



INTERNATIONAL  
UNIVERSITY  
OF MONACO

# MONACO MBA

A TAILOR-MADE EDUCATIONAL PROGRAM

FOR EXPERIENCED MANAGERS

## THE INTERNATIONAL UNIVERSITY OF MONACO

IS A PRIVATE MULTIDISCIPLINARY HIGHER EDUCATION INSTITUTION FOUNDED IN 1986 IN THE PRINCIPALITY OF MONACO. ITS PROGRAM PORTFOLIO INCLUDES BACHELOR'S, MASTER OF SCIENCE, MBA, AND DBA DEGREES. IT FOCUSES MAINLY ON THOSE AREAS OF EXPERTISE CLOSELY ASSOCIATED WITH MONACO: THE MANAGEMENT OF HIGH-VALUE-ADDED SERVICE ACTIVITIES, ESPECIALLY IN THE LUXURY AND FINANCE SECTORS.

## MONACO MBA WELCOME TO IUM

Opting to pursue an MBA is a significant decision in life. Selecting the right one is even more of a challenge. This choice can make a difference to one's personal growth and professional success in their career ahead. There are hundreds of business schools around the world offering an MBA and dozens of excellent programs in Europe. So the question arises, how to choose? Answers to this question should focus less on the school and more on the objective of the program.

Hence, the real question is, «**what do you want to achieve out of the MBA?**». If the idea is just to acquire the necessary business skills along with a diploma to prove it, then just about any accredited program will do. However, if someone wants to challenge themselves in an intensive program and emerge enriched with new skills, perspectives, and contacts, then one should consider the Monaco MBA. Set in the unique international environment of the Principality of Monaco, the Monaco MBA program experience stands apart from all the others.



DR. Marika TAISHOFF  
MBA PROGRAM DIRECTOR

IF YOU ARE LOOKING TO GROW, PERSONALLY AND PROFESSIONALLY, THROUGH AN IMMERSIVE AND MULTICULTURAL EXPERIENCE IN A UNIQUE LEARNING AND NETWORKING ENVIRONMENT, THEN THE MONACO MBA IS FOR YOU.

### ACCREDITATIONS



AACSB Accredited



AMBA Accredited

## THE MONACO MBA LEARNING JOURNEY



### THE HOW

1 program 2 delivery modes:

#### RESIDENTIAL & DISTANT

2 program durations:

**FULL-TIME** 10 MONTHS

**PART-TIME** 20 MONTHS

### THE MONACO MBA PILLARS

#### BUSINESS ENVIRONMENT

Understanding the Big Picture

#### BUSINESS MARKETS

Spotting and Growing Opportunities

#### FINANCE & OPERATIONS

Keeping Track and Staying the Course

#### PEOPLE

Identifying and Managing Human Resources

#### INTEGRATING IT ALL

Corporate Projects and Business Simulation

#### A STRONG EMPHASIS ON EXPERIENTIAL LEARNING

The experiential learning approach characterizes the entire curriculum, placing a strong emphasis on practical applications, real-world examples, and case studies throughout the year. This approach culminates in integrative components at the end of the program: the Corporate Consulting Project or the Entrepreneurial Business Plan, and the Business Simulation. These projects, which constitute the capstone of the MBA curriculum, provide students with the opportunity to address tangible, current challenges presented by companies. Students actively engage with relevant company executives, participating in strategic decision-making and offering recommendations.



THE MONACO MBA HAS  
MEANT CULTIVATING GLOBAL  
PERSPECTIVES, UNVEILING A  
MOSAIC OF DIVERSE EXPERIENCES,  
AND OFFERING US NEW CAREER  
OPPORTUNITIES

MBA STUDENTS & ALUMNI

# THIS PROGRAM IS FOR YOU IF:

- 1** You are thinking about switching your career or exploring a new industry?
  - Expand your management skills and discover new opportunities with the help of our extensive network of alumni and industry pros.
  - Get connected with first-rate managers from various industries who will be your mentors along the way.
- 2** You want to boost your career but stay in the current sector?
  - Dive into this program to deepen your understanding of strategy and become an expert in your industry.
  - Get personalized sessions with dedicated career coaches to fine-tune important soft skills.
- 3** You are an entrepreneur or dreaming of becoming one?
  - Join Monaco's vibrant ecosystem, where you'll rub shoulders with companies playing on a global scale, giving your business dreams or projects a serious boost.
  - Exchange ideas and experiences with your fellow entrepreneurs, both in and out of the classroom.



