

INTERNATIONAL mba

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Our mission

“To help students become competitive and upstanding leaders and professionals who possess excellent critical thinking skills and an international vision of the world. We strive to strengthen skills and values through education and research.”

Benefits of this program

If you are a professional who is seeking an opportunity to study outside of Peru, this is the right program:

1. You will be immersed in an international environment while studying in English, building an international network, and developing friendships with people from around the world.

2. You will enjoy the best of two worlds and receive a dual degree conferred by ESAN and a partner university.
3. When you choose a double degree, being admitted to the International MBA means you are on your way to fulfilling the admission requirements at one of our partner universities.

You will have an advantage during the admissions process at these universities because ESAN will sponsor your application (*).

(*). The final admission's decision will be taken by the partner university.



Knowledge acquisition

After successfully completing the program, graduates will be able to:

- Apply and use basic concepts and tools related to: business strategy, marketing, finance, human resources and information technology to improve their performance in any business around the world.
- Utilize managerial tools optimally.
- Make on-target decisions and analyze problems effectively.
- Work as a leader or a team member.
- Demonstrate commitment to social responsibility and ethics.
- Analyze capabilities of both businesses and individuals.
- Sustain a global vision of business.
- Demonstrate considerable proficiency in English.

International approach

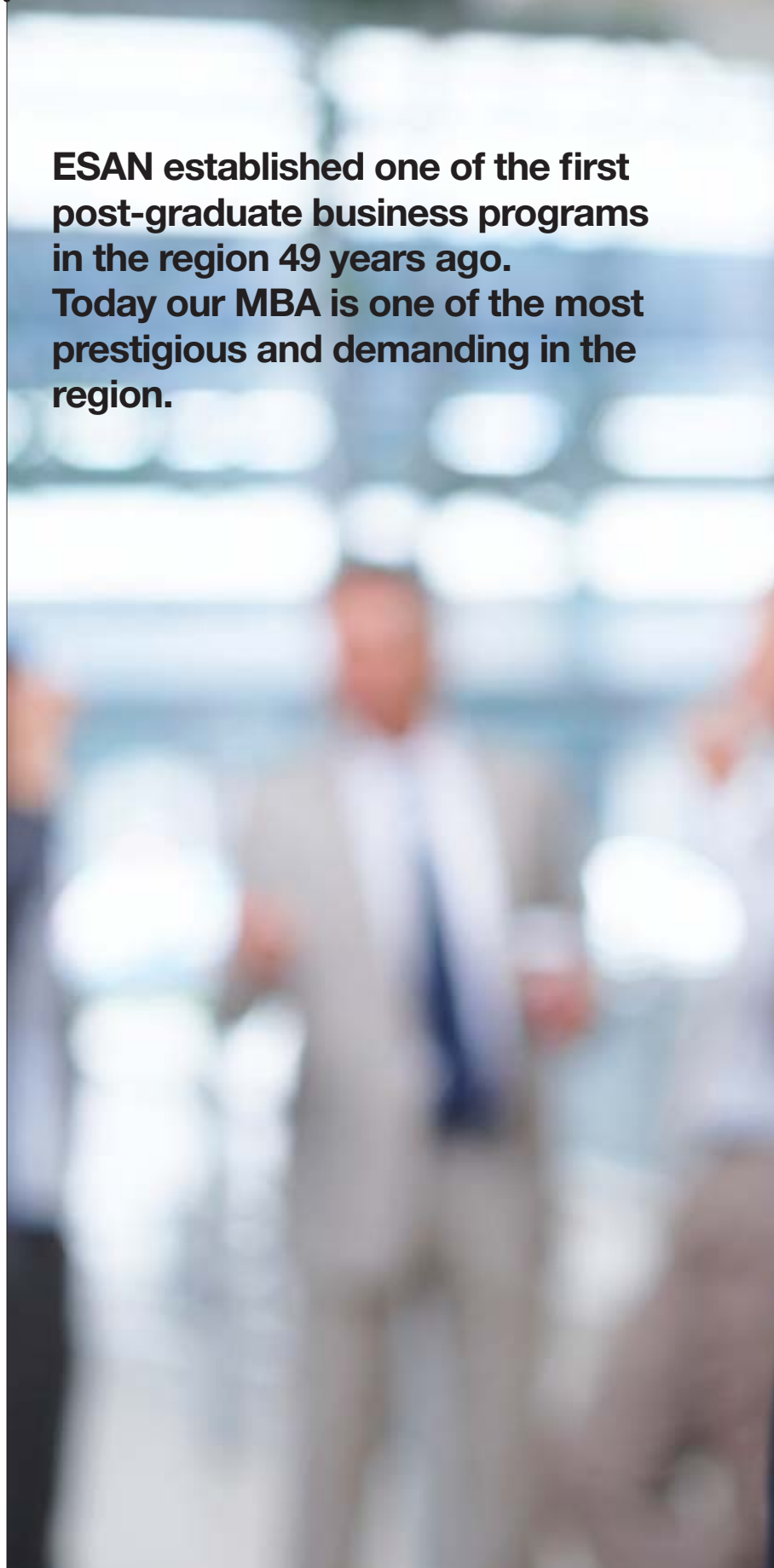
This unique program promotes international and intercultural understanding.

