

ELEVATE
YOURSELF,
TRANSFORM
THE WORLD



EXECUTIVE

MBA



Partner:



“Over the last 23 years, the AESE Executive MBA has led to numerous success stories among its participants. We look forward to working with you on the next step in your career.”



Adrián Caldart
Chairman of the Committee
for the AESE Executive MBA



Agostinho Abrunhosa
XXIV AESE Executive
MBA Director



Rafael Franco
XXIII AESE Executive
MBA Director



Inês Magriço
AESE Executive MBA
Subdirector

MAKE THE WORLD A BETTER PLACE

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.

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.

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.

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.

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.

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.

Global reach

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

Self-knowledge

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

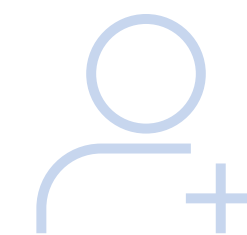
ARE YOU READY TO BE BETTER?

AESE Executive MBA is a transformational programme for business leaders who want to make a tangible difference in the world.



A unique mission

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.



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.



Singular history

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 9,000 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.



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.

Programme curriculum: 18 months

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

1st Academic Year

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

1st Term October–December

- _ Business Analysis I
- _ Financial Accounting
- _ Personal Development I
- _ Managing People in Organizations
- _ Strategic Marketing

Elective track

Coaching

2nd Term January–March

- _ Business Analysis II
- _ Personal Development II
- _ Branding & Data Driven Marketing
- _ Operations Management
- _ Short Term Finance

Entrepreneurial Initiative

3rd Term April–July

- _ Microeconomics
- _ Strategic Management
- _ Structural Finance
- _ Digital Transformation and Innovation

New York Immersion Week

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
- _ Marketing Strategy in Action
- _ Organization and Corporate Governance

Elective track

Career Management Programme

Entrepreneurial Initiative

Lisbon International Week

5th Term January–March

- _ Management Accounting & Control
- _ Marketing Channels & Sales
- _ Service Operations
- _ Leadership, Values and Ethics

Tokyo Immersion Week

6th Term April–June

- _ Macroeconomics
- _ Negotiation skills
- _ Entrepreneurial Initiative final presentation

Customisable programme

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

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.



Customisable programme

ELECTIVE TRACK

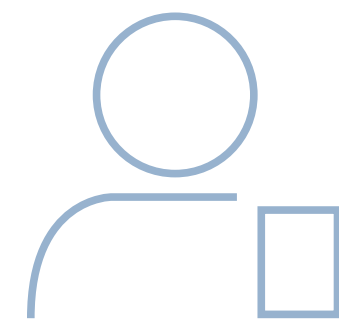
Short Programmes in diverse areas of specialisation are offered throughout the programme, enabling you to allocate the time devoted to the elective track across the programme according to your preferences. During the AESE Executive MBA, participants are expected to complete a minimum of five full days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

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



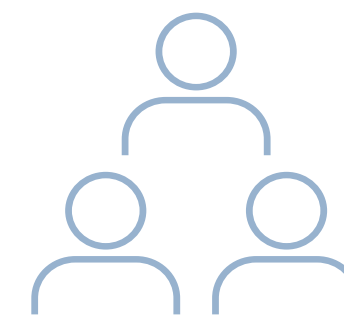
CHALLENGE YOURSELF

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?



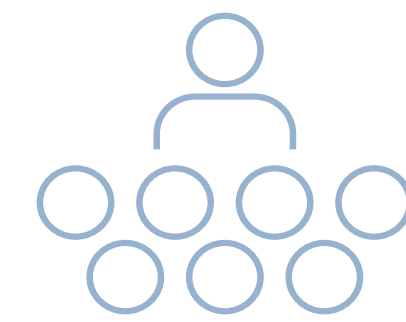
Individual study

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



Learning team

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



Plenary session

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.

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

AWAY 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 AESE Executive MBA 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.



