

1-YEAR FULL-TIME **MBA**

2014

# employers' guide



FOR PEOPLE WHO JUST WON'T STOP



MILANO | ITALY

## FOR PEOPLE WHO JUST WON'T STOP.



**The SDA Bocconi**

*Our goal is to make SDA Bocconi School of Management the best partner for the professional and personal growth of our MBAs.*

**Bruno Busacca** | Dean  
SDA Bocconi School of Management

*It has been through the recruiting process that what I considered at the beginning of the MBA as something far away from my career goals became not only my internship experience, but my current job. That's what an MBA should be meant for, opening opportunities and guiding your future to unsuspected destinations: I can really say SDA Bocconi fully succeeded in this.*

Edoardo Bortolato | MBA 2012 | Italian  
Consultant, The Boston Consulting Group, Italy



- ➔ Why recruit your future leaders at SDA Bocconi
- ➔ MBA Class profile
- ➔ A very Full-Time, one-year MBA program
- ➔ Recruit for summer internship and full-time jobs
- ➔ The Career Service, your consulting team

**Bocconi**

**SEATING CHART**

<b>PUNTO ERICOLE, TOSCANA</b>	<b>ALBERONELLO, PUGLIA</b>	<b>MATERA, BASILICATA</b>	<b>ASSISI, UMBRIA</b>
Alberto Alessandra Cristina Lorenzo Marco Piero Roberto Stefano Tiziana	Antonio Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto	Antonio Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto	Antonio Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto
<b>LA MADRIELENA, SARDEGNA</b>	<b>ACQUILEIA, FRIULI VENEZIA GIULIA</b>	<b>BURANO, VENETO</b>	<b>SAN GIMIGNANO, TOSCANA</b>
Antonio Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto	Bonato Carenzago Gatti U. Hsieh Leone Miller Orlani Pisa Pieraccini Stokkum	Agostini Cherapanov Gasparrini George Elliott Huan Matsushita Pascher Petrusini Stefanini Wang	Chierici De Lencastre Huan Infernasso Nicholls Ramosbaroj Salvato Shaw Villa Zattara
<b>TRIVENTO, MOLISE</b>	<b>POSTANO, CAMPANIA</b>	<b>BRUNICO, TRENTO ALTO ADIGE</b>	<b>SAN VITO LO CAPO, SICILIA</b>
Chiodaroli Colombo Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto	Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto	Chiodaroli Colombo Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto	Cristina Domenico Emanuela Francesca Giulia Luca Matteo Paola Roberto

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## WHY RECRUIT YOUR FUTURE LEADERS AT SDA BOCCONI

SDA Bocconi School of Management is part of Università Bocconi: **the only international university specialized in teaching business and one of Europe's oldest and most prestigious business education institutions.**

Since its founding in 1971, the School has steadily climbed the international rankings, and it is currently in the Top 10 European Business Schools according to both Financial Times and the QS Top MBA recruiters' survey.

Moreover, according to the latest Forbes ranking of return on investment (ROI, the average time graduates need to earn back tuition fees), the SDA Bocconi MBA is 3rd among non-US programs in the world, while the Good-Value MBA's ranking 2014 by The Economist places the School 4<sup>th</sup> globally.



**Choose the best, always.**



Our 1-year Full-Time MBA program includes around **100** world class candidates with diverse backgrounds and experiences, rigorously selected from all regions of the globe, all motivated to reach their life goals, all sharing the Bocconi tradition.

Every year, leading companies of all industries choose our Full-Time MBA Program to select young managers and professionals. They know that year after year they will find **candidates with a global mindset, internationally mobile, an excellent understanding of the growth markets and the ability to function in the most culturally diverse environments.** All ready to take on new and greater responsibilities.



# MBA STUDENT PROFILE

## CLASS 2014

### PARTICIPANTS

**87** in two sections in English

### AGE

**29** (average)

### PROFESSIONAL EXPERIENCE

**5** years (average)

### NUMBER OF NATIONALITIES

**28**

### COUNTRIES REPRESENTED

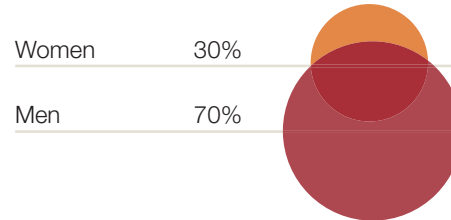
Albania, Argentina, Azerbaijan, Brazil, Canada, China, Colombia, Egypt, Estonia, France, Germany, Greece, India, Italy, Japan, Jordan, Lebanon, Malaysia, Mexico, Norway, Peru, Russia, Switzerland, South Korea, Taiwan, Turkey, Ukraine, USA.