Studying for my MBA at IUM has been an enriching and transformative experience, even while doing it part-time and remotely from New York City. The program's blend of real-world curriculum, intuitive technology, and global perspective has been exceptional. The comprehensive curriculum seamlessly integrates theory with practical applications, ensuring relevance in today's business landscape. Despite the distance, the remote learning experience has been effective, with interactive virtual classrooms facilitating communication and collaboration. The international perspective provided by professors and classmates from around the world has broadened my horizons and enhanced my approach to business challenges. Networking opportunities, virtual events, and webinars have connected me with professionals across sectors, supported by the university's extensive alumni network. Despite the physical distance, the support system at IUM is robust, with readily available guidance from professors and efficient administrative coordination. Pursuing my MBA at IUM has deepened my understanding of business and equipped me with tools for success in the global market, all while balancing work and personal life. It's been an exceptional experience, proving that distance is no barrier to a world-class education.

**CONNOR WOLFARTH**  
MBA STUDENT

# THE MONACO MBA LEARNING JOURNEY

## PROGRAM DESCRIPTION

IUM's Master of Business Administration program – the Monaco MBA – is a postexperience Master level program for candidates who have already acquired managerial experience. It prepares individuals for high level management careers by immersing them in a truly multicultural learning environment and emphasizing the practical applications of management theories and disciplines.

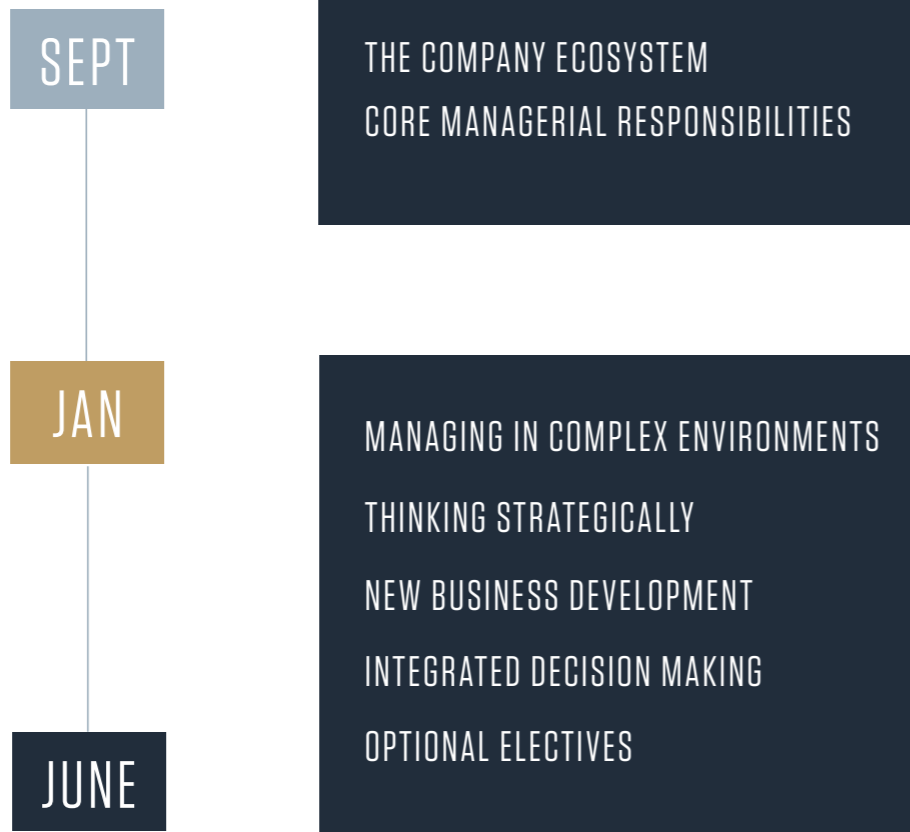


### THE MONACO DIFFERENCE

Leveraging its exceptional location and environment, as well as the prestigious image of the Principality of Monaco, IUM offers a distinctive learning environment that merges the advantages of a small scale with global connectivity, cultural diversity, and an entrepreneurial mindset.