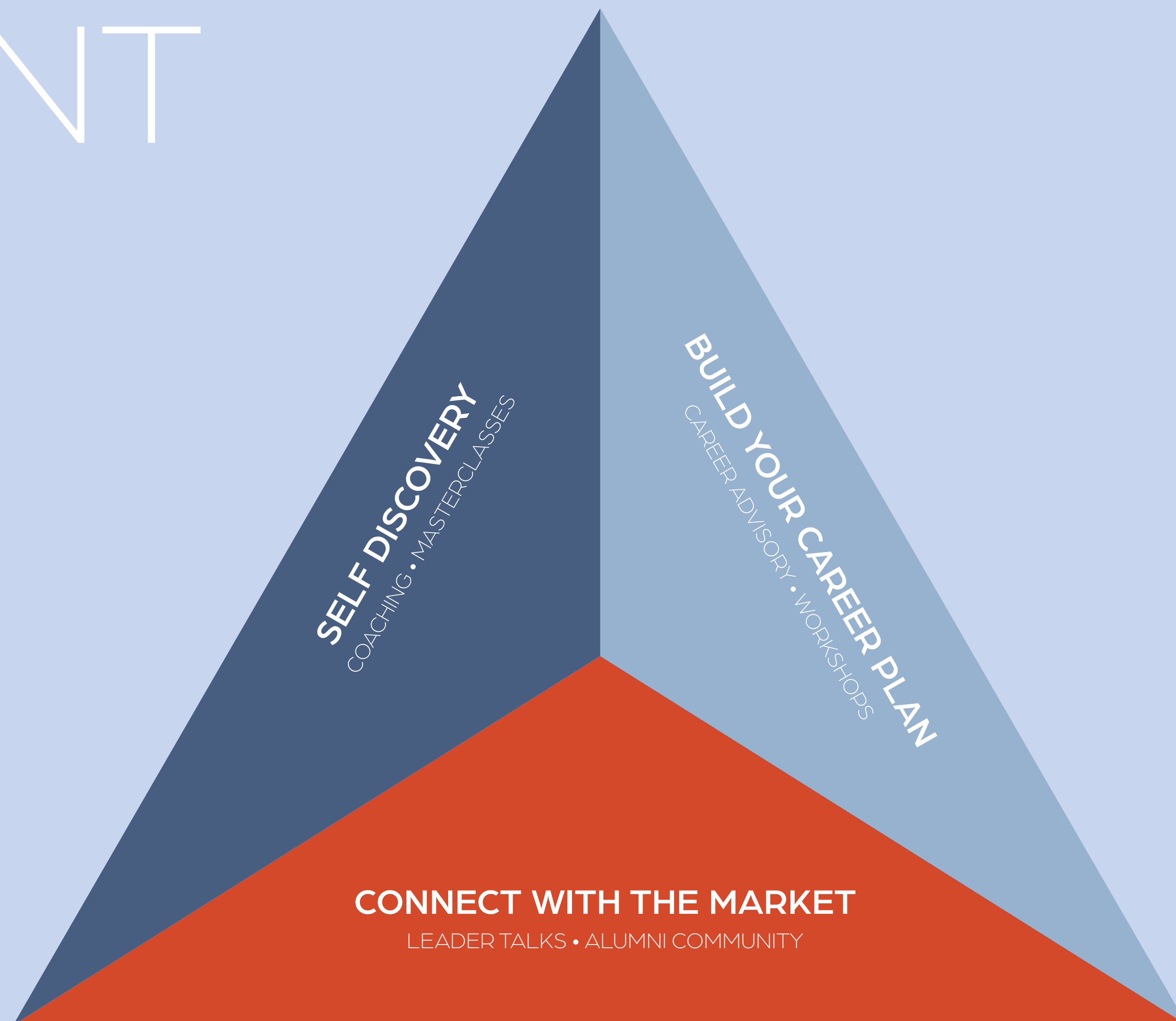
Professional and Personal Development

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.



