

MGIMO

MBA & Executive MBA



SCHOOL OF BUSINESS

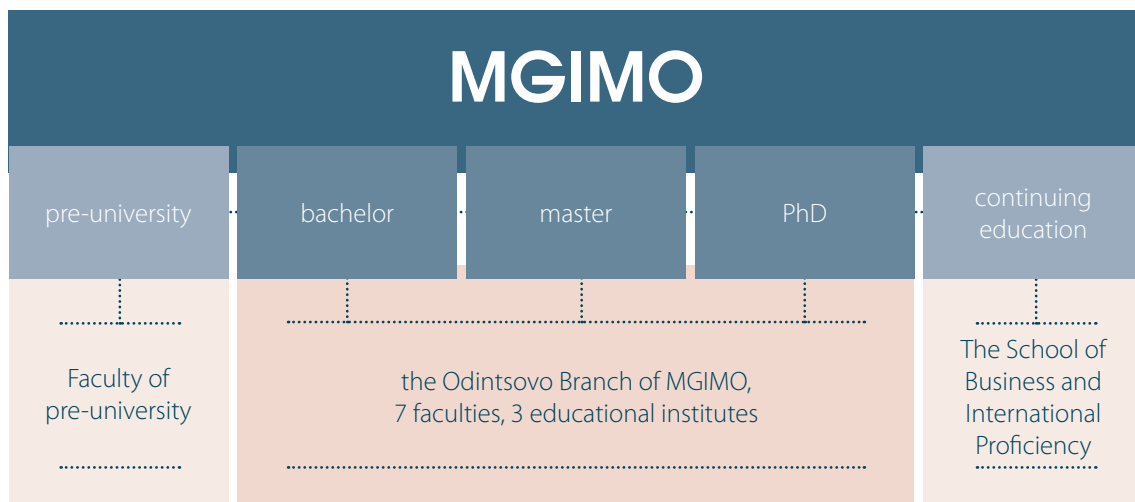
MGIMO



ASSOCIATION
OF
AMBA
ACCREDITED

MGIMO

MGIMO rightfully ranks among Russia's leading institutes of higher education in such fields as international policy, law and economy. The University today is a modern educational complex, offering educational services at all three levels of higher professional education (Bachelor — Master — and PhD), as well as pre-university and post-graduate Programmes. In the last several years there has been cardinal updating of MGIMO's basic education Programme as the University is undergoing transition to the 3rd generation standards. MGIMO has an extensive network of partner universities — agreements of scholarly cooperation as well as student and academic exchanges have been signed with almost 200 foreign universities. The MGIMO faculty consists of over 1300 people almost 90% of whom are full-time lecturers, associate professors and professors. More than half of the teaching staff has PhD or full doctorate degrees. The total number of students is about 8000, and over 20% of those are foreign students from more than 50 countries of the world. The educational structure of the University includes 7 departments, 3 educational institutes, department of pre-university education as well as School of Business and International Proficiency.



> 8000
students

SCHOOL OF BUSINESS AND INTERNATIONAL PROFICIENCY

In the beginning of 1990s, MGIMO became one of the first Russian universities that established their own business school.

At the end of 2012 the MGIMO Institute of Continuing Professional Education was transformed into the School of Business and International Proficiency.

The idea of establishing the School of Business at MGIMO grew from an intention to completely upgrade the range of MBA Programmes, vocational training and re-training courses. MGIMO School of Business and International Proficiency seeks to embody all the strengths of the University in its educational Programmes so that its graduates would be high quality professionals and experts in the advanced areas of public activity.

