

EXECUTIVE  
**MBA**



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

Partner:



# A HIGHER, MORE PURPOSEFUL GOAL

"Over the last 21 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**  
Academic Director,  
AESE Executive MBA



**Rafael Franco**  
Executive Director,  
AESE Executive MBA

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

You constantly challenge yourself to become a better version of you, and to make this world a better place. You know there are no shortcuts as far as personal growth goes. Yours is a journey that requires commitment, and yet you're certain that it will lead to a wider world of opportunities.

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.

# BEING GREAT ACROSS THE BOARD

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.

## The Six Dimensions of the AESE Executive MBA

The AESE Executive MBA is an intense journey of personal and professional transformation that prepares you to face challenges in any business scenario.

1

### General management perspective

You will gain profound comprehensive insight into the company from a general management perspective, which will allow you to understand the uniqueness of each operational area, the interdependence between them and how they are affected by your decisions.

2

### Strategic decision making

Analyse complex problems, test different approaches and evaluate results. By examining more than 250 business cases, you will hone your ability to analyse challenging situations, justify your strategy and decide on the best course of action.

3

### Entrepreneurial spirit

You will discover your inner entrepreneur. The AESE Executive MBA will help you detect new opportunities and acquire the knowledge and tools to make the most of them, both inside and outside your organisation.

4

### Effective leadership

Build and align effective teams around a shared vision and a common purpose. Deepen your ethical and humanistic vision of leadership and learn to take an active role in the community.

5

### 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.

6

### Self-knowledge

Develop greater empathy, self-awareness, emotional intelligence and tools to communicate with confidence in any professional environment. Consolidate skills to manage crises, stress and challenges.

# ARE YOU READY **TO BE BETTER?**

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



## **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 41-year history, a journey which has centred on four elements: transformation, reputation, excellence and knowledge. As the first School of Business and Management in Portugal, since 1980 AESE Business School has been dedicated to the training and improvement of business leaders, with a Christian perspective of the human being and society. Its transformative impact on more than 7800 Alumni spread across 5 continents makes AESE a unique business school: a school for Leaders who want to learn, leave their mark and transform the world.



## **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. As a graduate of the AESE you can take advantage of our highly valuable Alumni Learning Programme, as well as personal coaching and professional resources throughout your career.



## 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.

## 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.



## 2. INTERNATIONAL WEEKS

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.

### **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.



# CHALLENGE **YOURSELF**

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?

1

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

2

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

3

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.