CLASS PROFILE

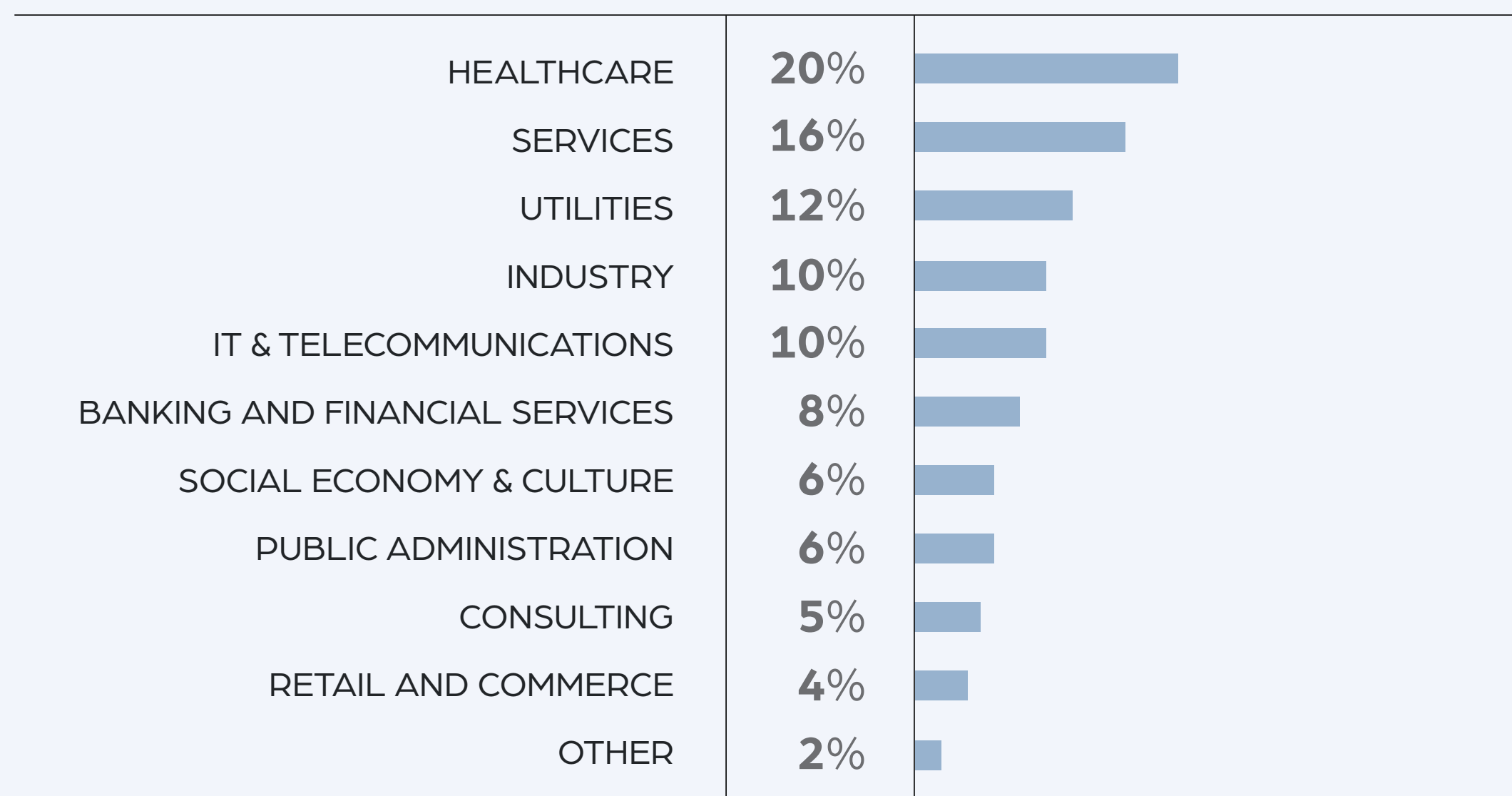
Designed for high-potential managers, executives and entrepreneurs who want to boost their careers, the AESE Executive MBA delivers a highly intense and personally transformative experience that maximises student's leadership, decision-making and entrepreneurial capabilities to enhance their personal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