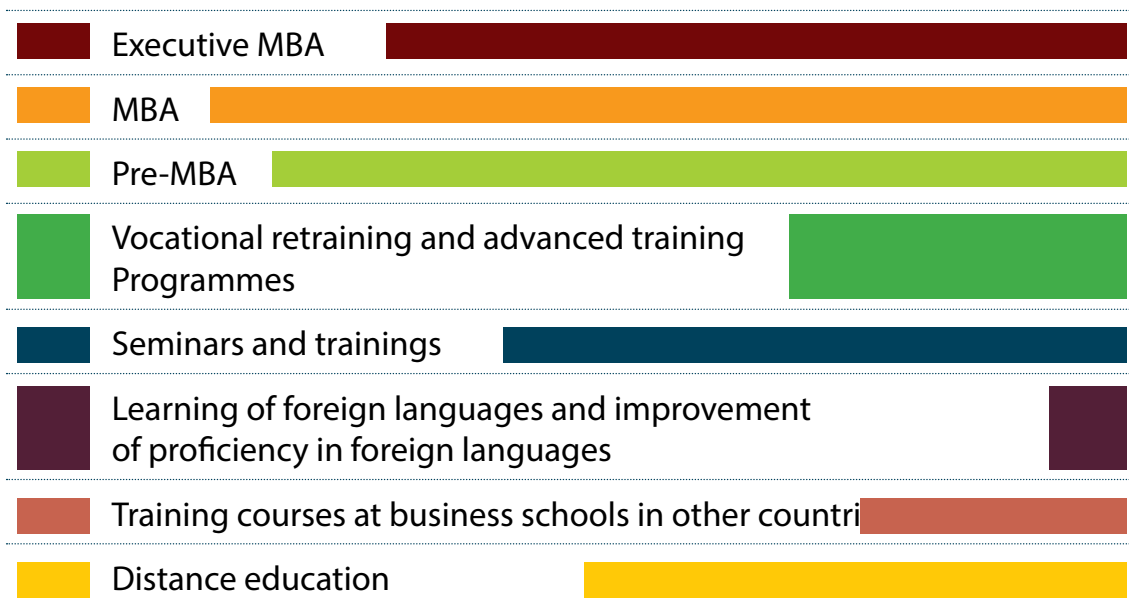
Our goal is to prepare talented leaders that will be able to use the acquired knowledge and skills in their professional activity.

Aiming at improving education quality, MGIMO School of Business keeps track of all latest trends in different areas of public life.

Seeking to abide by our principles, we invite lecturers that have extensive experience in different spheres. Since the day of its creation the MGIMO School of Business and International Proficiency made it its mission to shape a professional community of professionals who are capable of increasing the economic and social role of Russia in the global economy and to offer education corresponding to international quality standards.



■ **The School of Business and International Proficiency offers:**



The School accumulated all strong sides of MGIMO in its standards and educational Programmes and became an integral part of the education community within the University. All the while, the MGIMO School of Business was evolving, offering a constantly growing list of Programmes, striving to embrace various requirements of its participants' professional development. However, the year 2015 brought a new territorial component into the School's development. Along with opening the Odintsovo educational Complex the MGIMO School of Business and International Proficiency came to this location in the Moscow region with a special set of Programmes, set up to fully consider the territorial features and be interesting for potential participants. The wonderful infrastructure of the educational complex in Odintsovo with cuttingedge classrooms equipped with everything required to set up an uptodate educational process paves the way to fulfilling the ambitious task of transferring high educational standards to new locations.

MGIMO graduates hold leading positions in large companies and government structures

MBA

Today's highly competitive world dictates its new rules. Thus, only constant professional and personal development can help the head of the company to retain and expand existing market position. While it used to be that, many managers had to learn it on their own mistakes, these days managers enter an MBA programme and receive the necessary knowledge, patterns of strategic thinking, tools for business modeling, innovative methods of doing business, unique Russian and international business cases.

**MGIMO is a recognized leader
of Russian higher education and
a unique university
of international profile**

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MBA — is a classic stepping stone providing a transition from a narrow managerial specialization to a broad-profile management.

The purpose of the MBA Programme is to build a community of highly professional business leaders, talented managers who are able to work both at the national level and in the global economy, make powerful decisions and act unconventionally.

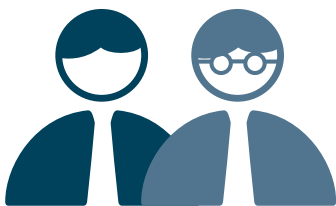
Our students are top and mid-level managers, business owners, people who have significant achievements in their careers, serious ambitions and leadership potential.



