

PROGRAMME SPECIFICATIONS

1. KEY FACTS

Programme name	European MSc in Management
Award	MSc
School	City, University of London
Department or equivalent	Masters
Programme code	N/A
Type of study	Full time
Total UK credits	240 UK credits for the master's course
Total ECTS	120 ECTS for the master's course
Partner (partnership programmes only)	ESCP
Type of partnership	Validation

2. PROGRAMME SUMMARY

Programme: European MSc in Management

Date of new validation period: September 2020

Overview

The standard duration of the programme is two years, covering four semesters of studies.

Students may join the programme via a pre-master's year one-year prior, having validated only two years of higher education. During this pre-master's year, core management courses at FHEQ

equivalent levels 4-6 are covered with the recognition that many of these students will not have a management background.

City University examines only the master's course, which has been designed in accordance with the level 7 FHEQ descriptor, Master's degree as below:

'Master's degrees are awarded to students who have demonstrated:

- a systematic understanding of knowledge, and a critical awareness of current problems and/or new insights, much of which is at, or informed by, the forefront of their academic discipline, field of study or area of professional practice
- a comprehensive understanding of techniques applicable to their own research or advanced scholarship
- originality in the application of knowledge, together with a practical understanding of how established techniques of research and enquiry are used to create and interpret knowledge in the discipline
- conceptual understanding that enables the student:
 - to evaluate critically current research and advanced scholarship in the discipline
 - to evaluate methodologies and develop critiques of them and, where appropriate, to propose new hypotheses.'

The master's course curriculum includes:

- Core courses on the fundamental concepts, main disciplines and tools needed to understand the business environment.
- Elective courses and specialisations for students to choose subjects of particular interest to them and thus build their career plans.
- Seminars
- Languages
- In-company work placements

Aims

The programme aims to:

- Provide students with solid expertise in management, reinforced by strong academic knowledge and methodology. Therefore, the programme provides students with critical knowledge and an understanding of management concepts and their application both within and outside of academia.

- Develop students' knowledge of the business world and enable them to build and test their career plans through specialized courses and work experience.
- Prepare students to work in different organizational and cultural contexts. The multicultural dimension of the education we propose and the vast range of academic backgrounds of the students (such as business management, economics, engineering and social sciences) is a key to reaching this goal. Special focus is put on the European specificities of this multicultural stance, thus aiming to provide students with a strong understanding of the European cultural contingencies when working for a European organization.
- Develop students' leadership skills to carry out projects and enable them to lead change.
- Produce graduates who are able to take on major responsibilities in tomorrow's economic environment by developing a personal and informed vision of the globalised economy.
- Enable students to introduce humanistic values into business approaches, relating to European culture and identity.

3. LEARNING GOALS

On successful completion of this European MSc in Management, students will be expected to be able to:

Knowledge and understanding:

- A1. Demonstrate a broad knowledge and understanding of organisations, the external context in which they operate and how they are managed.
- A2. Apply knowledge of business and management to complex issues and situations, both systematically and creatively, to take relevant decisions.
- A3. Understand and assess the problems and opportunities facing business organisations in both a European and international context.
- A4. Exemplify theoretical concepts, models, frameworks, tools and techniques that support management processes.
- A5. Demonstrate expert knowledge in chosen areas of specialisation.
- A6. Comprehend the diversity of business cultures in Europe.
- A7. Understand European issues which impact EU rules and organisations.
- A8. Be able to work in multinational teams in international organisations.

Skills:

- C1. Have an independent and critical mind. This includes the capability to identify assumptions, evaluate statements in terms of evidence, detect false logic or reasoning, identify implicit values, define terms adequately and generalise appropriately.
- C2. Conduct research into business and management issues: collect relevant information pertaining to a current situation from a variety of sources; analyse it, using judgement when facts are unknown or uncertain; synthesise it in order to evaluate alternative decisions, and share knowledge.
- C3. Develop models of business situations using quantitative as well as qualitative methods: put forward hypotheses, find the appropriate technique to test the hypotheses, analyse and interpret the results.
- D1. Use the appropriate methodology to identify, formulate and solve professional problems; design, identify and evaluate options; make, implement and review decisions.
- D2. Select the appropriate leadership style for situations: setting targets, motivating, monitoring performances, and recognising individual contributions in group processes.
- D3. Adapt and respond to differing business practices in different countries; identify the best practices in various environments and develop new management tools.
- E1. Communicate effectively both orally and in writing using a range of media.
- E2. Evaluate one's own performance individually or in a group and learn through reflection on experience.
- E3. Build one's own professional project and thus one's career plan.