27% Women

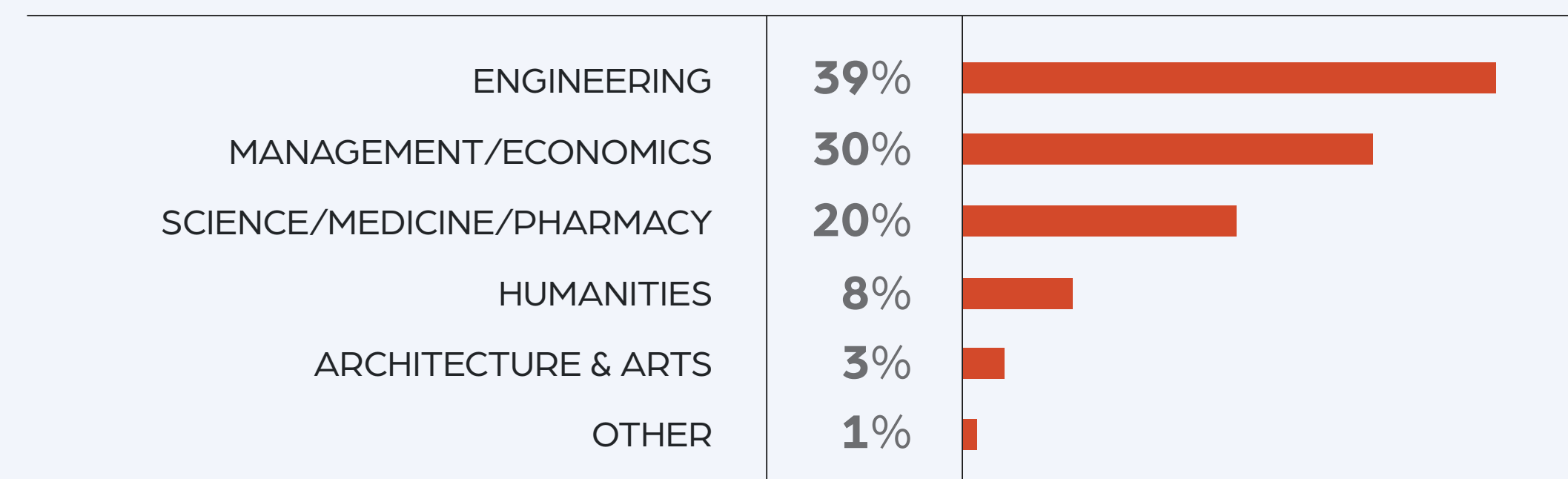
39 Average age

17 Average years
of work experience

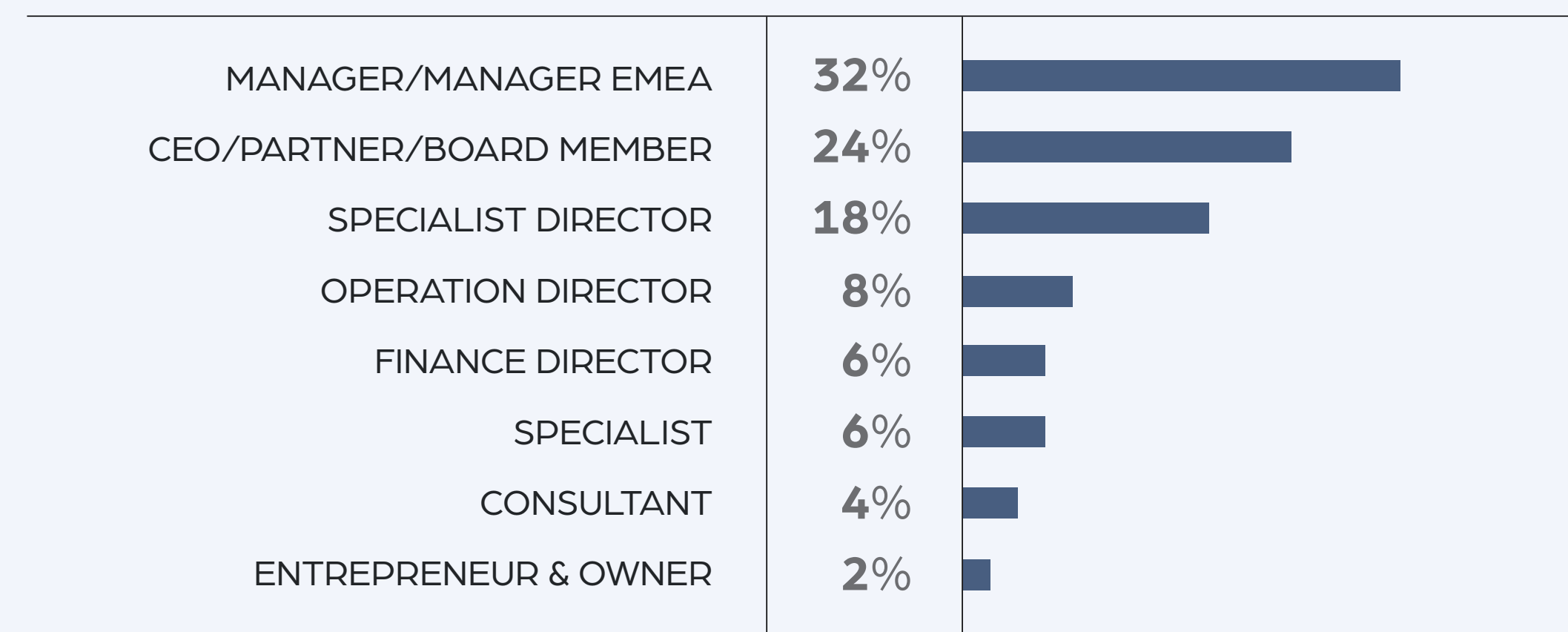
Business sectors



Academic background



Functional areas





Mariana Falcão Mena

General Manager,
Fundação Rui Osório de Castro

Taking the AESE Executive MBA was like going on a hike where, at the end, you realise that the journey you took was better than the goal you reached. The case method proved to be an excellent way of learning, where each week I had the opportunity to learn on my own, in a small group and at the end in the classroom, always surrounded by different points of view. I come out of these two years with a strengthened ability to analyse situations and better prepared to face day-to-day decisions. I also come out with a network of friends that I'll take with me for life.



Jorge Cravidão

Customer Success Director,
Habitat Analytics

The AESE Executive MBA was a journey full of challenges and transformative lessons. As well as professional growth in leadership, strategy, finance, marketing and human behaviour, among other subjects, this experience changed me as a person. I became more resilient, more problem-solving orientated and more aware of my impact on others. On the other hand, the genuine friendships I have made and the valuable network of contacts are treasures I will carry with me for life. I'm grateful for this enriching opportunity, which has enabled me to face new challenges with confidence and determination, seeking innovative solutions.



Marisa Leal Ferreira

Deputy Director of Risk Management,
Luz Saúde

The AESE Executive MBA represented a commitment to dedication and resilience, and was a privileged moment of personal and professional transformation. The opportunity to learn from the experience of others was differentiating, and as a person I became more confident and prepared to face the