■ The MBA programme at MGIMO is presented in 7 specializations

- Art Business Consulting
- Digital Economy
- Economics and Management in International Business
- Financial Director
- International Transport and Logistics
- International Oil and Gas Business
- Management in Fashion industry

■ Admission requirements



- 1 Higher education degree
- 2 At least 25 years of age
- 3 At least 3 years of managerial experience
- 4 Applicant must have a leadership potential and a strong motivation to learn

■ Programme Structure

CORE DISCIPLINES

- Global Environment of Business
- Economics for Managers
 - Microeconomics
 - Macroeconomics
- Management
 - Theory and Practice of Organization Management
 - Strategic Management
 - Managerial decision-making
 - Strategic Innovation Management:
Theory and Practice of Foresight
 - Crisis Management
- Legal Environment of Business
- Finance
 - Financial Environment of Business
 - Accounting
 - Financial Analysis
 - Corporate Finance
- Risk-management
- Management Accounting
- Marketing
- Project management. Business planning
- Leadership and Personal Efficiency Growth
- Technologies of Human Resources
- Government Relations
- Business Communications
- Business Ethics

SPECIALTY DISCIPLINES

ELECTIVE DISCIPLINES

- Management of Intellectual Assets of a Company
- International Financial Reporting Standards
- Wealth Management. Personal Financial Planning
- Time Management
- Dealing with Conflicts
- Cross-Cultural Management
- Effective Negotiations
- Business Presentation Skills and the Art of Public Speaking
- Enogastronomic Etiquette
- Individual Coaching Sessions

BUSINESS ENGLISH

SITE VISIT OVERSEAS MODULE (OPTIONAL)

■ Certificate of Education

Students who successfully complete the MBA Programme receive a Master of Business Administration degree

■ Programme format

Modular — 20 months.

6 two-week full-time intensive modules (from 10 a.m. to 9 p.m.)



Weekend — 20 months.

Once per month (Friday through Sunday) 9:30 p.m. to 8 p.m.



■ Selection process for the MBA programme

I Stage

- Registration
- Motivational letter
- Essay on a given topic

II Stage

- Solving of a business-case
- Testing of English language skills

III Stage

- Interview with the supervisor of the programme
- Enrollment decision

■ Dates of the selection and the start of the Programme

The groups' formation terminates 2 weeks before the start of training



Executive MBA



The world today does not stand still. It is impossible to build a business without continuously developing and gaining new knowledge and skills. The only way to stand up to today's harsh competition is to offer high quality service to customers. Often completing this task requires reassessing existing corporate methods, use of new workforce potential and management system. While it used to be that many managers had to learn from their own mistakes, today's business education can solve this problem and give the knowledge and skills required to make corporate management most effective. The Executive MBA Programme will prepare students to react quickly and effectively to changes in crisis situations. They will gain skills and abilities in corporate management to promote your business in the age of globalization and turbulence of the global economy.

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Anna Shashkova, Ph.D. (Law), MGIMO Associate Professor, member of the Moscow Region Advocates' Chamber, honorary consul of Saint Vincent and the Grenadines, author of a number of books in Russian and English.



Programme format
weekend

MGIMO
made sure to assemble a team of highly
qualified teaching
and expert staff

MBA

INTERNATIONAL TRANSPORT AND LOGISTICS

(Joint Programme with UMMC-Holding OJSC)



International transport operations hold a special place in the international market of services. When carrying out foreign economic activities, you must optimize transport processes in order to improve the quality of transport, reduce transport costs, create conditions for the better use of available resources and, therefore, increase the competitiveness of the final product. Solving these tasks will serve to promote the development of foreign economic activity, the development of new markets, the development of investment activities, the expansion of cultural ties and the growth of international tourism.

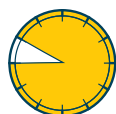
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Specialty Disciplines

- Transportation Services of Foreign Economic Activity
- Logistical Aspects of Commercial Contracts
- Freight Forwarding Operations
- Freight Operations
- Information Technologies in International Merchandising
- Transport Law
- The Construction of a Logistics Module
- Transport Insurance
- Operational Management
- Environmental and Economic Aspects of Business
- Global Trade Regulations
- Principals of Foreign Economic Activity and International Commercial Business
- Customs regulations in transport



Alexander Tsyachnikov, Ph.D. (Economics), MGIMO Chair of International Transport and Logistics Operations; advisor of the foreign-economic activities CEO at "POSEIDON Transport & Shipping Company" LLC, CEO of «Mac Andrew's Rus» Ltd.



