE

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**MARIA DE FÁTIMA CARIOCA**  
DBA University of Manchester, PDE AESE

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**MARIANA RIBEIRO FERREIRA**  
Social Responsibility Director CUF

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**MÁRIO PORFÍRIO**  
Managing Partner Inédito Agency, MBA AESE

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**MARTA LYNCE DE FARIA**  
PhD, PDE AESE

—  
**MICHELLE GREENWALD**  
CEO Inventours, New York University

—  
**MIGUEL GUERREIRO**  
MBA AESE

—  
**MIGUEL MAYA**  
CEO Millennium bcp, PADE AESE

—  
**MIGUEL MOTA FREITAS**  
CEO Worten & ISRG

—  
**MIKE ROSENBERG**  
PhD Cranfield School of Management, IESE

—  
**MIQUEL LLADÓ**  
Univ. Barcelona, Ex-CEO Bakery Europe, IESE

—  
**PAULA GUEDES**  
Career Coach, Senior HR Consultant

—  
**PAULO MACEDO**  
President CGD, PADE AESE

—  
**PAUL SYMINGTON**  
CEO Symington

—  
**PAULO MIGUEL MARTINS**  
PhD ISCTE, AESE

—  
**PEDRO AFONSO**  
CEO VINCI Energies Portugal

—  
**PEDRO AFONSO**  
PhD Universidade de Lisboa, FMUL

—  
**PEDRO ÁGUA**  
PhD, MBA AESE, Professor de Gestão na Escola Naval

—  
**PEDRO FERREIRA**  
Co-Founder Hope Care, Head AFS BNP Paribas, MBA AESE

—  
**PEDRO FERRO**  
PhD Univ. Católica, PADE AESE

—  
**PEDRO JANELA**  
CEO WYgroup

—  
**PEDRO LEÃO**  
General Manager of Plenitude International Business Energy, MBA AESE

—  
**PEDRO MORAIS LEITÃO**  
CEO Media Capital

—  
**PEDRO PIMENTEL**  
PhD Univ. Nova, PADE AESE

—  
**PEDRO PIRES DE MIRANDA**  
CEO Siemens Portugal

—  
**PEDRO VIDELA**  
PhD University of Chicago, IESE

—  
**RAFAEL DE LECEA**  
MBA IESE, CEO Abiloba International Office, AESE

—  
**RAFAEL FRANCO**  
DBA Manchester University, MBA AESE

—  
**RAMIRO MARTINS**  
M.Sc. University of Reading, PADE AESE

—  
**ROGÉRIO CAMPOS HENRIQUES**  
CEO Fidelidade

—  
**SOFIA TENREIRO**  
Partner Deloitte

—  
**SEBASTIAN REICHE**  
PhD Melbourne, IESE

—  
**SREE SREENIVASAN**  
Co-Founder Digimentors Group, Ex-CDO NYC. Gov

—  
**STEVEN BRAEKEVELDT**  
CEO AGEAS

—  
**THOMAS WEDELL WEDELLSBORG**  
Partner Innovation Architects, MBA IESE

—  
**TOMÁS BENTO**  
Head of People Karma Network

—  
**VASCO FALCÃO**  
CEO Konica Minolta Portugal & Spain, MBA AESE

—  
**VICTOR GOMES DA SILVA**  
Former government member

—  
**VITOR SOBRAL**  
COO & Executive Board Member, Parras Wines

You aim high. You aspire to lead. You want to make a difference. You believe in leadership based on professional excellence, integrity and spirit of service. Welcome to AESE Business School.

# WHY AESE BUSINESS SCHOOL IS YOUR RIGHT CHOICE

## **AESE Business School**

Founded in 1980, AESE was the first School of Business and Management in Portugal. We have been dedicated to the training and improvement of business leaders, with a Humanistic perspective of Mankind and Society, for over four decades. The transformative impact on our Alumni, spread across 5 continents, makes AESE a unique business school: a school for Leaders who want to reach higher learning, leaving their mark and transforming the world. The recognition our school enjoys within the business world is the result of the four essential principles that guide all of AESE's activities:

- > A culture of Higher Learning;
- > Solid knowledge that is deeply rooted in business reality;
- > A far-reaching presence in the world;
- > Strong, ethical and humanistic values, coupled with a persistent effort to practice and share them.