### MBA FULL-TIME 10 MONTHS

PERSONAL & PROFESSIONAL DEVELOPMENT



### MBA PART-TIME 20 MONTHS

PERSONAL & PROFESSIONAL DEVELOPMENT



# CAREER DEVELOPMENT

## THE MBA MENTORSHIP PROGRAM

For more than ten years, the International University of Monaco has been offering a unique Mentorship Program for its MBA students. This Mentorship Program creates direct links between Monaco's dynamic business and entrepreneurial community and the MBA's internationally diverse and professionally experienced student body. Thanks to this program, you have the exceptional experience of benefitting from the guidance, insight, and knowledge of CEOs, top executives, and successful entrepreneurs from various sectors and countries.

### THE MONACO MBA IMPACT

EXAMPLES OF POSITIONS HELD BY MBA STUDENTS, BEFORE ATTENDING THE MONACO MBA AND AFTER

#### PREVIOUS JOB POSITION

BUSINESS MANAGEMENT CONSULTANT

OPERATION MANAGER

RETAIL DIRECTOR

SALES DIRECTOR

IT DIRECTOR

#### NEW JOB POSITION

DIGITAL TRANSFORMATION MANAGER

LEAN MANAGER

DIRECTOR RETAIL MULTICHANNEL

PARTNERSHIPS AND BUSINESS DEVELOPMENT

INFRASTRUCTURES, SUSTAINABILITY & GENERAL SERVICES



## CAREER DEVELOPMENT

A comprehensive schedule to guide students in their career planning and finding jobs is integral to the degree programs. The IUM Career Services organizes various activities to support MBA students progressing in the job market: Career Development Seminars, Individual Counseling Sessions, Students Profile Books, and the IUM International Business Days.

## INTERNATIONAL BUSINESS DAYS

The INTERNATIONAL BUSINESS DAYS are the main career event of the International University of Monaco, an exclusive opportunity for students to gain insights into different companies and industry sectors and meet recruiters. The 2022 IUM International Business Days gathered 80 companies and 600 students and Alumni.

One of IUM's goals is to give MBA students access to an international network of professionals and entrepreneurs during their studies and after that. The Monaco MBA marks an essential and exciting turning point in their career. Whether they aspire to move up the career ladder in their current field, change the industry, job function, or location, or become a successful entrepreneur, our MBA Career Center helps them turn their career ambitions into reality. We support each MBA student in shaping a career path in line with their personal goals that enable them to impact the world positively.

**SOPHIE DE LORENZO**  
CAREER SERVICES & CORPORATE RELATIONS DIRECTOR



Data refers to ay. 2021-2022

# TEACHING, MENTORING AND COACHING

## AT IUM,

we believe that the MBA experience should combine classroom learning with ongoing practical insights and guidance, and leadership development. As an MBA student at IUM, you will benefit from this integrated approach to management education. Faculty, mentors, and coaches will guide you throughout your MBA journey and frequently in your future career.

**DR. CAROLINE FRISENBERG**  
MBA CAREER COACH



## 1 FACULTY

As a member of the Monaco MBA, you will be taught by a distinguished and diverse group of faculty, including permanent faculty, visiting faculty from some of the top international business schools, and professionals. IUM's MBA faculty is as diverse and multicultural as its student body.

## 2 CAREER AND EXECUTIVE COACHES

A dedicated Career Coach is available to guide you in assessing your strengths and weaknesses, honing your interpersonal skills, understanding the recruitment market, developing your CV and presentation skills, marketing yourself, and pitching your business plan. Career Days, Networking Events, and International Business Days are all part of the professional guidance and support provided to you by our Career and Professional Services department.

## 3 MENTORS

According to the chosen specialization and industry focus, IUM students can become members of some business associations: Skål International Monaco (Hospitality and Tourism); MVCA (Monaco Private Equity and Venture Capital Association); YPY (Young Professionals in Yachting); Amis du Musée Oceanographique de Monaco, CREM (Club des Résidents étrangers de Monaco).

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Teaching in MBA programs is an exhilarating endeavor for faculty members. It requires embracing a forward-thinking approach, guiding MBA participants to cultivate their skills into distinctive competencies to navigate the challenges that lie ahead.

Teaching within the MBA-Monaco program elevates the level of challenge. In this unique context, the role extends beyond that of a traditional professor to that of a mentor. It involves imparting not only «know-how» and «know-when» but also, crucially, fostering a cultural osmosis.