Values and attitudes:

- B1. Have intellectual integrity and academic rigour as well as strong personal values (including having recognised the importance of having sound business ethics).
- B2. Adapt in an unknown environment and appreciate the diversity of people and different situations.
- B3. Be proactive in recognising the need for change and have the ability to manage change.
- B4. Disseminate humanistic values in business approaches, relating to European culture and identity.

This programme has been developed in accordance with the QAA Subject Benchmark Statement Master's Degrees in Business and Management: Nature and extent of master's degrees in business and management Type 2: Generalist master's degrees (pre-experience), Subject knowledge, understanding and skills, Teaching, learning and assessment.

‘Master’s graduates will have a broad knowledge and understanding of organisations, the external context in which they operate and how they are managed. They will understand and be able to respond to change. They will have intellectual breadth and be able to make integrative links across the various areas of organisations. They will have strongly developed interpersonal and team working skills. They will have an additional range of skills beyond those general skills expected of first degree holders ‘

4. TEACHING METHODOLOGY

Learning hours

Overall number of learning and teaching hours:

Part	Hours of student learning
Master’s course	In class/online teaching An average of 15 taught hours a week, over 10 weeks of study
	Additional hours of learning: Around four times the contact hours should be devoted to self-directed, independent study and group study.
	1000 hours in-company placement
Overall: 2400 notional hours of study plus 1000 hours in company placement	

In class teaching

Our aim is to alternate learning approaches between lectures and other types of activity involving significant student participation. Lessons include examples, case studies, or student presentations, often in a European or an international context.

In general, student interaction is strongly encouraged, even within the framework of our formal lectures, which systematically reserve time for whole class discussion.

Virtual learning

To support more individualised tracks, ESCP can provide students with online courses allowing students to evolve autonomously building their learning according to their initial level and expectations.

Apprenticeship track

The Master in Management also offers an apprenticeship track which allows students to alternate periods within a company and study periods. It is therefore both a way of acquiring professional experience and studying at the same time.

Personal study

Students have to prepare for each lecture, i.e. read from a text book or from other sources that can contribute to their understanding of the subject; prepare a case study, an applied exercise or a presentation, etc. Coursework is done either individually or as part of a team when it involves case studies and/or group presentations.

Group projects

These are student projects that last for longer periods of time. They are supported by tutorials run by ESCP permanent Faculty members.

Group work

Group work is a critical element of the programme. Applied exercises are used extensively in group learning approaches. These groups focus on three different learning dimensions: the development of managerial skills, the development of interpersonal skills and the development of cross-cultural skills.

Multicultural group work and exposure to different academic cultures constitute a key component of the internationalisation process.

In-Company internships and gap semesters for work experience

Students will complete in-company placements or internships to acquire professional experience. They constitute an opportunity for students to apply the knowledge and skills acquired to the business world. In addition, students also learn to adapt and respond to differing business practices in two European countries.

At the end of the first year of the master's programme, students have the option to start a gap year to complete more professional experience. For some students, a long internship allows them to earn money to pay for their second year tuition fees. Others choose to follow the apprenticeship track.

5. ASSESSMENT AND FEEDBACK

Assessment strategies

The assessment methods are driven by twin goals: to objectively evaluate the student's acquired knowledge and skills, and to enable faculty to follow up on the student's progress during the course and to adapt to the learning pace of the group.

These methods also establish the link between formal learning (lectures) and applied work, between the academic content (theory) and the development of management skills (case studies, field work). Such skills include time management, information management (in contexts of data scarcity and data overload), and working with others in teams.