## **IESE Business School**

IESE is the graduate business school of the University of Navarra. Founded in 1958, the school is one of the world's most international business schools, with campuses in Barcelona, Madrid, Munich, New York and São Paulo. Consistently ranked within the top ten worldwide, IESE Business School has pioneered business education in Europe since its founding. For sixty years, IESE has sought to develop business leaders with solid business skills, a global mind-set and a desire to make a positive impact on people and society. The school distinguishes itself in its general-management approach, extensive use of the case method, international outreach, and emphasis on placing people at the heart of managerial decision-making. In the last years, IESE has positioned itself as number 1 in the world in Executive Education programs, according to the Financial Times ranking. The school activity is structured around three pillars of leadership development: a general management perspective, a global scope and human and ethical values.

# AESE ALUMNI ASSOCIATION

AESE's Alumni Association promotes activities that establish a platform for continuous learning and permanent transformation.

Highlights include the unique Alumni Learning Program, in which recognised academic and professional figures speak about relevant topics in management, serving and facilitating learning in each of the functional areas of the company or in the company as a whole within society.

Participants in long-duration programmes form part of the AESE Alumni Association. The School's relationship with its more than 8500 Alumni and the relationships between them generate an inexhaustible source of knowledge, experience and contacts for the professional and personal improvement of all.



# THIS IS YOUR MOMENT NEXT STEPS

The EMBA Admissions Team offers you several channels to learn more about the programme and how it can redefine your future. Take the first step towards a new professional future and get in touch with our team today.

## **AESE EMBAssadors**

EMBA graduates – also known as “EMBAssadors” – are undoubtedly our best ambassadors. They will share their insights about the programme and their experiences at AESE.

## **Business in Action**

Leadership is a recurrent theme throughout the entire programme. In addition to the formal lectures included in the curricula, the theme is also explored with selected alumni who are invited to share their stories, personal or business achievements, together with successes and failures. These sessions are fruitful opportunities to gather alumni arriving from different programme editions in a friendly and exciting social environment, allowing for the sharing of professional experiences and the building of solid business relationships.

## **Open House**

Take part in an Open House for an up-close view of the programme. You will get a taste of the AESE experience, gain first-hand insights from EMBA alumni and learn how the programme can catalyse your professional growth.

## **Information Sessions**

The Admissions Team offers one-to-one meetings to answer all your questions.

# ENROLLMENT REQUIREMENTS

1

2

3

## Requirements

- > University degree
- > At least 5 years' professional experience
- > Portuguese proficiency, good skills in English and Spanish
- > Analytical skills
- > Availability to engage in a rigorous academic programme

## Application process

- > Application form: <https://mba.aese.com.pt/>
- > Admission test OR Test Waiver form (<https://form.aese.com.pt/index.php/dispensa-admissao>)
- > Registration fee (€ 70)
- > Admission Interview
- > Committee application analysis
- > Confirmation fee (€ 1,680)

## Documentation checklist

- > CV
- > Degree Certificate
- > GMAT, GRE or AESE Admissions Test (if needed)
- > Photo
- > 2 recommendation letters

## Application Deadlines

- > **Round 1** (Early bird) May 20, 2023
- > **Round 2** July 31, 2023
- > **Round 3** September 15, 2023

When all the mentioned elements have been submitted to the Admissions Department, the Executive MBA AESE Committee will assess the application and decide on the admissibility of the applicant.

# FINANCING AND GRANTS

At AESE, we believe your full leadership potential should not remain untapped by mere financial challenges. Better societies require outstanding leadership from all walks of life. That is why we have so many available routes for you to be able to join us on this journey.

## **AESE Alumni discount**

PDE, PGL and DEEP Alumni are awarded a 10% discount on the AESE Executive MBA base price.

## **AESE Executive MBA Scholarship\***

This scholarship allows approved candidates with proven professional and academic merit and with financial need to attend the AESE Executive MBA. The selection process includes an interview with a member of the MBA Committee. The scholarship can be worth up to 40% of the base price.

## **Babysitting Grant**

The Babysitting Grant is aimed at mothers participating in the AESE Executive MBA with at least one child of a maximum age of 10 years. The value of the Babysitting Grant is € 1,250.

## **The Carlos Parreira Teacher Scholarship\***

This scholarship, created in memory of the first Director of the Executive MBA, facilitates the access of staff from NGOs and social organisations to the AESE Executive MBA. Carlos Parreira Teacher Scholarship co-funds up to 70% of the AESE Executive MBA base price.

## **Career Excellence Scholarship\***

This scholarship is funded through sponsorships raised by the AESE Alumni Group and is awarded on a non-refundable basis. The beneficiary is competitively chosen by a jury that analyses the candidates' business projects and their personal characteristics.