International MBA graduates will be on the cutting edge of international education and business. They will:

- Extend their network to include professionals from around the world.
- Expand their vision of doing business.
- Have access to international job opportunities.
- Hone their English skills for use in academic professional environments.

This is where you start... your journey to a world with no frontiers.

The first step to obtain this International MBA starts in Peru. ESAN, one of the most prestigious academic institutions in Latin America, will provide you with a top-notch academic experience.



ESAN established one of the first post-graduate business programs in the region 49 years ago. Today our MBA is one of the most prestigious and demanding in the region.



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The program's mission

One of the main objectives of the program is to develop an international environment where exchange students and double degree candidates have to opportunity to acquire essential management skills. Students will learn to apply their knowledge in multiple contexts while interacting with multi-cultural students and building a network outside of Peru. Once they have completed the program, participants will be prepared to succeed both locally and internationally.



The program's characteristics

INNOVATIVE CURRICULUM

The International MBA curricular structure is dynamic and is constantly reviewed and adapted to meet the business world's changing scenarios and requirements. ESAN's International MBA Program curriculum is much more than the sum of its parts.

ACADEMIC STRUCTURES THAT RESPOND TO REAL WORLD NEEDS

ESAN's International MBA is a challenging program that is known for its grounding in real world scenarios. Its intensive courses mirror real life situations and demand daily preparation and permanent group work. Our students discover the importance of teamwork in reaching productive goals and achieving excellence in their lives and organizations.

QUALITY OF STRATEGIC ALLIANCES

The strength of ESAN's International MBA is rooted in the quality of its education and professional alliances. These ties create an environment rich in cross cultural interaction and permanent debate.

In this scenario, both student and faculty interaction are equally important.

To fortify the quality of its alliances, ESAN has agreements with top-notch institutions around the world.

ALUMNI UPDATE

ESAN's graduates are on the cutting edge of advances in management.

ESAN's International MBA offers opportunities for continuing education as well as access to conferences and seminars. This program is unique in the region and its participants are always a step ahead.

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The program's curriculum

The International MBA's curriculum is dynamic. It is constantly reviewed and adapted to the needs and requirements of The world of business.

FIRST TERM				Cred.	Ses.	Hrs.	
Critical Thinking	1.5	10	15				
Managerial and Cost Accounting	3.6	24	36				
Quantitative Analysis for Management	3	20	30				
Leadership and Organizational Behavior	3	20	30				
Managerial Economics	3.6	24	36				
TOTAL	14.7	98	147				
SECOND TERM				Cred.	Ses.	Hrs.	
Operations and Supply chain management	3	20	30				
Marketing Management	3	20	30				
Managerial Finance	3.6	24	36				
Human Resource Management	3	20	30				
Management of Information Systems	3	20	30				
Elective course 1	1.5	10	15				
Elective course 2	1.5	10	15				
TOTAL	18.6	124	186				
THIRD TERM				Cred.	Ses.	Hrs.	
Managerial Decision Making	1.5	10	15				
Business & Government	1.5	10	15				
Strategic Management	3	20	30				
Business Simulation Game	1.5	10	15				
Evaluating Investment Projects	1.5	10	15				
Business Environment	1.5	10	15				
Ethics and Social Responsibility	1.5	10	15				
Managerial Competencies	1.5	10	15				
Global Management	1.5	10	15				
Elective course 3	1.5	10	15				
TOTAL	16.5	110	165				
FOURTH TERM				Cred.	Ses.	Hrs.	
Thesis Methodology Seminar	1.5	10	15				
(A) Business plan	1.5	10	15				
(B) Applied Research	1.5	10	15				
4 Courses equivalent to specialization established by the Program	15	100	15				
International Trip	2	20					
Thesis	8	54					
TOTAL	26.5	184	30				
PROGRAM				TOTAL	76.3	516	528

Core courses

Our mandatory courses or core courses have been designed with benchmarks from the best business schools in the world. The objective is to provide students with solid academic and practical experience. Students will have the tools to make excellent management decisions in different functional areas of an organization.

MANAGEMENT AREA

Leadership and Organizational Behavior

Analysis and comprehension of the human factor through studies of group and individual behavior. Participants will systematize and compare their individual experiences with findings in the social sciences and organizational theory. This course will focus on developing the practical skills that managers need in this area.

Human Resources Management

This course will present the foundations and challenges of the managing a modern staff and focus on other key concepts, techniques and processes in this dynamic area.

Strategic Management

The course will break parochial paradigms to redefine strategic options. After completing this course, the participant will be able to conceptualize of value on a regional or global plane.

ACCOUNTING, ECONOMY AND FINANCE AREA

Managerial Finance

Participants will be given the tools to develop and evaluate investment projects and make decisions to increase the company's value in the Peruvian financial market.

Managerial and Cost Accounting

The course introduces the fundamentals of financial accounting. It focuses on the adequate use of cost accounting information in budget processes as a tool for economic management and business control. At the end of the course participants will understand the fundamentals of costs accounting and will be able to apply methods for budget development and control during decision making process.