Assessment methods in use

Student cohorts are very diverse in terms of nationalities and there is a considerable percentage of non-native students in each country of study. The tutors responsible for the modules therefore have to be very clear about the module objectives, the learning outcomes and the assessment methods, to ensure that non-native students are not disadvantaged in any way.

- Each course component which is included in any assessment is described in detail in the module syllabus, and its weighting in the final assessment mark is made very clear.
- The dates for the submission of programme work, projects, and student presentations, which are part of the module assessment, are given at the beginning of the module.

Assessment Regulations

In order to pass the Programme, students should complete successfully or be exempted from the relevant modules and assessments and will therefore acquire the required number of credits.

- Students must achieve 40% (8/20) on any module's final exam to consider the exam passed. Students must achieve a minimum grade of 50% (10/20) on the module as a whole, including exam grade and coursework, to consider the entire module passed.
- Please refer to module specifications for details on individual assessments. Assessment criteria vary according to the module or specialisation. They always include individual written exams, in most cases associated with some group work on case studies and/or field work.
- There is no compensation between modules.

- Resits: Where students are not eligible for compensation at the first attempt, they will be offered one resit attempt.

Students who are successful in the re-sit will be awarded the credit for that module.

Failure to pass a programme:

- If having exhausted the resit attempt and compensation opportunities a student still fails a Module (and therefore a Programme Stage or Programme) the student will be withdrawn from the Programme.
- The withdrawal upon failure rule applies even if a student has exceptionally been admitted to the next Programme Stage of the Programme with assessments outstanding from the previous Programme Stage, and has successfully completed Modules from the next Programme Stage (see Section 4.7 of City University's Assessment Regulations).
- The student may be eligible to receive an Exit Award if they satisfy the requirements of that Award as detailed in Section 4.11 of City University's Assessment Regulations. The Exit Award can be an award of an ESCP sister campus.

Re-sits examinations

A re-sit exam is a second attempt at an initial failed assessment without having to repeat the original period of teaching and learning. The re-sit mode may vary depending on the nature of the initial assessment. A re-sit exam is granted by the relevant Assessment Board which also makes the final decision on re-sit arrangements.

A student normally has a maximum of two attempts to pass each assessment component; a first attempt and a re-sit exam. Students who have approved Extenuating Circumstances may be granted a further attempt (*see Section 4.8 of City University's Assessment Regulations*).

In exceptional circumstances, usually for PSRB reasons, the Assessment Board may decide to allow the student to take a second re-sit exam. This option must be an approved part of a Programme, listed as a Programme Regulation.

When a student needs to take a resit exam, continuous assessment will not be taken into consideration and the module grade will be the re sit exam grade.

Final examinations:

Examination subjects

- To ensure all the different learning outcomes are evaluated in any given module, lecturers set a range of examination questions in an examination paper covering the main parts of the syllabus.

- Assessments should require participants to demonstrate a practical and integrative approach to a problem area or issue.
- It must be feasible for non-native students to give the required response in any examination paper within the given time allowed.
- The examination questions should not lead to any misunderstanding especially for non-native students (the addition of a mini glossary to avoid ambiguity is helpful in particular cases).
- The exam is taken in the language of the course. Nevertheless, students may respond to questions in English (at the discretion of relevant faculty).
- A marking scheme presents a clear choice to students for each examination subject (with marks given to each question) to enable the students to know the assessment value of each part of the examination, and to guarantee the openness of the marking system.
- As concerns resit exams for core courses, students are entitled to take them on whichever campus is most suitable for them. Resit exams for elective courses may however only be taken at the campus delivering the course.

For all core courses final examinations are invigilated and written anonymously in number coded examination booklets. Students work independently in all written examinations and are sat at separate tables. Some exams can also be carried out on line. However, some electives may require different forms of assessment, according to the specificities of the course content.