The Career Excellence Scholarship covers up to 70% of the AESE Executive MBA base price.

## **INCM Cultural Scholarship\***

This scholarship is open to approved candidates with proven professional, academic and personal merit in the area of culture, music, theatre or the fine arts and in financial need in order to attend an executive training programme at AESE Business School. The selection process includes an interview with a member of the Bolsa Cultural Management Committee comprised of a member of AESE's Board and of INCM - Imprensa Nacional Casa da Moeda. The Cultural Scholarship INCM covers up to 100% of the AESE Executive MBA base price.

### **Financial Loans**

AESE has negotiated a memorandum of understanding with several financial institutions to facilitate expeditious access to academic loans.

### **Fomento Colleges Alumni\***

Members of the Alumni Associations of the Fomento Colleges and employees of the colleges receive 20% discount on the AESE Executive MBA base price. Former students and parents of current students at Fomento College receive a 10% discount on the AESE Executive MBA base price.

### **Fundação José Neves**

#### **– Income Share Agreement (ISA)**

Fundação José Neves (FJN) will make the Executive MBA AESE's tuition fee full payment directly to AESE. You will only reimburse the payment after the end of the programme, through a small percentage of your income and if you are making above the minimum threshold defined with FJN at the time of the ISA subscription.

### **Ordem dos Engenheiros\***

As per the protocol signed between AESE Business School and the Ordem dos Engenheiros, active Members of the Ordem dos Engenheiros have access to preferential conditions with a 15% of the AESE Executive MBA base price.

### **Public Sector Grant\***

The Public Sector Grant is awarded to candidates to the AESE Executive MBA to encourage the participation of managers and other senior officials from the Public Sector. This scholarship covers up to 50% of the AESE Executive MBA base price.

### **Women in Management**

AESE offers scholarships to high-potential executives who are committed to having a positive impact on people, companies and society. Candidates must be proven leaders with a solid academic background, entrepreneurial initiative and ability to innovate. The scholarship can be worth up to 40% of AESE Executive MBA base price.

To learn more: <https://www.aese.pt/bolsas-e-financiamento/>

\* Does not include the international weeks abroad.

# EMBARK ON A NEW FUTURE TODAY

## **TIMETABLE**

**Fridays, 2pm » 7pm**

**Saturdays, 8.30am » 1pm**

Once a month, one Friday is a full day and one Saturday is free of classes.

Participants should anticipate 10 to 15 hours of individual study per week.

The programme includes a mandatory international week and two optional international weeks.

## **PROGRAMME LANGUAGES**

The language of the programme is Portuguese. The International weeks, and some of the international classes are taught in English or Spanish.

## **STUDY HOURS**

660 hours of interactive learning.

## **DURATION**

From the 29th of September 2023 until July 2025.

## **LOCATIONS**

- > AESE Campus, Lisbon
- > IESE New York, USA
- > Meiji University, Tokyo

## **TUITION FEE**

**Base price: € 28,750 (VAT included)**

Base price includes documentation, support material, catering, parking in at AESE Campus, International Week in Lisbon.

## **International weeks (optional):**

**€ 1,900 (+ VAT) each**

The international weeks abroad are optional and scheduled for MBS Tokyo and IESE NY.

Airline tickets, accommodation and meals outside the academic timetable are not included in tuition fees.

Minimum number of participants for the international weeks: 30.

## **EARLY BIRD**

**€ 25,800 (VAT included)**

for completed admissions processes and deposit paid by May 31st.

## **OTHER BENEFITS**

Scholarships of up to 100% of the base price of the AESE Executive MBA are available.

Two registrations from the same business group or two registrations from direct family members receive a 10% bonus on the AESE Executive MBA base price.

AESE Alumni discount

PDE, PGL and DEEP Alumni are awarded a 10% discount on the AESE Executive MBA base price.

Discounts, bonuses and benefits cannot be accumulated.

Please contact [Júlia Côte-Real](#) to schedule your visit to AESE. In addition to getting to know the facilities, you will be able to exchange views with current students, teachers and the director of the Executive MBA.

Phone: (+351) 939 871 256

Email: [j.cortereal@aese.pt](mailto:j.cortereal@aese.pt)

# AESE BUSINESS SCHOOL EMPOWERING LEADERS

[www.aese.pt/executive\\_mba](http://www.aese.pt/executive_mba)

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