Managerial Economics

Students will learn to recognize the relationship between concepts and relevant principles of economic theory and business management. This knowledge will help managers effectively analyze day-to-day events in business scenarios. The course also examines economic factors that limit an organization's growth and management.

Business & Government

This course will give students an overview of political and economic determinants in the region and around the world. Students will learn how these factors affect the activities and development of companies, government institutions and other organizations.

Evaluating Investment Projects

This course aim to provide students with concepts and tools to develop and to evaluate an investment project and suggest alternatives for financing.

MARKETING AND INTERNATIONAL BUSINESS AREA

Marketing Management

Participants will become familiar with marketing principles, tools and generic strategies for different market sectors.

Global Management

The course will help students understand the effects of international development; the impact of globalization and international business; theories and institutions of commerce and investment; schemes to compare environments; strategy; structure and global implementation; as well as international operations management.

OPERATIONS AND INFORMATION TECHNOLOGY AREAS

Quantitative Analysis for management

The course will introduce basic concepts and methods relative to statistics for business. Students will develop analytical and quantitative skills to solve management problems; apply concepts and techniques to transform data into information for decision making; and interpret reports about different aspects of management.



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Management of Information

This course gives students a basic grounding in information systems and internet and focuses on the impact both have on organizations. Students will learn the strategic nature of IT and the value it generates. The course will also focus on the elements that must be considered when making decisions about technology.

Operations and Supply Chain Management

The course offers the fundamentals, theories, and instruments for adequate supply chain management. The supply chain specialist must process constant requests from different areas of an organization and must be capable of making financial projections; effectively managing human resources; and generating low-cost efficiencies.

Management skills program

The Management Skills Program focuses on helping students develop essential management skills. Students are evaluated on the first day of class to identify their skill level at the beginning of the program. The results of this initial diagnostic will be compared with those obtained throughout the MBA program.

A series of workshops will be held during this period as a complement to the curriculum.

WORKSHOPS

Socialization and Group Formation

This workshop will focus on how work groups are structured. It will be held prior to the first day of class and marks the beginning of the first stage of the MBA program.

Managerial Skills

The objective is to evaluate students' management skills at the beginning of the program.

Developing Managerial Skills

After the initial evaluation, a series of workshops will be held to develop and strengthen skills.

Critical Thinking

This course will help students rediscover their capacity for critical, questioning thought. They will learn why people resist unlearning old patterns and will learn to review and abandon paradigms; learn from difficulties; tolerate uncertainty; and resist the temptation to over-structure.

Business Environment

This course analyzes the environment in which companies operate in national and international contexts in the global economy; it looks at how companies adapt to new global trends to ensure viability.

Making Management Decisions

This course will help students gain a better understanding of how organizations make decisions. It will examine the aspects involved in decision making and how this process may differ from organization to organization.

Business Simulation Game

The course will develop management skills by focusing on decision making in competitive contexts with time and financial constraints. It will also focus on communications and reporting. Students will learn how their decisions affect the business environment and influence the decisions made by other organizations.

Ethics and Social Responsibility

This course examines the concepts and framework of analysis used to determine an organization's responsibilities to its shareholders. It evaluates cases of businesses that are in the process of implementing CSR programs.

THESIS METHODOLOGY

Thesis Methodology for Business Planning

This course will teach students about the main tools used to evaluate potential business ideas. Students will learn methods for business planning; assess the feasibility of promising ideas; and review aspects of processes to implement business plans.

Thesis Methodology for Applied Research

The course aims to provide a methodological framework to help students write their thesis. It reviews methods for qualitative and quantitative research and their application.



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Emphasis on international Business

These courses aim to develop and enhance our students' knowledge of International Business and will be taught during the third and fourth period of the program. Students will develop their capacity to analyze global contexts to take advantage of opportunities on the international scene. These courses will examine international operations from a procedural and IT perspective.





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INTERNATIONAL APPROACH

INTERNATIONAL WEEK

The International Week consists of five days of intense study. During this period ESAN's campus will host graduate students from different cities in Peru and around the world. Participants will have the opportunity to learn about the latest developments in management from prominent international professors.

During International Week, ESAN hosts professors from prestigious universities in the United States, Europe, Asia and Latin America, including the University of Michigan, the University of Colorado, Arizona State University, ESADE, Louvain University, Getulio Vargas Foundation, the University of Chile.

EXCHANGE PROGRAMS

ESAN's MBA programs host students from around the globe. Since the year 2000, ESAN has received more than 120 international students. The MBA program also offers students the opportunity to participate in exchange programs at more than 70 top universities around the globe.

What does the exchange program entail?

- The possibility of attending one of the select foreign universities (in the third or fourth term of the program) that are part ESAN's institutional agreements.
- All courses taken abroad are validated in Peru.

Application Requirements

- Good performance at ESAN (students should be in the top third of the class).
- Language proficiency, according to the destination country. Participants require a document that indicates that they have achieved at least an intermediate level of proficiency.

Investment

- No additional payments are required beyond local tuition.
- Participants will cover their expenses abroad (travel tickets, insurance, lodging, etc).