complexity and challenges of today's world. And the friendships I've made over the past two years, which I'll carry with me for life, have contributed greatly. With new tools, the notion of a greater impact and influence on society and the realisation that learning never ends, this programme was truly the right choice!



Luís de Carvalho Campos

Head of Digital Communication,
Banco de Portugal

Doing an Executive MBA is one of those cases that your growth will intrinsically depend on the others around you. And this includes colleagues, tutors, professors, and everyone around you. AESE stands out as a Business School with a profound emphasis on leadership rooted in the human factor.

As this transformative journey concludes, the feeling remains unchanged: it was a true privilege to share seats with my fellow colleagues, tutors, and professors. I still feel as though I am standing on the shoulders of giants, a sentiment that underscores the enduring value of this journey.



João Afonso dos Santos

CEO, BSH House Appliances

When I decided to do an Executive MBA, my motivations were simple. Personal Challenge and Opening Horizons. After five years in the same job, I felt the need to challenge myself and get out of my comfort zone. At the same time, I felt the need to open up my horizons and have contact with new realities, to have contact with people from different sectors, diverse backgrounds and from other generations who have a very different perception of reality and allow us to update and learn. In fact, the AESE Executive MBA was much more than this. Throughout this journey, in addition to the cases we studied, the methodologies we learnt, the quality of the international weeks and the exceptional teaching staff, the camaraderie generated between colleagues is unique and has greatly enriched the academic part, which is fundamental to overcoming all the challenges that arise.