Programme format
modular

MBA

INTERNATIONAL OIL & GAS BUSINESS



Fuel & Energy Complex is the driving force of Russian economy. It is largely represented by Oil and Gas Industry. Over the years the Oil and Gas business has become increasingly globalized, which creates demand for the industry to have highly professional top and middle managers with knowledge of the foundations of economic and managerial disciplines. The training will provide students with knowledge of the specifics of the oil and gas business, which will allow them to apply the acquired knowledge when forming an effective development strategy for the company.

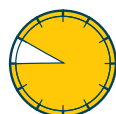
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Specialty Disciplines

- Overview of Regional Gas Markets
- Economics of the Oil and Gas Industry
- Economic Evaluation of the Effectiveness of Investment Projects
- Legal Regulation of Mineral Resources Use
- The International Legal Regulations for the Exploration and Development of Oil and Gas Fields
- Logistics of Oil, Oil Products and Gas
- Price Formation in the World Oil and Gas Markets
- Modern Problems of Oil Refining
- Mergers and Acquisitions in the Fuel and Energy Sector
- Current Situation Analysis in the Energy Market
- Innovations in the Fuel and Energy Sector



Maria Belova, Ph.D. (Economics), Head of research at VYGON Consulting; Member of Expert Sub-Group of the Russian–US Presidential Commission; Member of Expert Group for harmonization of scenarios to draw the roadmap for Russia–EU cooperation in the energy sphere through to 2050.



Programme format
modular

MBA

ECONOMICS AND MANAGEMENT IN INTERNATIONAL BUSINESS



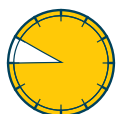
Nowadays it is imperative that we understand the features of economics and management in the context of globalization in order to be effective at the international markets. Over the course of studying students will learn how to apply the acquired theoretical knowledge in real world market situations, which later on will allow them to make the best management decisions when companies enter the world market of goods and services.

Specialty Disciplines

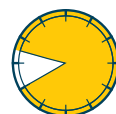
- Basics of foreign economic activities
- International entrepreneurship and the formation of a business idea
- Insurance of entrepreneurial activity
- Operational management
- International Marketing
- Company Value Management
- Ecological and economic aspects of business activities
- Evaluation of the strategic potential of the company
- Basics of logistics management
- Investment Management
- Current state of the tax system of the Russian Federation
- International and Russian experience of commercial disputes
- International business centers and world markets
- Global Trade Regulation
- The world currency system. International Monetary and Financial Markets



Lenar Yunusov, Doctor of Science (Economics), MGIMO Professor of Management, Marketing and Foreign Economic Activity Department; expert of FSBI National Accreditation Agency, Rector of the International University in Moscow.



Programme format
modular



Programme format
weekend

MBA

FINANCIAL DIRECTOR



In a modern world the basis for making a decision are finances, and financial management is the most important functional sphere of management connected with task-oriented setting up of financial flows, effective capital formation, cash funds, arranging investments, needed for achieving strategic goals of organizational development. Training will allow learners to deepen and expand their professional knowledge and skills in the field of corporate finance and financial management, as well as master key aspects of the financial director's competencies.

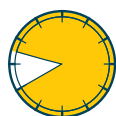
Specialty Disciplines

- Organization of the financial service of the firm. The role, tasks and competences of the financial director
- Financial accounting and reporting (RAS and IFRS)
- Modern information technologies of financial management: SAP, Oracle, Microsoft Dynamics и 1C
- Company's interactions with banks: services and operations of banks for enterprises
- Working capital management
- Cash flow management
- Cost management. Controlling
- Short-term business funding
- Financial policy and company's strategy
- Capital Management. Attracting long-term financing. Organization of IPO
- Management of investment programs and project portfolios
- Tax planning
- Mergers and Acquisitions
- Principles and mechanisms of public-private partnership

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Vasily Tkachev, Ph.D. (Economics), MGIMO Associate Professor, member of a Group of experts of the Association of Regional Banks of Russia on monetary policy. An invited professor out of Henley School of Business (Great Britain)



Programme format
weekend

MBA

ART BUSINESS CONSULTING



More and more art is penetrating various spheres of business activity while creativity and innovation become an indispensable part of successful and competitive business. The program offers a unique combination of the traditional academic MGIMO background and rich experience of the leading Russian and foreign cultural institutions in the sphere of art management. The program's audience will get a multi-disciplinary approach to the understanding of peculiarities of art business and will be able to apply the knowledge in any area of professional activity. The key partners of the program are — the Pushkin State Museum of Fine Arts, Tchaikovsky Moscow State Conservatory, Jewish Museum and Tolerance Center, Royal College of Art, Bocconi University.