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

# 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.



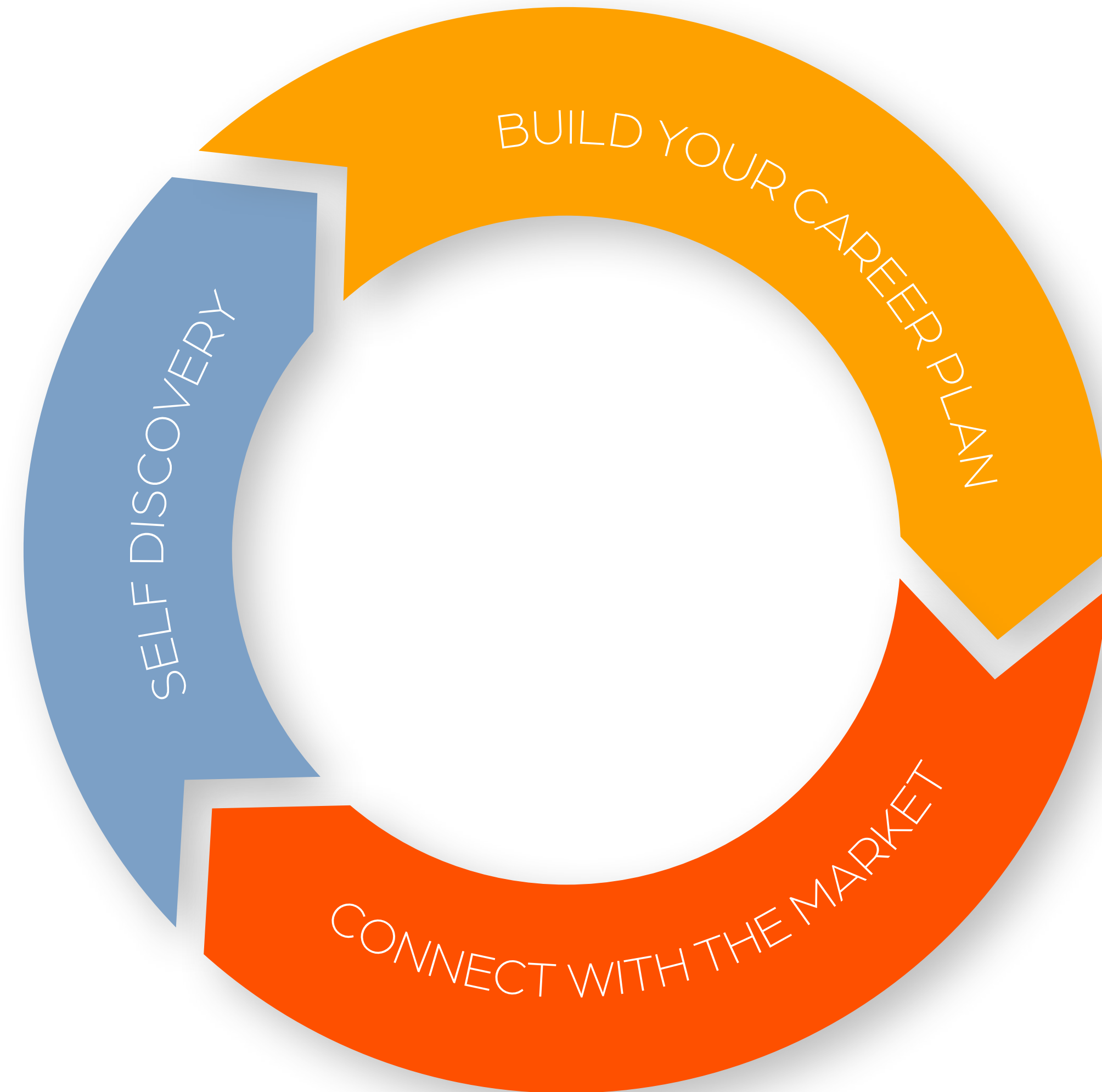
## **Professional and personal development**

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.

# CAREER MANAGEMENT CENTRE

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 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.