The MBA program at IUM goes beyond conventional teaching methods; instead, we employ experiential learning to enhance the innate capabilities of MBA participants. This approach allows us to seamlessly integrate both residential and remote program attendees, mirroring the dynamic nature of contemporary business activities.

At IUM, our MBA participants are not mere students attending classes; they are trailblazers in the realm of business decision-making.

**DR. GUIDO MANTOVANI**  
DIRECTOR OF THE ECONOMICS  
AND FINANCE DEPARTMENT

# MBA CAREER DEVELOPMENT SEMINAR

## UNLOCKING PROFESSIONAL POTENTIAL

The MBA Career Development Seminar at the International University of Monaco is a dynamic and comprehensive program designed to equip MBA students with essential skills and insights for their professional journey. Through interactive workshops, webinars, and individual coaching sessions, participants gain valuable knowledge in interview techniques, strategic networking, and navigating the job market. The seminar, held regularly, serves as a catalyst for fostering meaningful connections between current MBA students, alumni, and experienced business professionals, creating a platform for career growth and development.



STRATEGIC CAREER GUIDANCE AND PERSONALIZED COACHING SOLUTIONS TAILORED FOR MBA STUDENTS TO ALIGN WITH THEIR INDIVIDUAL PROFILES



As an IT engineer at Société des Bains de Mer (SBM) in Monaco, this part-time MBA has been transformative. Balancing work and studies, I've applied real-time MBA insights at SBM, enhancing both my technical and strategic skills. The program's practical approach bridges technology with business, fostering immediate application and significant professional growth. Interacting with diverse industry experts enhances my understanding and opens new avenues for collaboration, profoundly impacting my career and contributions at SBM.