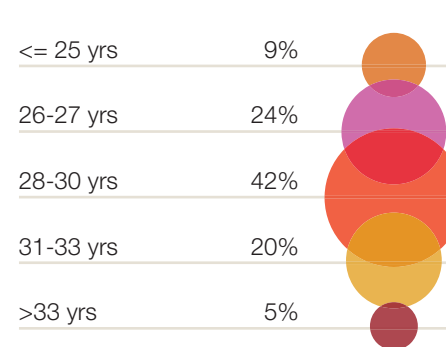
## MBA STUDENT PROFILE

CLASS OF 2014

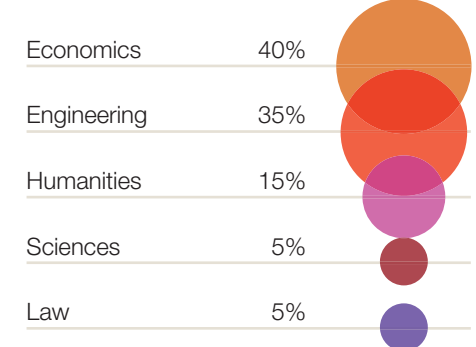
### GENDER



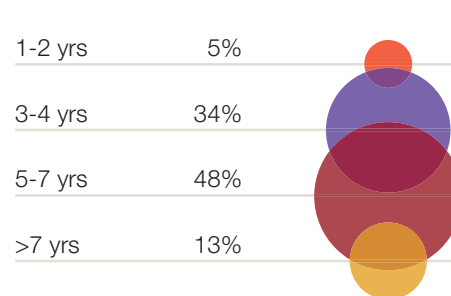
### AGE



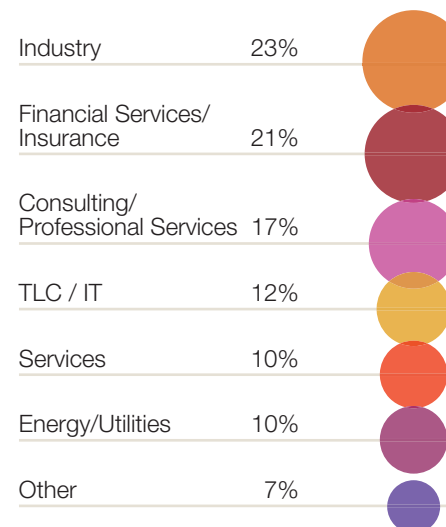
### DEGREE



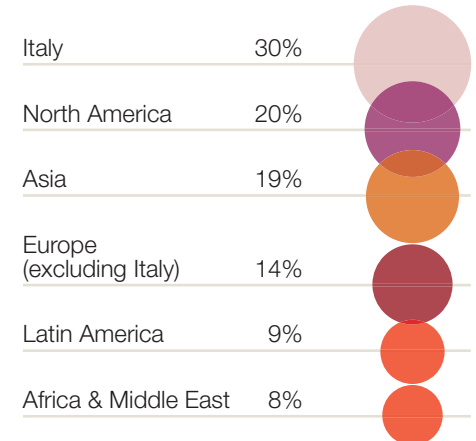
### PRE-MBA WORKING EXPERIENCE



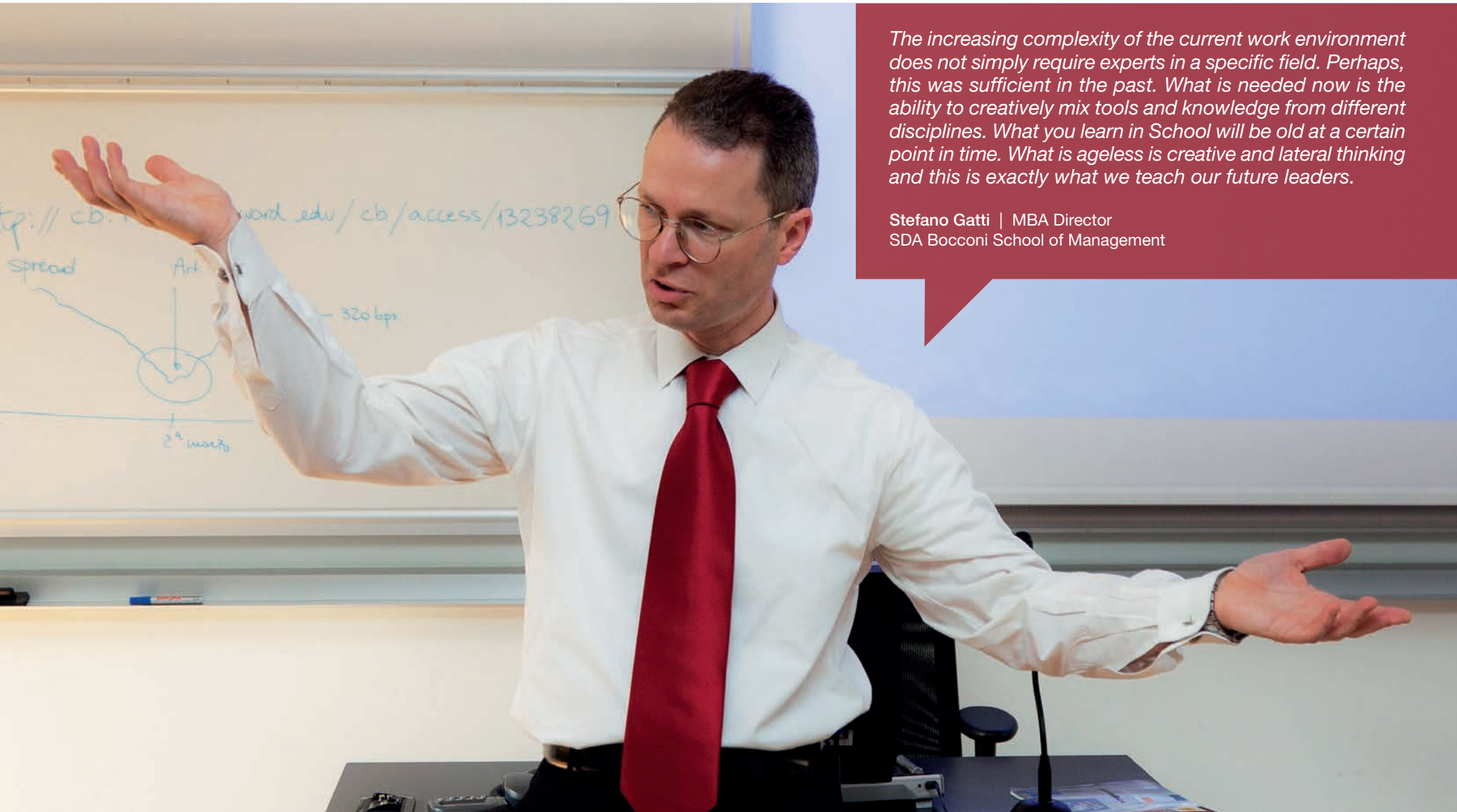
### PROFESSIONAL BACKGROUND BEFORE MBA



### GEOGRAPHIC ORIGIN



## A VERY FULL-TIME, ONE-YEAR MBA PROGRAM



*The increasing complexity of the current work environment does not simply require experts in a specific field. Perhaps, this was sufficient in the past. What is needed now is the ability to creatively mix tools and knowledge from different disciplines. What you learn in School will be old at a certain point in time. What is ageless is creative and lateral thinking and this is exactly what we teach our future leaders.*


Stefano Gatti | MBA Director  
SDA Bocconi School of Management



Our 1-year Full-Time MBA format is demanding and requires participants to be fully committed, but in turn provides the necessary edge to learn and develop the right skills, tools and command over processes essential for an international career. Indeed, it proves to be an extraordinary vehicle for mobility.

**85%** of all 2013 MBA graduates found a new job within three months of graduation, most of them changed either country, industry sector or function, and many did the triple switch.

The average salary increase was over **120%**.



*When I started the MBA I had no clearly defined career path in mind. Once searching for an internship I finally focused on the fact that I would only be successful in something I am really passionate about. During my internship I realized that I was on the right track because there was a perfect fit between the company needs and my passion. The internship was a bridge from the MBA to a new career, and I crossed it.*