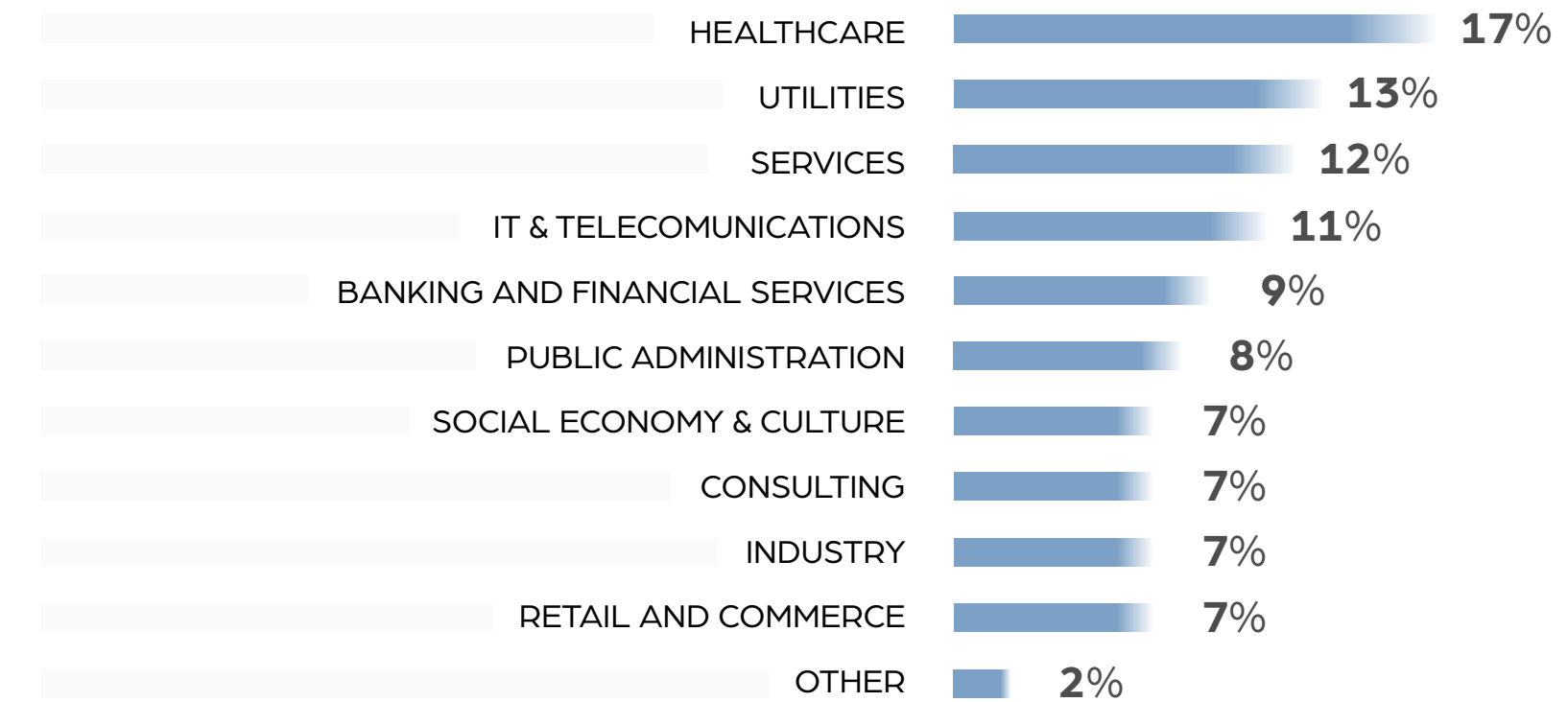
JARDIM  
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# CLASS PROFILE

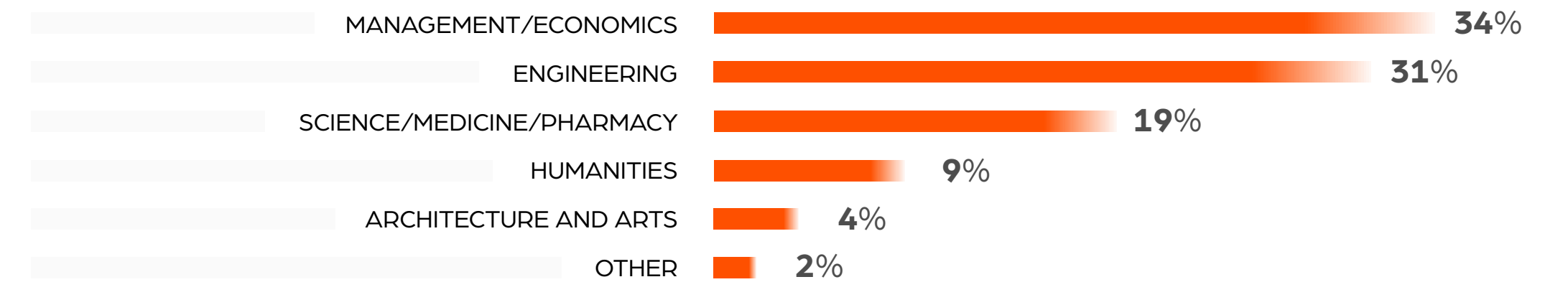
Designed for high-potential managers, executives and entrepreneurs who want to boost their careers, the AESE Executive MBA delivers a highly intense and personally transformative experience that maximises student's leadership, decision-making and entrepreneurial capabilities to enhance their personal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