Feedback on assessment

Feedback is provided to support students in their learning on all assessed work (either formative or summative), including examinations, and on other relevant aspects of a student's performance and progress in a module. It facilitates a student's understanding of his/her achievement in an assessment and promotes learning and self-reflection so that a student is provided with information to help him/her improve performance in subsequent assessments.

Feedback has to provide a marker's comments on a student's performance and information on how the mark was derived.

- Feedback on continuous assessment (coursework)

Feedback comprises any comments given to students regarding their performance and progress in a module to support their learning and academic development. This can take place in formal or informal settings, e.g. in lectures or seminars; in personal tutorials; through the strategic learning environment; and during group or in-class activities.

All forms of assessment other than the final exam are classified as continuous assessment, common examples of which include:

- A midterm exam
- Individual written reports or problem sets
- Group reports

- Group presentation
- Class participation

Documented evidence that justifies the grade provided to students should be provided in a manner suitable to the activity chosen, in keeping with previously communicated guidelines. For example, feedback can take the form of written comments on a feedback form for coursework, individual written feedback on a mid-term exam on the eLearning platform, in class oral feedback on a group presentation, or a grade corresponding to a previously articulated standards descriptor.

When part of the grade will depend on participation, this should involve more than being present and also be communicated to students in the course outline.

Notwithstanding the guide times, coursework and written feedback should normally be returned to students at an appropriate time in the learning process, as soon as possible after the student has completed the assessment task, and before any examination in the same subject. Students must be advised in writing of the feedback timescale for this element of the programme and the reasons why this is in place.

- Feedback on the final exam

- All examination scripts should, either through notation, comment or statistical summary, provide evidence of assessment and of performance levels by question or section.

- In addition, feedback on the final exam should extend beyond the grade itself and can be provided in the following ways:

- A separate document, released on Blackboard, providing an explanation of what constitutes a good answer (e.g. general guidelines)

- Feedback on each examination script (e.g. annotations, check marks, brief comments)

- The solutions (or a specific mark scheme similar to what is provided to external moderators)

- Verbal feedback to individual students where appropriate

All students will have the possibility to view their scripts at specific times and dates set out by the Programme Office, and request brief feedback from the examiner.

If a student has failed the exam, they have the right to ask for remarking by another professor within 15 days of the release of the marks, with suitable justification.

Students who have passed their examination are permitted to view their scripts at specific times on specific dates. These sessions will be announced by the Programme Office in advance.

6. AWARD

To be awarded the master's degree, a student should have acquired the total number of credits set out in the programme scheme for the master's course, that is achieving a 50% pass mark (10/20) for each master's course module. In addition, Professional experience must amount to at least 36 weeks. It includes all internships undertaken by the student, even those undertaken before entering ESCP (within a limit of 16 weeks). This professional experience can also be acquired via the apprenticeship track. Finally, students must have acquired a language level C and B1 in two languages other than their mother tongue. The total number of credits achieved is 120 ECTS / 240 UK credits.

The aggregate degree mark is calculated as the average of the module marks of the programme, weighted according to their credit value. Pass or fail modules are excluded from the weighting.

Students who obtain an average equal to or above 16/20 will be awarded a Distinction classification.

7. ACADEMIC REQUIREMENTS FOR PROGRESSION

Progression from 1st to 2nd year:

The City, University of London Assessment regulations paragraph 4.7 apply:

'A student may not progress to the next Programme Stage until they have successfully passed the current Programme Stage, except in exceptional circumstances as detailed below.

If a student has multiple failed assessments at the first attempt, an Assessment Board may offer a partial repeat year (...).

If a student has Extenuating Circumstances affecting multiple assessments, an Assessment Board may offer a repeat year (...).

Exceptionally, where a student has: • had approved Extenuating Circumstances during either the main assessment periods and/or the reassessment periods, and • where the nature of the assessment and Programme permits, and • taking into account PSRB requirements, where applicable an Assessment Board may exercise discretion in permitting a student to complete a limited number of outstanding assessments (no more than 15 credits) in the following academic year whilst continuing with the next block or stage of the Programme.

8. PROGRAMME STRUCTURE

Summary

The programme lasts two years and includes four semesters of studies.