Partner Universities Worldwide

Africa

- » University of Witwatersrand, Wits Business School, South Africa *

Asia and Middle East

- » Asian Institute of Management, Philippines*
- » China Europe International Business School (CEIBS)*.
- » Chinese University of Hong Kong*.
- » Hong Kong University of Science & Technology, HKUST Business School, China*.
- » Indian Institute of Management Ahmedabad*.
- » Indian Institute of Management Bangalore*.
- » Lahore University of Management, Pakistan.
- » Nagoya University of Commerce and Business Administration, Japan.
- » Nanyang Technological University, Nanyang Business School, Singapore*.
- » National University of Singapore Business School*.
- » School of Economics and Management Tsinghua University, Japan*.
- » School of Management, Fudan University, China*.
- » Tel Aviv University, Leon Recanati Graduate School of Business Administration, Israel*.
- » Thammasat University, Thammasat Business School, Thailand*.
- » Waseda University, Japan.

Europe

- » CERAM Sophia-Antipolis, France.
- » Corvinus University of Budapest (CUB), Hungary*.
- » Copenhagen Business School, Denmark*.
- » EDHEC Business School, France.
- » Escuela de Administración de Empresas, Spain.

- » European Business School, Germany.
- » Fundacio Parc D'Innovacio La Salle, Spain.
- » Groupe ICHEC ISC Saint Louis ISFSC, Belgium.
- » HEC School of Management, France*.
- » Helsinki School of Economics, Finland*.
- » HHL Handelshochschule Leipzig, Leipzig Graduate School of Management, Germany.
- » KULeuven-ETEW, Faculty of Economics and Applied Economics, Belgium*.
- » Pforzheim University of Applied Sciences, Germany.
- » RSM Erasmus University, Netherlands*.
- » Stockholm School of Economics, Sweden*.
- » The Norwegian School of Economics and Business Administration (NHH), Norway*.
- » The University of St. Gallen, Graduate School for Business Administration, Economics, Law and Social Sciences, Switzerland*.
- » The University of Warwick, Warwick Business School, England*.
- » Università Commerciale Luigi Bocconi, Italy*.
- » Universitat Ramon Llull, Spain.
- » Universität zu Köln, WiSo-Fakultät, Germany*.
- » Université Catholique de Louvain, Institut d'Administration et de Gestion, Belgium*.
- » Université de Savoie, l'Institute de Management, France.
- » Université Montesquieu-Bordeaux IV, France.
- » University of Economics, Czech Republic*.
- » Warsaw School of Economics (SGH), Poland*.
- » WHU Koblenz, The Otto Beisheim Graduate School of Management, Germany.
- » Wirtschaftsuniversität Wien, Austria*.

North America

- » Cornell University, Johnson Graduate School of Management, United States*.
- » Duke University, Fuqua School of Business, United States*.
- » Emory University, Goizueta Business School, United States*.
- » Florida International University, Alvah Chapman Graduate School of Business, United States.
- » Lehigh University, Iacocca Institute, United States.
- » McGill University, Canada*.
- » New York University, Leonard N. Stern School of Business, United States*.
- » The Indiana University, Kelley School of Business MBA Program, United States*.
- » The University of British Columbia, Sauder School of Business, Canada*.
- » The University of Texas at Austin, McCombs School of Business, United States*.
- » The University of Western Ontario, Richard Ivey School of Business, Canada*.
- » UCLA Anderson School of Management, United States*.
- » Université Laval, Faculté des Sciences de l'Administration, Canada.
- » University of Chicago, Graduate School of Business, United States*.
- » University of North Carolina at Chapel Hill, Kenan-Flagler Business School, United States*.
- » York University, Schulich School of Business, Canada*.

Latin America

- » Escola de Administração de Empresas de São Paulo da Fundação Getulio Vargas, Brasil*.
- » Escuela de Administración de Negocios de Educación Superior, Paraguay.
- » Instituto de Estudios Superiores de Administración (IESA), Venezuela*.
- » Instituto Tecnológico Autónomo de México (ITAM), Mexico*.
- » Monterrey Institute of Technology and Higher Education (ITESM), Graduate School of Business Administration and Leadership, Mexico*.
- » Pontificia Universidad Católica de Chile, Escuela de Administración, Chile*.
- » Universidad Externado, Facultad de Administración de Empresas, Colombia.
- » Universidad Torcuato Di Tella, School of Business, Argentina*.

Oceania

- » UNITEC Institute of Technology, New Zealand.
- » University of Melbourne, Melbourne Business School, Australia*.
- » University of New South Wales, Australian Graduate School of Management, Australia*.
- » University of Otago School of Business, New Zealand*.

(*) PIM Member



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Double degree

ESAN's International MBA offers students the opportunity to obtain a world-class dual degree. Participants study the first two terms of the program at ESAN's campus and complete the last two terms at one of the 7 prestigious partner universities abroad. This Double Degree option is offered by ESAN and one of its 7 partner universities worldwide.

At the end of the Program, participants will obtain an MBA degree from ESAN and a second degree from the international university.