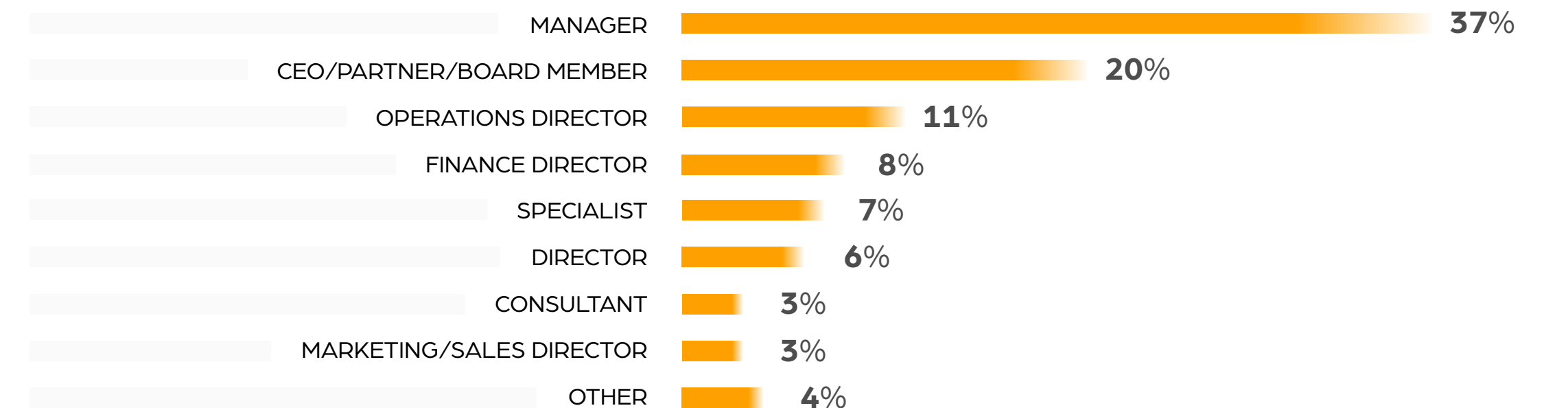
## Business sectors represented



## Academic background



## Functional areas





Class of 2021  
**Diogo Almeida**  
Franchise Lead,  
Merck Sharp & Dome, Portugal

AESE Executive MBA is a once in a lifetime experience, one that has strengthened my business and management skills while also developing my critical thinking and helped me be a better and more complete leader.



Class of 2020  
**Gonçalo Ventura**  
General Counsel and Ethics and  
Compliance, Capgemini Portugal

At AESE, the case study method allows us to (re)test our knowledge and capacities while gathering different solutions and approaches from colleagues with different backgrounds towards the resolution of problems and challenges faced by our organizations. The AESE Executive MBA contributed to shape myself as a better leader and as a better person.



Class of 2020  
**Joana Moura**  
Marketing Manager, Clients and  
Business Development, BPI Asset  
Management

The transformation along this journey goes beyond academic knowledge, which undoubtedly has been important for my personal development, but even more so while complemented with the knowledge and experiences of all.



Class of 2021  
**Edward Ayres de Abreu**  
President of the Board,  
MPMP

From the most diverse management tools to the ethical dimension of the institutions, an indispensable knowledge for the top management of any organizational structure. An enticing program, focused on paradigmatic cases of success (or failure) that broaden our horizons and prepare us for the uncertain future.



Class of 2021  
**Tiago Catarino**  
Coordinator of Process Reengineering & Industry 4.0, Imprensa Nacional Casa da Moeda

Enrolling in the AESE Executive MBA was probably one of the best decisions I've made in my career – a time to accelerate professional and personal growth. The learning and experiences offered using the case method and the collaboration between colleagues were key to my process of creation of knowledge creation, allowing me to complement my engineering background.