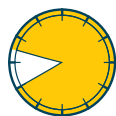
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Specialty Disciplines

- Visual art. Music art. Architecture
- Publishing/antique/rare book activity
- Key world museums and art events
- Gallery and museum business
- Curating and exhibitions. Auctions
- Art collecting. Authentication and evaluation of art objects
- Insurance of art objects
- Purchase and sale transactions of art objects
- Investments and fund-raising
- Restoration, transportation and storage of art objects
- Reproduction and replication



Ryabova Maria, the program's supervisor, senior analyst at the Center for strategic research and geopolitics in energy MGIMO, MSc of the double master program MGIMO University — St Andrews University (the United Kingdom), completed an internship at the Council of Europe and courses on the theory and history of arts (Italy, France).



Programme format
weekend

MBA

MANAGEMENT IN THE FASHION INDUSTRY

(Joint Programme with The British
higher school of art and design)



Understanding the trends of modern fashion and understand the strategy of business development is important and necessary for the effective management of a company operating in the field of design and the fashion industry. Training focuses on mastering of technologies, techniques and mechanisms that facilitate an effective design and management of business processes and organizations in the fashion industry.

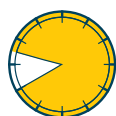
Specialty Disciplines

- World economy and fashion industry — history of the suit and history of the industry
- Trend watching and its role in business modeling
- Marketing in the Fashion Industry
- Brand management in the fashion industry
- PR and SMM in the fashion industry
- Materials Science
- Window dressing and merchandising
- Planning of a trading space
- Buying and category management
- Digital-marketing and digital technologies in the fashion industry
- Entrepreneurship in the fashion industry — lean startup and the rationalization of the start-up

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Daria Yadernaya, CEO of the international consulting company in the fashion industry Y Consulting, member of the Presidium of the Russian Chamber of Fashion. Since 2010, she has been managing the development of the Anton Heunis brand in Russia and the CIS. From 2013 to 2016, she was involved in the regional development of the Thierry Lasry brand. In 2014 and 2015, she led the business program of Mercedes Benz Fashion Week Russia.



Programme format
weekend

VOCATIONAL RETRAINING PROGRAMME



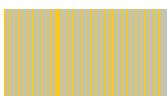
INTERNATIONAL RELATIONS

The vocational retraining programme «International Relations» provides students with in-depth knowledge of key trends in international relations and world politics that have impact on the international business environment and making strategic decision.

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Main Disciplines

- The Fundamentals of the Profession Language
- Modern International Relations and World Politics
- Modern Foreign Policy of Russia
- International Organizations and Global Governance
- European Integration
- International Security
- International law
- Legal Environment of International Business
- Regional Aspects of International Relations
- International Transport Corridors
- Strategic Intelligence
- Energy Factor in International Relations
- Theory and Practice of International Conflict Settlement
- Public Diplomacy
- Media and World Politics
- The Islamic Factor in World Politics
- Conflict Management and Negotiation Process
- GR and International Business



Programme format
evening courses



Duration the Programme
9 months

VOCATIONAL RETRAINING PROGRAMME



INTERNATIONAL PROTOCOL AND BUSINESS COMMUNICATIONS

The Programme was specifically designed for a wide range of specialists of various Level, working in protocol services and departments, units responsible for establishing external and internal communications, information support for events, individuals involved in organizing regional, federal and international events, organizing visits of foreign delegations of any level and profile, participants in meetings and negotiations with Foreign representatives both on the territory of the Russian Federation and during foreign business visits.