Through this program, ESAN joins forces with several prestigious foreign universities to provide students with a unique academic experience that culminates in a Master's degree from both institutions.

The following partner universities participate in our double degree:

PARTNERS

Ecole Superieure de Commerce de Clermont / France

MIM - Master in Management

Florida International University / USA

MIB - Master of International Business

Groupe Sup de Co Montpellier / France

DESCM

Handelshochschule Leipzig / Germany

MBA - Master of Business Administration

ICHEC - Brussels Management School / Belgium

Master en Gestion de la Entreprise

IESEG School of Management, Lille Catholic University / France

MSc - Master Program in Management

University of Texas at Austin / USA

MBA - Master of Business Administration

How is the dual degree program structured?

The participant will complete half of the MBA program at ESAN and the other half at the double degree partner university. Upon completion of both segments ESAN confers an MBA degree and the partner university grants an MBA, Master of Management or Master of International Business depending on the structure of its program.

Application Requirements

- The participant has to finish the first half of the International MBA program at ESAN University prior to starting the other half at the partner university.
- Good performance at ESAN (preferably be part of the top third of the class).
- Language proficiency, minimum intermediate level.
- Other requirements of the partner university.

Investment

- Tuition for the dual degree program varies from university to university.
- Participants will cover their traveling and living expenses (travel tickets, insurance, lodging, etc).

MIM – Master of Management Groupe ESC Clermont

The mission of the Groupe is to educate students to be competent, open-minded, and responsible managers, to take risks, to innovate, and to work in a borderless context.

The ESC Clermont is one of France's leading business schools and its main degree program, the 'Diplôme de l'ESC Clermont' or 'Master in Management Degree' (MIM), is accredited by the French Ministry of Education, Research & Technology.

www.esc-clermont.fr

Master of Business Administration University of Texas at Austin

The University of Texas at Austin has earned its place as a leading business school by providing learning that connects the classroom to enterprise; exposure to world-class faculty that engages and inspires; and competitive insight gleaned from leading-edge research.

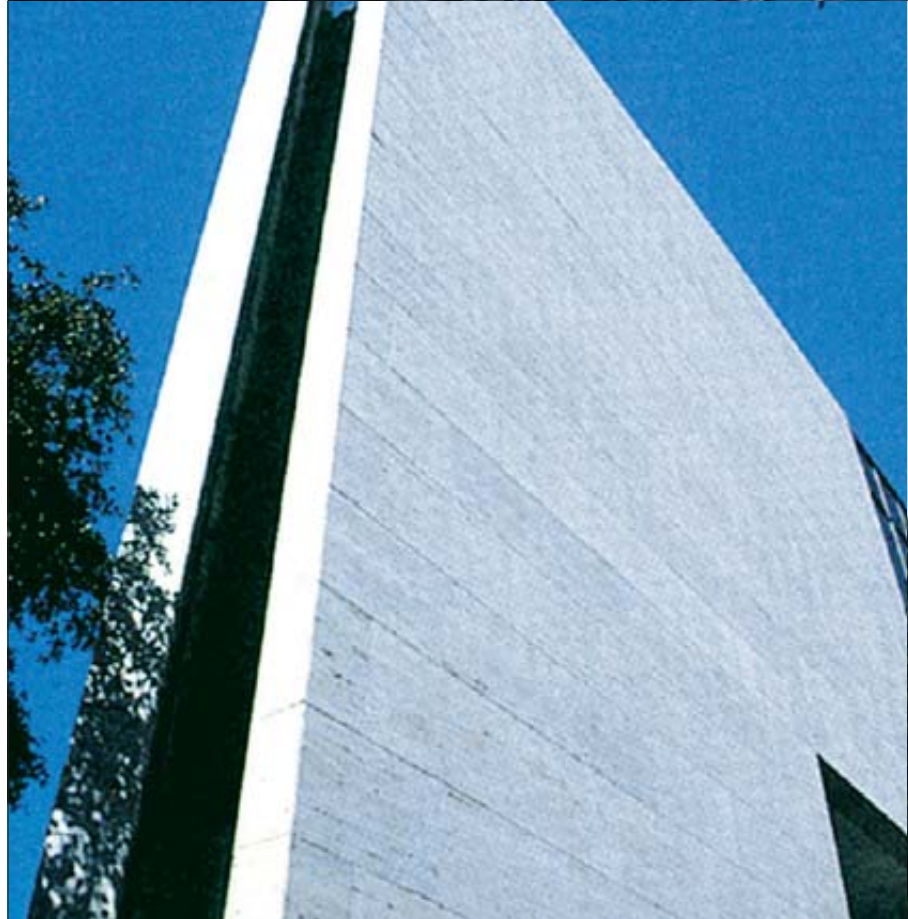
The University of Texas at Austin offers one exceptional MBA. McCombs School of Business faculty teaches all courses, preparing leaders to meet the demanding challenges of today's business world.