Diana Gentil Quina

Commercial Director, ISDIN

The AESE Executive MBA was transformative! A perfect symbiosis between excellent teachers, enthusiastic about teaching, and the case method that develops critical thinking and strategic skills. In addition to the knowledge transmitted, the journey is enriching: it stimulates self-knowledge, networking and leadership growth. The programme prepared me to face challenges with confidence and adaptability. I highly recommend it to anyone looking to elevate their career and make an impact in the business world.

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.

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. During 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. 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:



Agri Marketplace is a B2B cloud-based digital marketplace for real transactions of food crops. The B2B digital marketplace where fair food trade is made easy, fast and transparent.



InoCrowd is an open innovation platform that connects Seekers (companies) with a challenge and Solvers (people) with the solution. Based in Lisbon, Portugal, it presents innovative solutions with a success rate higher than 95%, within 30-60 days. InoCrowd reaches over 1.6 million solvers thanks to a network of worldwide partnerships.



Hope Care, S.A provides e-Health services and ensures the availability of data and information to customers and their caregivers. Hope Care system allows users remote monitoring of a patient or elderly and improve his mobility, comfort and safety.

WOMEN MEAN BUSINESS

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

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

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

Women Leaders Forum

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



SUPPORT FROM YOUR ORGANISATION

How the AESE Executive MBA benefits your organisation?

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

Asking for support

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

The AESE Executive MBA students gain new skills from the earliest stages of the programme, enabling them to bring new knowledge and perspectives to their existing role.

Signal to your organisation that you are serious about your development and highlight how the programme's content, the academic and softer skills development and the structure will enable you to achieve this.

Key benefits for employers

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

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.