Class of 2021  
**Mariana Mira Delgado**  
Financial Director,  
MDV – Movimento Defesa da Vida

The exceptional teachers of the AESE Executive MBA encouraged me and gave me the tools and knowledge to develop my skills in management, leadership well as time management. The AESE Executive MBA is made up of amazing professionals from different backgrounds gathered to achieve the common of being better and more complete leaders.





Class of 2021  
**Saleta Marquéz**

Head of Operational Intelligence,  
Cofidis Portugal

The AESE Executive MBA has undoubtedly been a unique experience, in a very challenging context for all of us. Participation in this program, and more specifically the case method, was an excellent help for the development of my professional skills with a focus on decision making, critical thinking and leadership.



Class of 2018  
**Jordi Martínez-Ballestín**

Engineering Manager,  
Vodafone Group

The AESE Executive MBA was a remarkable and memorable experience. During the two-year course and with the very different experiences of colleagues and professors, I gained knowledge in several fields which enabled tremendous growth for me at both the professional and personal level. I highly recommend AESE Executive MBA as it forces attendees to go the extra mile and improve their capabilities.



Class of 2020  
**Hugo Ramos**

Marketing and Sales Executive  
Director, Alliance Healthcare

AESE Executive MBA gave me the framework and mindset to approach problems, the ability to make better decisions and to identify and explore new business opportunities.



Class of 2016

**Victor Gomes da Silva**

Business Development Manager,  
WiZink Bank Portugal

The AESE Executive MBA was one of the best decisions I have ever made. The two-year program, while challenging at times, is designed to allow candidates to find a good balance in their "Student & Professional & Personal Life", meaning that the program is fully compatible with a demanding professional life and family activities.



Class of 2018

**João Cardoso**

KAM for Portugal,  
UCC Coffee Spain

AESE Executive MBA is a unique experience, a programme focused on people in an extremely collaborative environment. I would like to highlight the programme's focus on decision making and the strategic aspect of leadership. As a comprehensive academic programme, the AESE Executive MBA enables each participant to build their foundations for the challenges of managing Change, Communication and Innovation, pillars of leadership in today's times and certainly for years to come.



Class of 2019

**Cláudia Rodrigues**

Manager of International  
Programs, SIC

During the 2 years of the program we built strong relationships strengthened by the values of the school. This is just the beginning.

# PROMOTING **ENTREPRENEURS**

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.

Several projects developed in the various editions of the AESE Executive MBA have been financially supported by venture capital companies and investors, supporting the creation of companies in areas such as energy, health, sports and services. The following projects were also awarded international prizes: AgriMarketPlace, Inocrowd and Hopecare.