An MBA from the University of Texas at Austin propels career advancement and access to the McCombs MBA alumni network—a dynamic group of more than 16,000 business leaders worldwide. The Texas MBA is built around four key pillars to educate tomorrow's leaders:

Knowledge and understanding, responsibility and integrity, communication and collaboration, and a worldview of business and society.

www.mcombs.utexas.edu/MBA/

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Master of International Business Florida International University

The MIB program is a specialized degree focused on the key skills, behaviors and techniques required for students to succeed in the international marketplace. Although global in nature, it emphasizes the knowledge and abilities that are specific to doing business in The Americas.

The global character of the MIB program is inherent in its curriculum and in the diverse nationalities of the students enrolled in it. Because of the diversity of the student body, students continually share and learn from their multinational perspectives and experiences. In addition to the international business expertise of its faculty, the program features lectures and seminars by multinational, foreign, and U.S. based corporate business leaders.

CHAPMAN GRADUATE SCHOOL

The Chapman Graduate School was rated among the top 15 business schools in two categories — global management and operations— surveyed in The Princeton Review's second annual "Student Opinion Honors for Business Schools." The lists, which reflect the evaluations of 19,000 MBA students, appeared in the April 2010 issue of Entrepreneur magazine.

U.S. News & World Report's most recent rankings, titled "Best Business Schools 2011," placed the Chapman Graduate School at the 24th spot in the "Best Business Schools Specialty Rankings: International" category.

www.fiu.edu



DESCM Groupe Sup de Co Montpellier

The Montpellier Business School ESC has over one hundred years of experience in Commerce, Management and Administration education.

The Montpellier Business School is the only Group Grande Ecole of Management in the Languedoc-Roussillon region and is a member of the Conférence des Grandes Ecoles. The mission of the Group Sup de Co Montpellier is to train students to become socially responsible managers while endowing them with a strong entrepreneurial spirit and the ability adapt quickly to their professional context, whether local, national or international.

The higher education establishment of the

Training Centre (Pôle Formation) of Montpellier CCI, a member of the Conférence des Grandes Ecoles, has been authorised since 2004 to award Master's degrees. Montpellier ESC's purpose is to train specialist – generalist executives who can work immediately as managers, business founders and business acquirers.

www.supdeco-montpellier.com

Master Program in Management IESEG School of Management-Lille/Paris, Lille Catholic University

Established in Lille in 1964 and member of the “Conférence des Grandes Écoles”, (EFMD European Foundation for Management Development) and AACSB (Association to Advance Collegiate Schools of Business), which recognize the quality and excellence of the school. IESEG’s mission is to train and prepare future executives and leaders in the national and international corporate world while educating actors of change in a professional environment that is constantly changing and improving.

IESEG stands out for its excellent faculty; international dimension; and its highly selective national entrance exam. The IESEG Master’s Program has 8 fields of specialization: Marketing, Finance, Human Resource Management, Management of Information Systems, Operations Management, Audit-Control, International Negotiation and General Management.

www.ieseg.fr

Master of Business Administration Handelshochschule Leipzig (HHL)

HHL has been recognized by major international business publications as one of the leading business schools in Europe. At HHL we continue to build on our highly successful model and reputation for excellence. The full-time MBA Program at HHL was accredited by AACSB (2004, 2009) and ACQUIN (2009) and combines a focus on leadership with global experience. MBA is especially attractive for talented and ambitious participants who are seeking managerial positions in multinational corporations. It is designed to sharpen students’ interpersonal and analytical skills in addition to honing their general management skills.

Rankings:
In the university ranking published by the German magazine WirtschaftsWoche, HHL was ranked No. 12 nationwide. (Financial Times Masters in Management 2010 Ranking). The Aspen Institute features HHL in its 2010-2011 guide The Sustainable MBA: The Guide to Business Schools that are Making a Difference. In accordance with its mission to promote effective and responsible leadership, HHL offers a curriculum that focuses on social impact.

www.hhl.de





Master in Gestion of the Enterprise ICHEC – Brussels Management School

Located in downtown Brussels, which is one of Europe's capital cities, ICHEC School of Management stands out for its vocation to international business education. This strategic advantages offers students numerous opportunities.

The ICHEC School of Management has chosen to emphasize international management as one of its main academic Pillars and encourages students to acquire experience with other cultures, languages, and ways of learning. The school participates in a rich and dense network of foreign institutions that are joined together through cooperation agreements. ICHEC strives to combine rigorous scientific preparation with a truly operational education.

Thanks to internships, seminars and co-operative education, students become familiar with the world of business. ICHEC's faculty is staffed by 80 professors who are also well known practitioners in their fields. Our applied research centers and specialized schools provide an additional link between 'ICHEC' and the world of business.