The Programme aims at advancing and expanding the knowledge base of the public employees in PR-services, protocol services and organization of events of commercial structures, non-governmental organizations and individuals working in the field of international cooperation. Possessing the knowledge of protocol and etiquette has been an essential and necessary part of any professional business. The main objective of the programme is improving the efficiency of business relations.

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Main Disciplines

- Organization of the Protocol Service
- Protocol Provision of Events: Principles of Organization, Norms, Traditions, Modern Technologies, Current Tools
- International Protocol
- Diplomatic Protocol
- Top Level State Protocol
- Corporate Business Protocol
- Cross-Cultural Communication and Protocol
- Communicative Tools of Information and PR Assistance in the Protocol
- Protocol and Corporate Etiquette
- Enogastronomic Etiquette



Programme format
evening courses



Duration the Programme
9 months

VOCATIONAL RETRAINING PROGRAMME



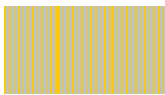
THEORY AND PRACTICE OF SIMULTANEOUS INTERPRETING FOR INTERNATIONAL ORGANIZATIONS

The Programme is designed to train specialists in simultaneous interpretation for international organizations, mastering and expanding the skills of simultaneous interpretation through learning of contemporary aspects of global political and economic processes.

Main Disciplines

- Simultaneous Interpreting. Practical course
- Fundamentals of Interpreting Theory
- Simultaneous Interpreter Speech Technique
- International Relations and World politics
- Theory of Simultaneous Interpreting in the Field of Economics

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Programme format
evening courses
4 times a week



Duration the Programme
9 months



VOCATIONAL RETRAINING PROGRAMME



COACHING FOR BUSINESS ENVIRONMENT

The Programme is designed to train specialist in the field of coaching capable of providing coaching assistance to experts and top management of commercial and government organizations.

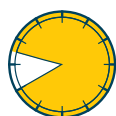
The purpose of the training is formation and development of the competences of a business coach in accordance with the professional standard.

The Programme presents a variety of current approaches to personal coaching introduction of coaching into an organization adapted to the Russian reality, team coaching techniques, the optimal combination of business context, coaching and psychology. Students will be provided with real-life cases, coaching support and supervision aimed at developing professional competencies.

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Main Disciplines

- Fundamentals of Coaching. History, Approaches, Basic Principles
- Competence of the coach. Managing the individual's potential, progress and responsibility
- Professional Standard and Code of Ethics
- Coaching Communication. Establishment of Relations with Clients
- Coaching Sessions Techniques
- Behavioral Typology
- Specificity of Coaching Requests from the Business Environment
- Coaching in Organizations. Russian and Foreign Experience
- Career Coaching
- Project Management
- Business Etiquette
- Finance for Non-Financials
- Legal Foundations of Coaching
- Marketing Technologies for Coaching and Personal Brand Promotion



Programme format
weekend



Duration the Programme
9 months

ADVANCED TRAINING

INTERNATIONAL RELATIONS

- International Security Issues
- International Business Protocol and Etiquette

PUBLIC RELATIONS, ADVERTISING

- Eloquence Training and the Art of Speech
- Public Relations: Latest Communication Technologies
- Management of International Communications in Sports

MANAGEMENT

- Strategic Management
- Project Management Practice

PERSONNEL MANAGEMENT

- HR Management for HR Directors

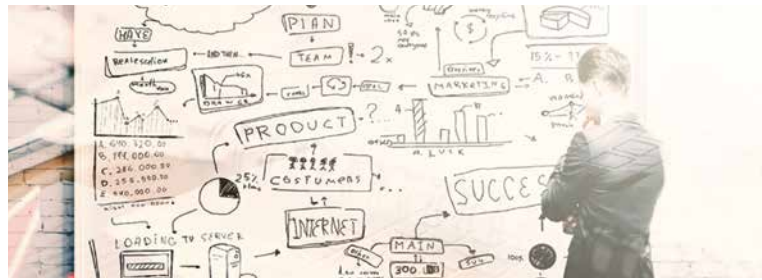
ECONOMICS & LAW

- Regulation and Legal Security of Sports
- Legal basis of Blockchain Technology

DISTANCE LEARNING

(In cooperation with **Coursera**)

- Legal forms of doing business in Russia
- Marketing
- Economics
- Project Management Practice



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