Some students join the programme one year earlier, having validated only two years of higher education, most of them without a management background. During this pre-master's year, they follow core management courses of bachelor's degree level.

The master's course curriculum includes:

- Core courses on the fundamental concepts, main disciplines and tools needed to understand the business environment.
- Seminars dedicated to develop skills that are key to students methodological training.
- Elective courses and specialisations for students to choose subjects of particular interest to them and thus build their career plans.

Structure: a two-part curriculum

- The Master 1 year provides the fundamental concepts and tools needed to understand the business environment and principles of management, and one specialisation in the second semester. Some additional elective courses may be provided.
- The Master 2 year provides additional specialist knowledge and skills for an international career in management via various specialisation possibilities and a wide range of elective courses.

Master 1	Autumn semester	6 core courses in Berlin, London, Madrid, Paris and Turin One Advanced management course
	Spring semester	One specialisation Two seminars
Master 2	Autumn Semester	Specialisations and elective courses in Berlin, London, Madrid, Paris Turin; One Advanced management course
	Spring semester	Specialisations and elective courses in Berlin, London, Madrid, Paris Turin Exchange programmes at partner institutions Two seminars

In addition to the six core courses, advanced management courses, specialisations and elective courses, the programme contains several language courses, 4 seminars (Soft skills, Designing Europe, Business Simulation, Digital Seminar), personal development and career preparation workshops, in-company placements, and a Master thesis.

The Master in Management combines core management courses, specialisations, and a choice of elective courses, enabling students to explore specific areas of management.

The programme lasts a minimum of two years (four semesters excluding summer semesters).

Students may decide to take a gap year in order to gain professional experience in companies worldwide. The total programme duration must not exceed four years.

During the first year of the Master in Management, the focus shifts from business analysis to business decision-making via a total of six mandatory core courses. Students who have not studied management prior to joining the Master in Management will also have to pass a number of prerequisite courses. The second year focuses on strategic business as well as interdisciplinary management issues providing students with the possibility of specialising in various management disciplines.

Campus	Semester/ year	Curriculum		ECTS	Hours
Blended learning Paris Turin	Prerequisite courses	Corporate Law	Macro Economics		11 x 15h
		Costing and Decision Making	Micro Economics		
		Financial Accounting	Principles of Marketing		
		Fundamentals of Finance	Psychology and Management		
		Information Tools and Skills for Business			
		Quantitative Methods	Operations Management		
Berlin London Madrid Paris Turin	M1S1	5 Core Courses			
		Organisation and Management 1 & HR 1		6	32
		Management control 1 & IFRS 1		6	32
		Marketing		5	24
		Finance		5	24
		Strategy		5	24
		Language 1		1	15
		Language 2		0.5	15
		Digital seminar		1	
		Fall semester ECTS and hours		29.5	166
Berlin London Madrid Paris Turin	M1 S2	1 Core Course			
		Law and sustainability		6	32
		1 Specialisation		20	120
		1 Advanced Management Course to choose from:		3	16
		Economics 2			
		Business Law 2			
		Operations management 2			
		Human resources management 2			
		Organisation and Management 2			
		Management control 2			
		IFRS 2			
		Entrepreneurship			
		Language 1		1	15
		Language 2		0.5	15
		Designing Europe Seminar		1	
Spring semester ECTS and hours		31.5	198		
		M1 Total ECTS and hours		61	364
Berlin London Madrid Paris Turin	M2	1 Specialisation minimum / electives / exchange		35	210
		1 Advanced Management Course		3	16
		Business Simulation		1	
		Soft skills seminar		1	
		Research Methods + Master thesis		16	
		Professional experience		3	
		Possibility of Gap year or semester			
		M2 Total ECTS and Hours		59	226
		MiM Total ECTS and Hours		120	590

Students are required to take

- the following core modules:
 - Organisation and Management and HRM 1
 - Management Control and IFRS 1
 - Marketing
 - Finance
 - Strategy
 - Law and Sustainability

- two Advanced Management modules from:
 - Organisation and Management 2
 - HRM 2
 - Economics 2
 - Management Control and IFRS 1
 - Operations Management 2
 - Business Law 2
 - IFRS 2
 - Entrepreneurship

- Specialisations

Specialisations are 120 hours in duration and take place in Master 1 and Master 2 Years.