## **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.

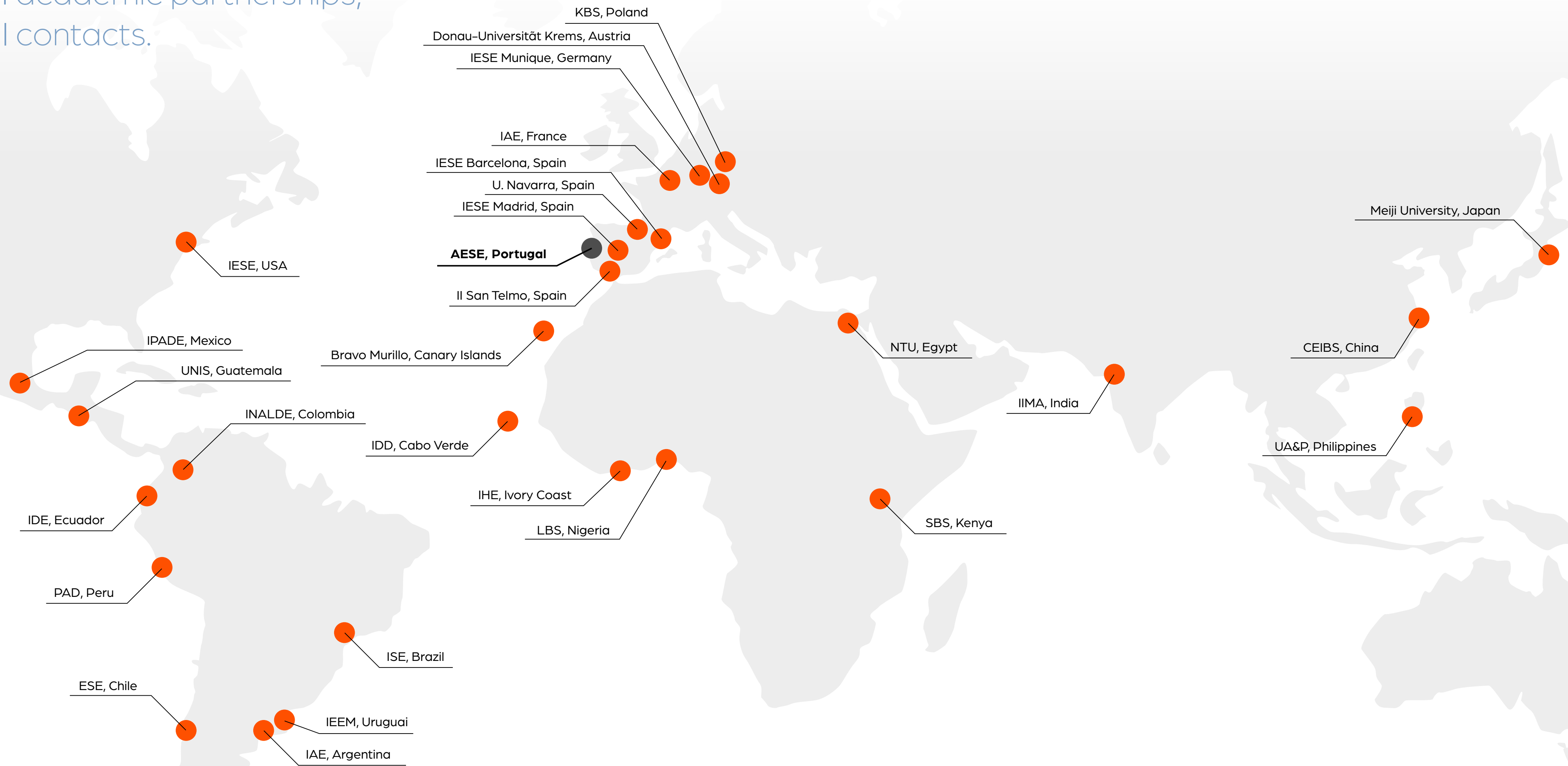
## **Women Leaders' Forum**

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



# ASSOCIATED BUSINESS SCHOOLS

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



# FACULTY AND GUEST SPEAKERS

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

—  
**ADRIÁN CALDART**  
Ph.D. IESE, AESE, and IESE

—  
**AGOSTINHO ABRUNHOSA**  
MBA AESE, AESE

—  
**AGUSTIN AVILÉS**  
Ph.D. Universidad Politécnica de Madrid, AESE

—  
**ALEXANDRA REIS**  
MBA AESE, Executive Board Member TAP

—  
**ALEXANDRE DIANINE-HAVARD**  
Founder of Virtuous Leadership Institute, Law URD Paris

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

—  
**ANTONINO VACCARO**  
Ph.D. Universidade de Lisboa, AESE and IESE

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

—  
**ANTÓNIO VASCONCELOS**  
Former Chairman EVERIS

—  
**B H JAJOO**  
Ph.D. IIT-Kanpur, IIM-Ahmedabad

—  
**BEATRIZ MUÑOZ-SECA**  
Ph.D. Universidad Navarra, IESE

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

—  
**BRUNO PROENÇA**  
MBA AESE, AESE

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

—  
**CARLOS FOLLE**  
Ph.D. IESE, IEEM

—  
**CARLOS LACERDA**  
PADE AESE, Regional Vice President, Head of RISE with SAP and S/4 HANA Cloud