<p>ADRIÁN CALDART PhD IESE, AESE and IESE</p> <p>AGOSTINHO ABRUNHOSA PhD, Univ. Glasgow, MBA AESE</p> <p>AGUSTIN AVILÉS PhD Universidad Politécnica de Madrid, AESE</p> <p>ANA FIGUEIREDO CEO Altice Portugal</p> <p>ANA PAULA MOUTELA PADE AESE, Former CEO Inditex Portugal</p> <p>ANGEL PROAÑO BSc, University of Navarra, MBA, IE</p> <p>ANTÓNIO MANUEL VAZ MBA AESE, General Manager Correos Express</p> <p>ANTÓNIO GAMEIRO MARQUES Commander General, Director-General of the National Security Office, PADE AESE</p> <p>BEATRIZ MUÑOZ-SECA PhD Universidad Navarra, IESE</p> <p>BERNARDO PERLOIRO Chief Operating Officer, UAE at Majid Al Futtaim</p> <p>BRUNO PROENÇA MBA AESE</p>	<p>CARLOS RODRÍGUEZ-LLUESMA PhD Stanford University, IESE</p> <p>CÁTIA SÁ GUERREIRO Msc Health (IHMT), PhD Health Policies, UNL</p> <p>CONCEIÇÃO ZAGALO Social Entrepreneur</p> <p>DIOGO RIBEIRO SANTOS PhD, MBA AESE</p> <p>EDUARDA LUNA PAIS Founder & Partner ELPing Organizational Fitness, Ex-Partner Egon Zehnder International, PADE AESE</p> <p>EDUARDO PEREIRA PhD, Univ. Glasgow, GMP AESE</p> <p>EDUARDO SETTE CAMARA Managing Partner Triggr Ventures</p> <p>ELVIRA FORTUNATO Minister of Science, Technology and Higher Education</p> <p>EURICO NOBRE CSO GLD Holding Company & Partner Smith+Co, MBA AESE</p> <p>FILIPA FIXE SANTOS HealthCare Director Glintt</p>	<p>FILIPE JANELA Business Director Roche, MBA AESE</p> <p>FLORBELA BORGES Partner & Managing Director multidados.com</p> <p>FRANCESCO COSTIGLIOLA Chief Analytics Officer CGD, PhD, PDE AESE</p> <p>FRANCISCO ALMADA LOBO CEO Critical Manufacturing</p> <p>FRANCISCO CARVALHO CEO BoConsulting, MBA AESE</p> <p>FRANCISCO FONSECA VP National Cybersecurity BitSight</p> <p>FRANCISCO VIEIRA Ex-President BP Portugal, PADE AESE</p> <p>FRANCISCO VILAÇA General Manager Uber Portugal</p> <p>FRED ANTUNES CEO RealFver</p> <p>GONÇALO CASEIRO Former Presidente INCM</p> <p>HUGO MACEDO Senior Director of Product Marketing PandaDoc</p> <p>JOAN FONTRDONA Prof. IESE Business School</p>	<p>JOANA OGANDO MBA AESE</p> <p>JOÃO BENTO CEO CTT</p> <p>JOÃO MARTINS DA CUNHA PhD Universidad Navarra, AESE</p> <p>JOAQUIM VILÀ PhD University of Pennsylvania, IESE</p> <p>JOHN ALMANDOZ PhD Harvard University, IESE</p> <p>JORGE RIBEIRINHO MACHADO PhD Universidad Navarra, AESE</p> <p>JOSÉ ANTÓNIO FONSECA PIRES PhD Universitat Internacional de Catalunya, MBA AESE</p> <p>JOSÉ ESTACA Law School Professor</p> <p>JOSÉ GONÇALVES CEO Accenture Portugal</p> <p>JOSÉ MIGUEL PINTO DOS SANTOS PhD, MBA</p> <p>JUAN JOSÉ TORÍBIO PhD University of Chicago, IESE</p> <p>KAICHIRO MORIKAWA Associate Professor Meiji Univ.</p>	<p>LUÍS CABRAL PhD Stanford University, New York University</p> <p>LUÍS ROSADO Partner E&Y</p> <p>MANUEL RODRIGUES PhD University of Cranfield, AESE</p> <p>MARIA DE FÁTIMA CARIOCA DBA University of Manchester, PDE AESE</p> <p>MARIANA RIBEIRO FERREIRA Social Responsibility Director CUF</p> <p>MÁRIO PORFÍRIO Managing Partner Inédito Agency, MBA AESE</p> <p>MARTA LYNCE DE FARIA PhD, PDE AESE</p> <p>MATT MALONEY Partner McKinsey NY</p> <p>MICHELLE GREENWALD CEO Inventours, New York University</p> <p>MIGUEL GUERREIRO MBA AESE</p> <p>MIGUEL MAYA CEO Millennium bcp, PADE AESE</p> <p>MIGUEL MOTA FREITAS CEO Worten & ISRG</p>	<p>MIKE ROSENBERG PhD Cranfield School of Management, IESE</p> <p>MIQUEL LLADÓ Univ. Barcelona, Ex-CEO Bakery Europe, IESE</p> <p>NATALIA LEVINA PhD MIT, NYU Stern</p> <p>NISATO SUZUKI PhD, Senior Lecturer Univ. Meiji</p> <p>OSEAS RAMIREZ CEO Axialent</p> <p>PAULA GUEDES Career Coach, Senior HR Consultant</p> <p>PAULO MACEDO President CGD, PADE AESE</p> <p>PAULO MIGUEL MARTINS PhD ISCTE, AESE</p> <p>PEDRO AFONSO CEO VINCI Energies Portugal</p> <p>PEDRO AFONSO PhD Universidade de Lisboa, FMUL</p> <p>PEDRO ÁGUA Professor of Management Naval Academy</p> <p>PEDRO FERREIRA Co-Founder Hope Care, Head AFS BNP Paribas, MBA AESE</p>	<p>PEDRO FERRO PhD Univ. Católica, PADE AESE</p> <p>PEDRO JANELA CEO WYgroup</p> <p>PEDRO LEÃO General Manager Plenitude International Business Energy, MBA AESE</p> <p>PEDRO MORAIS LEITÃO CEO Media Capital</p> <p>PEDRO PIMENTEL PhD Univ. Nova, PADE AESE</p> <p>PEDRO PIRES DE MIRANDA CEO Siemens Portugal</p> <p>PEDRO VIDELA PhD University of Chicago, IESE</p> <p>RAFAEL DE LECEA MBA IESE, CEO Abiloba International Office, AESE</p> <p>RAFAEL FRANCO DBA Manchester University, MBA AESE</p> <p>RAMIRO MARTINS M.Sc. University of Reading, PADE AESE</p> <p>ROGÉRIO CAMPOS HENRIQUES CEO Fidelidade</p> <p>RUI FERREIRA President Portugal Ventures</p>	<p>RUI TOMÁS MBA AESE</p> <p>SARA CAETANO MBA AESE</p> <p>SEBASTIAN REICHE PhD Melbourne, IESE</p> <p>SÉRGIO ALVES Country President Portugal AstraZeneca</p> <p>SOFIA TENREIRO Partner Deloitte</p> <p>SONIA MARCIANO BA, MBA and PhD Univ. Chicago, NYU Stern</p> <p>STEVEN BRAEKEVELDT CEO AGEAS</p> <p>TOMÁS BENTO Head of People Karma Network</p> <p>VITOR SOBRAL COO & Executive</p> <p>YU-HSU SEAN HSU PhD, Assistant Prof. Meiji Univ.</p> <p>YUKO NUMATA PhD, Prof. Univ. Meiji</p>
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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 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 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 BUSINESS SCHOOL 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 9,000 Alumni and the relationships between them generate an inexhaustible source of knowledge, experience and contacts for the professional and personal improvement of all.