Students must choose at least two specialisations out of the list published each year in the intranet.

- the following seminars:
 - Digital spark
 - Designing Europe
 - Business Simulation
 - Soft Skills

The purpose of the seminars is to help students think transversally and reinforce group work skills. Two of them also have a strong European / intercultural management focus.

- Elective modules

Students are required to select a total of 55 ECTS credits of specialisations and/or elective courses.

9. WHAT CAREER CAN STUDENTS ENVISAGE?

MiM graduates join various industries and have executive positions throughout the world. Directly after graduation, the main industries chosen and obtained are:

- Banking and finance (25%), consulting (24%) and auditing (11%).

The main areas of work are:

- Consulting and studies (27%), finance (24%), marketing (11%), auditing (9%) and sales (7%).

Our graduates develop rich and diverse experience by working with fellow students from a wide range of geographical backgrounds during their studies. Almost half of our graduates choose their first job in a location outside of their country of origin.

Top recruiters include:

Deutsche Bank, Apple, BNP Paribas, Goldman Sachs, Google, Deloitte, L'Oreal, BCG, Orange, Coca Cola and HSBC.

Our Careers Services team are available on campus to provide guidance and information on careers and also work experience via placements and internships during and after your programme.

Notable alumni include:

- Michel Barnier (EU negotiator for Brexit, Former European Commissioner, Former French Foreign minister)
- Jean-Pierre Raffarin (Prime Minister of France from 2002 to 2005)
- Roxana Maracineanu (French Minister of Youth Affairs and Sports)

- Olivier Blanchard (Chief Economist at the IMF from 2008 to 2015, Robert M. Solow Professor of Economics emeritus at MIT)

- Arnaud de Puyfontaine (CEO Vivendi)
- Alexandre Ricard (CEO Pernod Ricard)
- Patricia Barbizet (CEO Christie's, Vice-Chairman of the Board of Kering)
- Thierry de La Tour d'Artaise (CEO SEB)
- Arnaud Nourry (CEO Hachette Livre Group)
- Laurent-Eric Le Lay (CEO Eurosport)
- Nicolas Petrovic (CEO Siemens France)

10. STUDY ABROAD

Students have two ways of studying abroad.

At ESCP campuses: The programme requires students to study at a minimum two to a maximum four ESCP campuses. This way of studying abroad ensures a strong coherence and a consistent progression in students' learning track since the different campuses are coordinated with regard to course content and organization.

Exchange programmes

ESCP maintains a number of agreements with partner universities and allows MIM students to take part in exchange programmes for a maximum duration of one semester in their M2 year.

11. IN COMPANY PLACEMENTS

Placement options

The ESCP Master in Management includes mandatory company placements which enable students to apply the theories and techniques they have learned during their course work. Work experience is also a way for students to test and develop their professional career plan.

Students need to undertake 36 weeks of work placement / internships during the two years of their degree. They have the option to take a gap year to complete this requirement.

The internship can of be an 8-week placement within the same company or the first 8 weeks of a longer contract or job.

Work experience contracts can only start after the end of exam week.

All French Internship agreement requests and work experience registrations are managed by the Internship & Work Experience Service.

According to the campus, students can request:

- an internship agreement governed by French law signed by ESCP
- an internship agreement governed by Spanish law signed by ESCP
- an internship agreement governed by Italian law signed by ESCP

- Internship agreements in Germany and in England do not exist. Bipartite contracts are signed between companies and students.

Career services on each campus will provide further guidance and information on this. They also organise job fairs, company visits and collect internship offers for students. After graduation the Alumni association takes over, collecting job offers both for new and experienced graduates.

12. ADMISSIONS

Language profile and requirements of the programme: English and either French, German, Spanish, Italian

Second language requirements: Students must be proficient in English and two languages by the end of the programme (including their mother tongue).

