





Eduniversal World Convention



**Innovative models of development for
business schools**

17 October 2012

Lima, Peru



The IE Story



- IE Business School was **created in 1973** by a small group of Spanish entrepreneurs.

- They envisioned a **dynamic and innovative business school** driven by **academic excellence and an entrepreneurial mindset**.

- IE is committed to training and developing a diverse group of future leaders with **a truly global perspective**, and a focus on creating a sustainable world.

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IE Values



- Diversity
- Innovation
- Humanities
- Entrepreneurship
- Corporate Social Responsibility

Diversity



Student Body

98 nationalities on campus

More than 90% of international students in English programs

Come from small/mid-sized companies, multinationals, or own entrepreneurial ventures

Faculty professors

109 full-time professors

Over 400 part-time professors

93% PhDs

33% women

Full-time professors maintain ties to the business world through leading edge research and consultancy

Innovation



We are specialists in detecting the latest trends and quickly responding to the changing needs of the business world by means of:

Technological innovation incorporated into teaching techniques. Blended Programs started in 2001. Multimedia cases and materials: openmultimedia.ie.edu

Innovative research projects & centers

- International Center for Entrepreneurial Management.
- Center for Diversity in Global Management.
- IE/PwC Center for the Financial Sector.
- Center for Corporate Governance.





Innovation

Renewal of course content every year in order to incorporate the latest trends in management tools and models.

Also very fast launching programs, many times with international partners.

Incorporated humanities as a core value.

Very intensive use of social media and digital marketing: SEM, SEO.

Promotion of a culture of constant change and innovation : the only thing that is permanent is change itself.

Innovation is part of the DNA of the institution.

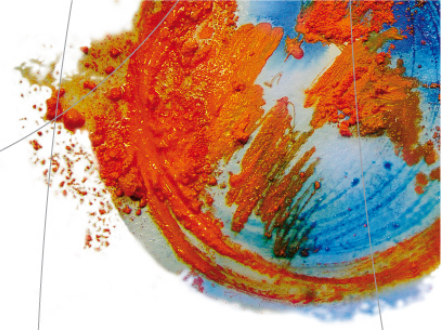


IE University

Bologna brought the possibility of expanding the highly successful IE model to undergraduate level and to new fields of knowledge

Unusual evolution: from Business School to University

International learning environment





Segovia Campus





IE University

- Students from 64 countries
- 65% international students
- Humanities, ethics & business
- Internships
- High-tech



Humanities



The Humanities allow tomorrow’s managers to enhance their analytical skills, **critical thinking**, use of imagination, willingness to take risks and their abilities **to lead cross-cultural teams** in global organizations.

“Diversity and innovation are drivers of change – humanities strengthen core values for times of change”

Entrepreneurship



International Center for Entrepreneurial Management

Entrepreneurship is a core
course in all MBA and most
Master Programs

Development of Business Plan

Over 200 tutors guide students'
business plans

25% of alumni are active
entrepreneurs

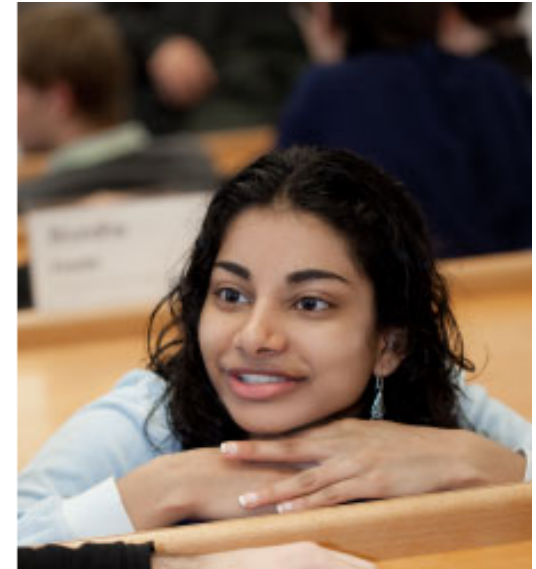


Corporate Social Responsibility

Corporate Social Responsibility at IE focuses on our core strengths of **innovation, diversity, and entrepreneurship.**

Unique CSR Initiatives:

- IE Social Responsibility Forum
- EcologIE
- The Hub Madrid
- PriceWaterHouseCoopers/
IE Public Sector Center
- Training and Mentoring Program
for Women-led Business
- The MET Program



International recognition

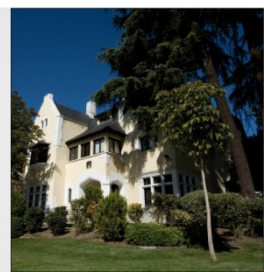


Triple Crown Accreditation



Internationalization at IE

- Internationalization has been part of IE' s identity since its inception.
- From a “natural market” to a global school.
- The last 15 years have been decisive in this process in the business school, and in the law school.
- The internationalization process of new programs and of IE University has been much faster.



International Strategic Alliances

- Brown University (IE Brown Executive MBA)
- University of Chicago Booth School of Business (GSMP)
- The Fletcher School of Law and Diplomacy (dual degree)
- Northwestern University Law School (joint Executive LLM degree)
- MIT Sloan School / MIT School of Engineering
- Wharton Global Consultancy Practicum
- Tuck School of Business, Dartmouth College (Executive Education)
- IE Berkeley and IE Brown International Postdoctoral Teaching Fellowship on the Humanities
- Sogang University (dual degree)
- KAIST (dual degree)

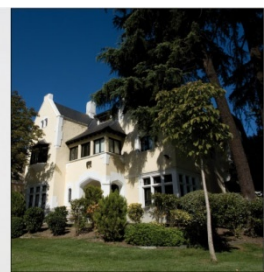


Transformation in the 2000s

	1999-2000	2009-2010
Number of Students	1,579	2,107
% Spain in all Programs	85%	44%
% in International MBA	53%	5%
% Latin America	19%	14%
% Europe	24%	29%
% North America	4%	20%
% Asia-Pacific	0%	18%
% CIS	0%	4%
% Africa & Middle East	0%	10%
Nationalities on Campus	28	89
Programs run in English	1	17
% International Faculty	35%	54%

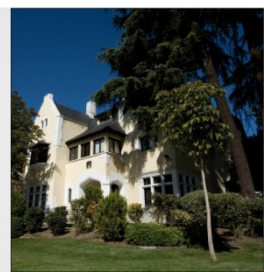
Latest numbers

- Nationalities on campus have increased to 98. Alumni are present in 131 countries. Spanish students represent 39% of the master students.
- Growth in several emerging regions. Over last five years:
 - Middle East and Africa: 428%
 - Asia-Pacific: 254%
 - Central and Eastern Europe: 129%



International Development

- First international offices were opened in Latin America in 2000. New York office followed in 2001.
- Shanghai office in 2004.
- In 2006 a new structure was put in place, comprised of 5 world regions that include 25 offices. Recent additions are Istanbul and Sydney. Significant increase in number of applicants and students.
- Offices focused on promoting programs in city and country, initiating admissions processes and organizing alumni activities.





IE Offices around the world

25 offices



IE PARTNERSHIPS AROUND THE GLOBE



IE BUSINESS SCHOOL: 74
IE UNIVERSITY: 56