THIS IS YOUR MOMENT NEXT STEPS

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

Information Sessions

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

Open Day

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

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.

MBA Reconnect

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 from different editions in a friendly and exciting social environment, to share professional experiences and to build solid business relationships.

ENROLLMENT REQUIREMENTS

1

Requirements

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

2

Application process

- > Application form:
<https://mba.aese.com.pt/>
- > Admission test OR Test Waiver form
(<https://form.aese.com.pt/index.php/dispensa-admissao>)
- > Registration fee (€ 100)
- > Admission Interview
- > Committee application analysis
- > Confirmation fee (€ 900)

3

Documentation checklist

- > CV
- > Degree Certificate
- > Photo
- > 2 recommendation letters

Apply now



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

FINANCING AND GRANTS

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

AESE 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 30% 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 90% 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 40% of the AESE Executive MBA base price. Per enrolment year, a maximum of four public sector grants will be awarded.

Women in Management*

AESE offers scholarships to high-potential executives who are committed to having a positive impact on people, companies and society. Candidates must be proven leaders with a solid academic background, entrepreneurial initiative and ability to innovate. The scholarship can be worth up to 30% of AESE Executive MBA base price.

Career Excellence Scholarship*

This scholarship is funded through sponsorships raised by the AESE Alumni Group and is awarded on a non-refundable basis. The beneficiary is competitively chosen by a jury that analyses the candidates' business projects and their personal characteristics. The Career Excellence Scholarship covers up to 70% of the AESE Executive MBA base price.

The Carlos Parreira Professor 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 Professor Scholarship co-funds up to 70% of the AESE Executive MBA base price.



* Does not include the international week in Tokyo.

FINANCING AND GRANTS

AESE Alumni discount*

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

Babysitting Grant

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

Fomento Colleges Alumni*

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

Ordem dos Engenheiros*

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

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 week in Tokyo.

EMBARK ON A NEW FUTURE TODAY

TIMETABLE

Fridays, 1pm » 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 two mandatory international weeks (Lisbon and New York) and an optional immersive week in Tokyo.

PROGRAMME LANGUAGES

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

STUDY HOURS

660 hours of interactive learning.

DURATION

From the 4th of October 2024 till June 2026.

LOCATIONS

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

TUITION FEE

Base price: € 31.000 (VAT included)

Base price includes documentation, support material, catering, parking at AESE Campus, and the international academic weeks in Lisbon and New York. Airline tickets, accommodation and meals in New York are not included.

International week (optional):

€ 1,900 (+ VAT)

The Tokyo international week abroad is optional. Airline tickets, accommodation and meals outside the academic timetable are not included in tuition fees. Minimum number of participants for the optional international week: 30.

EARLY BIRD

€ 28,000 (VAT included)

For completed admissions processes and deposit paid by the 15th of June 2024.

OTHER BENEFITS

Scholarships of up to 90% 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. PDE, PGL and DEEP Alumni are awarded a 10% discount on the AESE Executive MBA base price. Discounts, bonuses and benefits cannot be accumulated.

**Start your
application**



INFORMATIONS 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

AESE BUSINESS SCHOOL FORGING LEADERS

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Phone (+351) 217 221 530
aese@aese.pt

AESE - Porto

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