English standard tests

Students who have successfully passed the Pre master year with ESCP in either Paris and Turin will have taken, as part of their curriculum, English courses at B2 level, and examinations validating a satisfactory level of English to pursue the European MSc in Management.

All other candidates are required to take the International English Language Testing System (IELTS) or the Test of English as a Foreign Language (TOEFL). The minimum scores for each test to qualify for admission are:

- IELTS: overall score of at least 7 on the academic version with a minimum score of at least 6.5 in each of the sub-tests of listening, reading, speaking and writing.
- TOEFL: a minimum cumulative score of 250 on the computer-based version of the test or 600 on the paper-based version is required by the School.

Scores that are more than two years old are not valid and will not be considered.

Candidates will be exempted to provide English language test certifications if they carried out their undergraduate studies in an English-speaking country.

Equality and diversity

The school policy for the Master in Management is to recruit students with an excellent educational background who master several languages, with a keen interest in other people and cultures, little or

no professional experience and who are eager to embark on an education in European and international business and management.

ESCP favours a diversity of profiles and social backgrounds, economic difficulties or health problems should not prevent any talent from applying. There is a policy of equal opportunities in admissions. We are looking for students who will benefit from the course, contribute to it and with the potential to play a part in the development of the European economy and a globalised world.

The average age of admission is approximately 22. Applicants older than 26 may be better suited to enrol on an MBA, since they typically have a postgraduate degree and/or some actual professional experience. Students with a bachelor's degree or who have validated the pre-master's year of the programme join the master's course.

Access routes to the programme:

There are two levels of recruitment:

1. Some students join the master's course after following a pre-master's year at ESCP Paris or Turin. These students are admitted to the pre-master's year through highly selective admission tests. In France, students are admitted after two years of preparatory classes or two years of higher education outside France and a competitive exam. In Italy, students need to hold a BSc (laurea triennale) to apply. They are allowed to proceed to the master's course by a board of examiners on the condition that they fulfil all the requirements of the pre-master's year (60 ECTS credits).
2. Other students join the programme after a bachelor's degree.

Depending on the applicant's background there are different admission tracks to gain admission via these routes to the programme, mainly the:

- **SAI (Service des Admissions Internationales)** admission application providing access to five French business schools, for applicants with a non-French bachelor's degrees. This admission route is intended for students with a non-French bachelor's degree. It is organised by the Paris Chamber of Commerce and Industry (CCIR) and provides candidates to ESCP (both CCIP schools), HEC Paris, and three other business schools: EM LYON Business School, Audencia Nantes and SKEMA.
- **IDA (International Direct Admissions)** providing direct access to ESCP, for applicants with a non-French bachelor's degree.
- **Direct Admission test (CAD)** for applicants with a French bachelor's degree.

Four Candidates evaluation criteria are used:

- **Aptitude for Management Studies**

The Aptitude for Management Studies is mostly assessed by the GMAT result or the French equivalent (TAGE-MAGE).

- **Personal profile**

An assessment of applications is carried out by the local academic director who checks personal statements, CVs, including candidates' qualifications and international experience.

- **Interview**

Students' qualities are assessed by an oral interview. The following criteria are tested:

- Ability to communicate and argue an opinion clearly
- Open-mindedness and curiosity
- Knowledge of the economic environment and of current events

This is a 30-minute interview which takes place at 80 SAI test centres around the world, based on demand.

Each candidate has a 30-minute interview with a panel of three interviewers, including one faculty member or senior staff member of the school and two representatives of the business world (prominent members of the business community and alumni).

- **English language proficiency** (as listed above)

Candidates are accepted regardless of nationality. Students are allowed to take only one test in a given year.

All Eligibility/Admissions committees are chaired by a state university professor appointed by the French Minister of higher education and research. In addition, these committees include a representative of the Paris district authority for higher education, who countersigns the minutes of the committee.

Number of taught weeks per year: 22 weeks

Intake date: September

Version date: July 2022