—  
**CARLOS RODRÍGUEZ-LLUESMA**  
Ph.D. Stanford University, IESE

—  
**CÁTIA SÁ GUERREIRO**  
Msc Health (IHMT), Ph.D. Health Policies, UNL

—  
**DANIEL POROT**  
Founder of Porot.com - Manage Your Career, AESE

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

—  
**DIOGO RIBEIRO SANTOS**  
MBA AESE

—  
**DIPTESH GHOSH**  
B.Tech, IIT Kharagpur, India, IIM-Ahmedabad

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

—  
**EDUARDO PEREIRA**  
GMP AESE

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

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

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

—  
**FRANCISCO FONSECA**  
VP National Cybersecurity at BitSight

—  
**GONÇALO CASEIRO**  
Former Presidente INCM

—  
**HUGO MACEDO**  
Unbabel

—  
**IGNASI MARTI LANUSA**  
Ph.D. IESE, ESADE

—  
**ISABEL VAZ**  
CEO Luz Saúde

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

—  
**JAVIER ZAMORA**  
Ph.D. Columbia University, IESE

—  
**JOANA OGANDO**  
MBA AESE

—  
**JOÃO CASTELLO BRANCO**  
CEO SEMAPA Group

—  
**JOÃO MARTINS DA CUNHA**  
Ph.D. Universidad Navarra, AESE

—  
**JOAQUIM VILÀ**  
Ph.D. University of Pennsylvania, IESE

—  
**JOHN ALMANDOZ**  
Ph.D. Harvard University, IESE

—  
**JORGE RIBEIRINHO MACHADO**  
Ph.D. Universidad Navarra, AESE

—  
**JOSÉ ANTÓNIO BURON**  
Vice-President EMEA Medical Affairs of Janssen

—  
**JOSÉ ANTÓNIO FONSECA PIRES**  
Ph.D. Universitat Internacional de Catalunya, AESE

—  
**JOSÉ MIGUEL PINTO DOS SANTOS**  
Ph.D. University of Hiroshima, AESE

—  
**JOSÉ RAMALHO FONTES**  
co-founder of AESE

—  
**JOSEP VALOR**  
Ph.D. MIT, IESE

—  
**JUAN JOSÉ TORÍBIO**  
Ph.D. University of Chicago, IESE

—  
**LUÍS CABRAL**  
Ph.D. Stanford University, New York University

—  
**LUÍS LYNCE DE FARIA**  
M.Sc. University of San Diego, AESE

—  
**LUÍS ROSADO**  
Partner da E&Y

—  
**MANUELA SILVA**  
Ethics Chair, EDP

—  
**MANUEL RODRIGUES**  
Ph.D. University of Cranfield, AESE

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

—  
**MARIANA RIBEIRO FERREIRA**  
Social Responsibility Director, CUF

—  
**MEENAKSHI SHARMA**  
Ph.D., University of Queensland, IIM-Ahmedabad

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

—  
**MIGUEL GUERREIRO**  
MBA AESE

—  
**MIGUEL MAYA**  
CEO Millennium bcp

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

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

—  
**NUNO BIGA**  
Msc & Ph.D. Civil Engineering, FCTUC

—  
**PAUL SYMINGTON**  
CEO Symington

—  
**PAULO MIGUEL MARTINS**  
Ph.D. ISCTE, AESE

—  
**PEDRO AFONSO**  
CEO VINCI Energies Portugal

—  
**PEDRO AFONSO**  
Ph.D. Universidade de Lisboa, FMUL

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

—  
**PEDRO FERRO**  
Ph.D. Universidade Católica, AESE

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

—  
**PEDRO MORAIS LEITÃO**  
CEO Prio Energy

—  
**PEDRO PIMENTEL**  
Ph.D. Universidade Nova, AESE

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

—  
**PEDRO VIDELA**  
Ph.D. University of Chicago, IESE

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

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

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

—  
**SOFIA TENREIRO**  
Investor and Consultant

—  
**SAMIR BARUA**  
Fellow, M.Tech Kanpur, IIM-Ahmedabad

—  
**SEBASTIAN REICHE**  
Ph.D. Melbourne, IESE

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

—  
**SUNIL HANDA**  
MBA IIMD Amedabad, Founder of Eklavya Education Foundation, Laboratory in Entrepreneurial Motivation