LUXMANN SELLAPPAH  
SINNATHAMBI  
MBA STUDENT



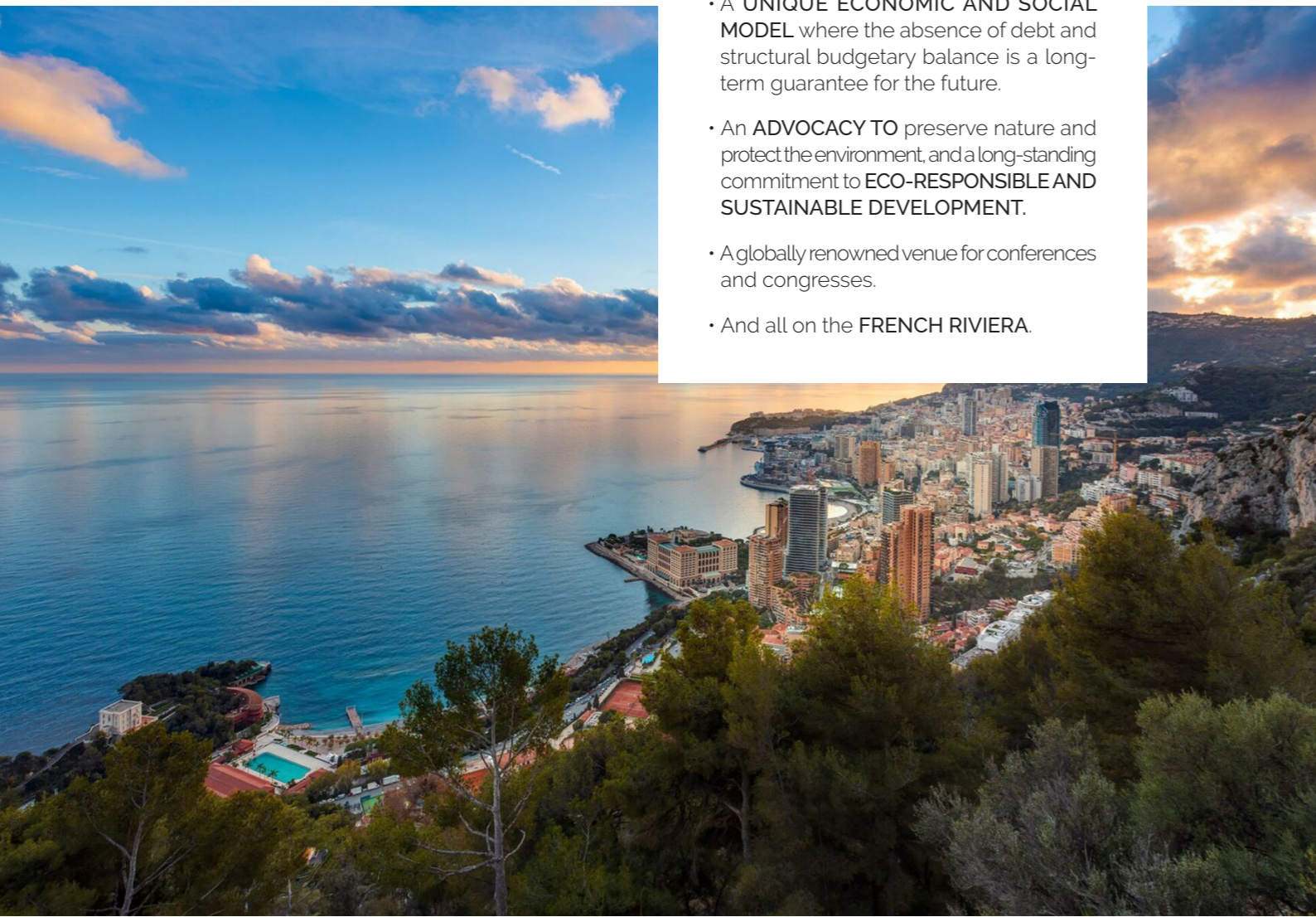
# MONACO ECOSYSTEM

The Principality of Monaco, located between France and Italy on the French Riviera, is a dynamic and multicultural environment where students can learn and experience the finance, sport, and luxury industries at the highest level.

THE PRINCIPALITY OF MONACO:  
A PLACE HUNGRY FOR NEW IDEAS,  
DISRUPTIVE STRATEGIES AND  
INNOVATIVE BUSINESS MODELS

## MONACO'S GLOBAL APPEAL

- A **SOVEREIGN STATE** that is neutral and independent, a role model country with stable institutions.
- A dynamic and multi-business **ECONOMIC HUB**: international trade, the service sector, tourism, real estate, construction, and engineering, the banking and finance sector are the pillars of the Principality of Monaco's economy.
- An unparalleled opportunity to meet with the **DECISION-MAKERS** and successful entrepreneurs based in the Principality of Monaco.
- A **UNIQUE ECONOMIC AND SOCIAL MODEL** where the absence of debt and structural budgetary balance is a long-term guarantee for the future.
- An **ADVOCACY TO** preserve nature and protect the environment, and a long-standing commitment to **ECO-RESPONSIBLE AND SUSTAINABLE DEVELOPMENT**.
- A globally renowned venue for conferences and congresses.
- And all on the **FRENCH RIVIERA**.



## MONACO FIGURES

**5,600** COMPANIES

**125** NATIONALITIES

**100%** THE SAFEST  
PLACE IN THE WORLD

**39,000** RESIDENTS

**+600** EVENTS  
IN MONACO PER YEAR

THE GROSS DOMESTIC PRODUCT (GDP) IN MONACO WAS WORTH 8.6 BILLION US DOLLARS IN 2021, ACCORDING TO OFFICIAL DATA FROM THE WORLD BANK AND PROJECTIONS FROM TRADING ECONOMICS.

# HISTORY & VISION

## THE INTERNATIONAL UNIVERSITY OF MONACO

IS A PRIVATE INSTITUTION OF HIGHER EDUCATION FOUNDED IN 1986 IN THE PRINCIPALITY OF MONACO.

Its program portfolio includes Bachelor, Master of Science, MBA, and DBA degrees. It focuses mainly on those areas of expertise closely associated with Monaco: the management of high value-added service activities, especially in the luxury and finance sectors. This approach has allowed IUM to differentiate itself and achieve continuous growth, with student enrollment figures more than doubling in the past few years. Integration within OMNES Education, the French leader in private higher education, has undoubtedly contributed to this evolution.

Notwithstanding this growth, IUM, much like the Principality of Monaco itself, remains an intimate, human-scale business school with a profoundly multicultural outlook. With more than 70 different nationalities in its student body, a result of its international marketing and recruitment approach, IUM encourages interactions and exchanges among students from around the world.

## MISSION STATEMENT

IUM educates highly skilled and responsible business leaders from all over the world in the fields of high-value activities, particularly in Luxury, Hospitality, and Financial Services.

IUM offers outstanding teaching in its small, connected, stimulating, cross-cultural environment fostering an entrepreneurial spirit, collaborative work, experiential learning, and mutual understanding among students, faculty, and staff.