www.esc-clermont.fr



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Renowned faculty

ESAN FACULTY

PhD Alberto Alexander Servat
PhD Lydia Arbaiza Fermini
PhD Alberto Bejarano Heredia
PhD Kurt Burneo Farfán
PhD Sergio Bravo Orellana
PhD Diego Cueto Saco
PhD César Fuentes Cruz
PhD Juan José Garrido Koechilin
PhD Jorge Guillén Uyen
PhD Kety Jáuregui Machuca
PhD Enrique Louffat Olivares
PhD Miguel Ángel Martín Mato
PhD Nancy Matos de Vallejos
PhD Genaro Mabute Mejía
PhD Alfredo Mendiola Cabrera
PhD Oswaldo Morales Tristán
PhD Luis Plazzon Gallo
PhD Edwin Quintanilla Acosta
PhD Otto Regalado Pezúa
PhD José Antonio Robles Flores
PhD Santiago Roca Tavella
PhD Jaime Serida Nishimura
PhD José Salinas Ortiz
PhD Martín Santana Ormeño
PhD Jorge Talavera Traverso
PhD Juan Timaná De La Flor
PhD Alejandro Toledo Manrique
PhD José Luis Wakabayashi Muroya
PhD Peter Yamakawa Tsujia
PhD (c) Alex Abdjar Cruz
PhD (c) Aldo Bresani Torres
PhD (c) Luis Felipe Calderón Mondoia
PhD (c) Cecilia Esteves Dejo
PhD (c) Ana Reátegui Vela
MBA Enrique Cárdenas Ojeda
MBA René Cornejo Díaz
MBA Sergio Cuervo Guzmán
MBA Patricia Gonzales Peralta
MBA Gonzalo Guerra-García Picasso
MBA Estuardo Lu Chang-Say
MBA Tomás Minauro Latorre
MBA María Rosa Morán Macedo
MBA David Ritchie Ballenas

MBA Germán Velásquez Salazar
MBA Percy Vigil Vidal
MBA Alberto Zapater Cateriano
MA Carlos Aguirre Gamarra
MA Wagner Montano Márquez
MA Narghis Torres Perez
Jorge Baraybar Cardini
Octavio Chirinos Valdivia
Eddie Morris Abarca
Armando Valdés Palacio

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PhD Ibere Arco e Flexa
PhD John Branch
PhD Julio Cerviño
PhD Etienne Cracco
PhD Urbi Garay Lunch
PhD Josep M^a Galí I Izard
PhD Virginia Lasio
PhD Ajay Manrai
PhD Horacio Meléndez
PhD Javier Reynoso
PhD Jaime Rivera Camino
PhD Christopher Robertson
PhD Tracy Tuten
PhD Otmar E. Varela
PhD Ajay Vinzé
PhD David Wernick





ALBERTO ALEXANDER SERVAT

PhD in Business Administration at University of Kansas. M.A. in Educational Administration from Northern Michigan University. He graduated from University of Lima with a degree in Business Administration.

ALEX ALBÚJAR CRUZ

Doctoral Candidate in Administration at ESADE, Spain. He has worked as a Project Director and CEO at ESAN University and has also been Operations Manager at Proinversion.

CARLOS AGUIRRE GAMARRA

Holds an MA in Finance from ESAN and an undergraduate degree in Economics. He has completed a Finance Specialization Program in Economic Regulation of Telecommunications and Bank Management.

LYDIA ARBAIZA FERMINI

PhD in Economics with a emphasis on Organizational Theory, WHU-Koblenz University, "Otto Beisheim Graduate School of Management", Germany. MBA, ESAN, Peru. Bachelor of Industrial Engineering from University of Lima, Peru.

JORGE BARAYBAR CARDINI

Holds a degree of Management Science from the University of Lima in Peru. He has completed the "CEO Program" at Kellogg College Graduate School of Management, Northwestern University of Chicago.

ALBERTO BEJARANO HEREDIA

PhD in Management Science, ESAN. He has more than twenty years of experience in the Post Graduate Education field. MBA. He holds a Bachelor of Electrical Engineering from National University of Engineering Peru.

SERGIO BRAVO ORELLANA

Doctoral Candidate in Management –ESADE, Spain. MBA, ESAN with a concentration in Finance at UCLA, Los Angeles California.

ALDO BRESANI TORRES

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KURT BURNEO FARFÁN

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Personal *Statement*



A year ago, I decided to come to Peru to complete the ESAN University - ISESEG School of Management double degree program. During my stay in Lima I had the opportunity to take different kinds of courses, both general and specific. After my experience at ESAN I completed my thesis on Social Responsibility.

One of the reasons I decided to come to ESAN was the chance to study in a professional context. In fact, I met participants who worked at many different types of organizations and had ample practical experience in the business world. This was highly enriching. Other important aspects of my decision to study at ESAN included its reputation for academic excellence, use of case methodology and team work. I also had the opportunity to participate in the two International Weeks, which allowed me attend classes with experienced professors from around the globe.

Peru is a beautiful country and Lima's multicultural landscape is particularly enchanting. Its location on the coast is ideal and provides a vantage point for travel to beautiful places in Latin America.

Finally, I would highly recommend the double degree program to all students around the world. This was an extraordinary year for me as a student and a person. I met really nice and generous people. Now I know I have true friends in Peru. This experience changed my life and I will never forget it.

SEBASTIAN LAHERE
Dual degree
ESAN - IÉSEG



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I wanted to study in Europe and had a particular interest in Germany because it is one of the largest economies in the region. Not surprisingly, Germany has a great education system. HHL is one of the leading business schools in Europe and the oldest in Germany. Its MBA Program offers interesting and high quality courses and provides opportunities to interact in a multi-cultural environment with students from India, the USA, Nicaragua, Venezuela, Mexico, China, South Korea, Spain, Romania, Pakistan, Afghanistan and of course Germany. I was exposed to different opinions and new ideas.