—  
**SUNIL PAREKH**  
C. Corporate Affairs (CC A) Zydos Group-Pharmac. Company

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

—  
**TOMÁS BENTO**  
Beta-i

—  
**VASCO BORDADO**  
PADE AESE, AESE

—  
**VASCO FALCÃO**  
MBA AESE, CEO Konica MinoltaPortugal & Spain

—  
**VERA PINTO PEREIRA**  
Board Member EDP

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

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

# WHY AESE BUSINESS SCHOOL IS YOUR RIGHT CHOICE

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.

## **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, involving the Alumni community, participants, teachers, employees, companies, schools and institutions the School is in constant contact with;
- > Solid knowledge that is deeply rooted in business reality, along with a Management and Leadership perspective that is laced with a critical, rigorous and holistic approach to the current issues and challenges in business and society;
- > A far-reaching presence in the world, enhanced by the diversity of the School's community, the rich content of its activities and a close proximity to international institutions such as the IESE Business School;
- > 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 five 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 7800 Alumni and the relationships between them generate an inexhaustible source of knowledge, experience and contacts for the professional and personal improvement of all.

# EMBARK ON A **NEW TOMORROW, TODAY**

The EMBA Admissions Team offers you numerous 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.

## **Information Sessions**

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

## **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 firsthand insights from EMBA alumni and learn how the programme can catalyse your professional growth.

## **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.

## **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.



# ENROLLMENT REQUIREMENTS

1

## Requirements

- > A minimum of five years' professional experience;
- > A bachelor's degree – 1st Bologna cycle;
- > Proficiency in spoken and written Portuguese and English;
- > Analytical skills; and
- > Availability to engage in a rigorous academic programme.

2

## Application check list

- > Completion of the application form provided by the Admissions Department and submission of Bachelor's degree and cv;
- > Admissions Interview and payment of the registration fee (€ 70);
- > Two Recommendation Letters;
- > Test Waiver Application – Exemption from the Admission Test is valid for all candidates throughout the pandemic.

3

## Admission

- > Admission to the Programme takes place after approval of the application by the AESE Executive MBA committee and payment of the respective deposit € 1,680 (VAT included).

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.

## 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.

## 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 Entrepreneur Scholarship covers up to 70% 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.

## 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 Executive MBA AESE's base price.

\* Does not include the international weeks abroad.

### **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.

### **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.

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

Members of the Alumni Associations of the Fomento College 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.

### **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% discount on the tuition fee.

### **Financial Loans**

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

\* Does not include the international weeks abroad.

**For more information please contact**

Júlia Côte-Real  
Phone: (+351) 939 871 256  
Email: [j.cortereal@aese.pt](mailto:j.cortereal@aese.pt)

# THIS IS YOUR MOMENT

## NEXT STEPS

### 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.

### STUDY HOURS

660 hours of interactive learning.

### WORKING LANGUAGES

Portuguese, English and Spanish.

### DURATION

From the 7th of October 2022 until July 2024.

### LOCATIONS

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

### TUITION FEE

**Base price: € 27,750 (VAT included)**

The base price includes: documentation, support material, International Week in Lisbon as well as catering and parking in at AESE Campus, in Lisbon.

**International weeks (optional):**

**€ 3,075 each (VAT included)**

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

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

Minimum number of participants for the international weeks: 30.

### EARLY BIRD

**€ 24,300 (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.

Discounts, bonuses and benefits cannot be accumulated.

### MORE INFORMATION AND APPLICATIONS

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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