IUM stands for educational quality through research devoted to the advancement and dissemination of management knowledge in high-value activities to improve managerial practices. It conducts its research activities in close connection with the local and international business community, encouraging innovation, corporate social responsibility, and sustainable development.

IUM contributes to the internationalization of the academic institution to which it belongs, OMNES Education, and to the Principality of Monaco's attractiveness and dynamism.

# ADMISSION PROCEDURES

WE STRIVE TO SELECT A DIVERSE STUDENT BODY, ONE THAT NOT ONLY REFLECTS A VARIETY OF BACKGROUNDS, CULTURES, AND NATIONALITIES BUT THAT REPRESENTS A WIDE RANGE OF PERSONAL INTERESTS AND PROFESSIONAL AMBITIONS. WE SEEK APPLICANTS WITH HIGH POTENTIAL FROM ALL OVER THE WORLD WHO WISH TO SHARE THEIR TALENT AND DREAMS WITH THEIR COMMUNITY.



## ADMISSION REQUIREMENTS

- A Bachelor degree
- At least 3 years of professional experience
- English proficiency

## 1. APPLY ONLINE



## 2. UPLOAD THE REQUIRED DOCUMENTS

- Online Application
- Letter of motivation
- Letter of recommendation
- University degrees and official transcripts
- CV
- Passport or ID card copy
- ID picture
- Proof of English proficiency (TOEFL, IELTS, Cambridge)
- 80€ application fees

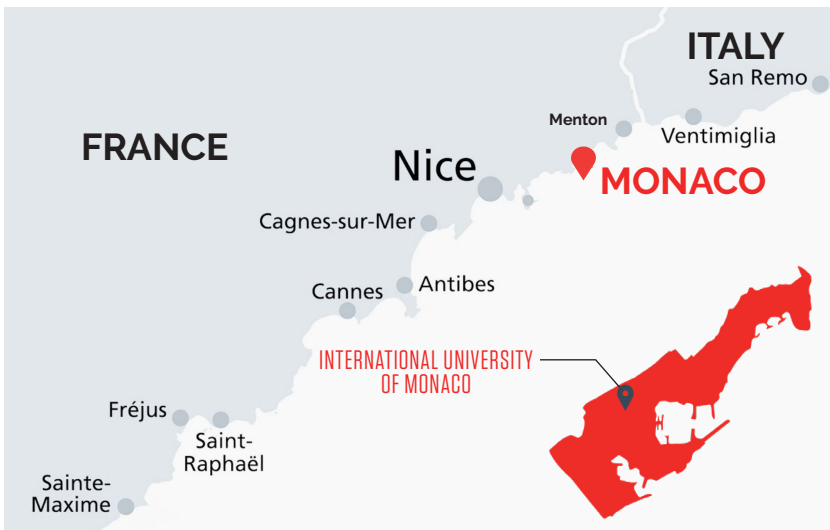
## 3. INTERVIEW

Teams

## CONTACT US FOR FURTHER INFORMATION

Call us:  
+377 97 986 996

Send us an email:  
admissions@monaco.edu



[WWW.MONACO.EDU](http://WWW.MONACO.EDU)

# MEET US

**IUM**  
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98000 Monaco

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Send us an email:  
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40,000 STUDENTS

200,000 ALUMNI

15 SCHOOLS  
Paris, Lyon, Bordeaux, Beaune, Chambéry,  
Rennes, Marseille, Geneva, Lausanne,  
Monaco, London, Munich, San Francisco,  
Abidjan, Barcelona

19 CAMPUS IN FRANCE AND  
ABROAD

100+ NATIONALITIES

BUSINESS INCUBATORS

10,000 PARTNER COMPANIES

350 PROFESSORS

3,000 EXPERTS

150,000 ALUMNI

OMNES Education, a leader in private higher education, is the only French Group that offers a wide range of the main fields of higher education and research: Management, Engineering, Political Science and International Relations, Communication, and Advertising.

Our commitments:

- Make our graduates key players in the global transformation
- Develop the employability of our students

Our degrees:

- Bachelor, BBA,
- Master, MSc, MS, MBA, DBA, Ph.D.

Our DNA:

- Entrepreneurship, adaptation, innovation
- Located in the heart of cities, our schools offer a unique student experience

Our values:

- Multicultural, respectful of diversity, the OMNES Education Group ranks 1st in France in the UI GreenMetric ranking in CSR.