In terms of opportunities to experience the job market in Germany and the rest of Europe, HHL has a strong network with local and international firms. On a weekly basis, current students and alumni are given a comprehensive list of job positions and internships that are available at very well-known international firms such as JP Morgan, Audi, BMW, Deutsche Bank, P&G, VW, Puma, Adidas to name a few. Although most of these firms require candidates to be fully fluent in German, there are several opportunities for English speakers.

Living in Germany was a fascinating experience. I interacted with local people and was immersed in German culture. The MBA program at HHL offers several study breaks to allow students to travel around Germany and Europe. Something that surprised me about this country is the number of people who use bicycles. On the streets, bikes are as important as cars and pedestrians. You will have a unique MBA experience if you choose ESAN's International MBA in conjunction with the MBA program at HHL. You will enjoy it!

LUIS MANUEL VILLARREAL
Dual degree
ESAN - HHL

• **ESAN** Graduate School of Business





Why Peru?

Peru is located in western South America between Ecuador and Chile. It is the third-largest country in South America and is ranked among the world's 20 largest nations in terms of geographic extension. Its population is estimated at approximately 29 million. The main language is Spanish.

Peru is multiethnic with a broad mix of cultural traditions that are amply expressed in its art, cuisine, literature and music. The country is full of natural wonders and is home to some of the globe's most varied animal and plant species. Peru is ranked second in terms of the number of species of birds; third with regard to mammals and amphibians; fourth in biological diversity; and fifth in plants and reptiles. It is also home to hundreds of archaeological sites like Machu Picchu, the country's primary tourist attraction, and other popular ruins such as Chan Chan, Sipan, Kuelap, Nazca lines, Ollantaytambo, Caral and Sacsayhuaman. Peru's economy has experienced exponential and sustained growth over the last decade due to strong exports, fiscal surpluses and dynamic internal demand.

Lima

The country's capital is located at sea level on the central coast of Peru. Its population is estimated at about 9 million. Currently, 20 airlines offer more than 40 flights a day from Lima to major cities in Latin America, North America, Europe and Asia.

Lima offers multiple attractions: leading hotels, world-class restaurants, acclaimed museums, shopping centers, hot spots for adventure tourism and extraordinary archaeological monuments. In 1991, UNESCO named Lima's Historical Center a World Cultural Heritage site for its colonial architecture.

Students will have the opportunity to experience Peru's diversity by visiting exciting destinations, including pre-Colombian cities such as Pachacamac, (15 miles south of Lima) and superb colonial mansions and churches. Fans of archaeological remains will be impressed by remnants of various ancient civilizations, including the Incan Empire, Chavin, Moche and Nazca, which can be traced back to 3,000 years B.C.

The Peruvian cuisine is known for its originality and holds a Guinness record for offering the largest variety of typical food dishes. Currently there are more than 40,000 restaurants across the country, many of which have received accolades from internationally renowned food critics. In January 2006, during the Fourth International Summit of Gastronomy Madrid Fusion, held in Spain, Lima was declared the "Gastronomic Capital of the Americas".

There will be multiple opportunities for the most demanding palates to experience the variety and quality of Peruvian cuisine, which is a unique blend of foods from numerous European, African, Asian and Andean cultures.

Peru and New York share the same time zone (-5 hr GMT).

Lima enjoys pleasant weather all year long. Even in August, the winter season, the average temperature ranges from 58°F to 65°F. It almost never rains on the coast. In the summer (December-April), humidity decreases and temperatures fluctuate between 75°F and 84°F.

In the sierra, where Cuzco is located, there is a dry season from May to October and plenty of sunny days. The rainy season is from December to March.





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ESAN Graduate School of Business was founded on July 25th, 1963 through an agreement between the governments of Peru and the United States of America. Its organization and implementation were entrusted to Graduate School of Business of Stanford University, California.

ESAN is a non-profit, private Peruvian institution that is international in scope. It enjoys both academic and administrative autonomy. ESAN offers Master's Degree programs for executives and an array of academic and professional services. Moreover, within its decentralized management and based on its research, the institution also offers various programs to strengthen the capacities of local governments and small and micro enterprises.

When choosing among postgraduate programs, prospective students put a premium on quality. In this regard, ESAN has pushed ahead of its competition by becoming the first institution in Peru to receive international accreditation from AMBA, "Association of MBAs." This distinction is in recognition of its efforts to offer programs that meet high international standards.

ESAN is also a member of the AACSB, the Association to Advance Collegiate Schools of Business; the EFMD, European Foundation for Management Development; the PIM, Partnership for International Management; and is a founding member and the current executive head office of CLADEA, the Latin American Council of Management Schools.

ESAN has the largest number of agreements with top-ranked universities around the world. This ensures that students will have ample opportunities for international exposure through business and study trips, exchange programs and visits from foreign professors.

For the last 49 years ESAN, has been a leading business school in Peru. The strength of its programs and the excellence of its faculty are the basis for ESAN's vision to strengthen its leadership position in the region and the world.