Bernd Volcic | MBA 2012 | Austrian | Business Management Program (BMP), adidas-group, Germany



## Summer Projects

In addition to the cornerstone technical and social skills of a global manager, the program includes a **summer project**. For a majority of students, this is an **individual internship** with a company, or an **entrepreneurial project** for those who have a cool business idea or a family enterprise to expand. The Summer project is mandatory, a fundamental element of the program which provides invaluable hands-on experience and the opportunity to test one's ability in a challenging business context.



## Concentrations

In the fall, candidates choose to focus on specific concentration courses in **Finance, Innovation, Marketing or Entrepreneurship**, with the option of an **exchange program** with top partner Business Schools such as Wharton, Tuck, London Business School, HEC, Instituto de Empresa, CEIBS and many others.



## Luxury Business Management

Finally, the **Luxury Business Management Track** organized in partnership with Bulgari and the LVMH Group offers selected students the unique opportunity to take part in the only luxury-focused concentration within a ranked MBA program.



**full commitment for an international career**

## RECRUIT FOR SUMMER INTERNSHIP AND FULL-TIME JOBS

You need the best fitting candidates to support your company business strategy, and we want each and every one of our students to find the best fitting jobs for their profiles and career goals. That's why we want to make recruitment as easy as possible for you. You can recruit MBA candidates for:

# 1

**Summer internships.**  
Recruitment period  
January through April.

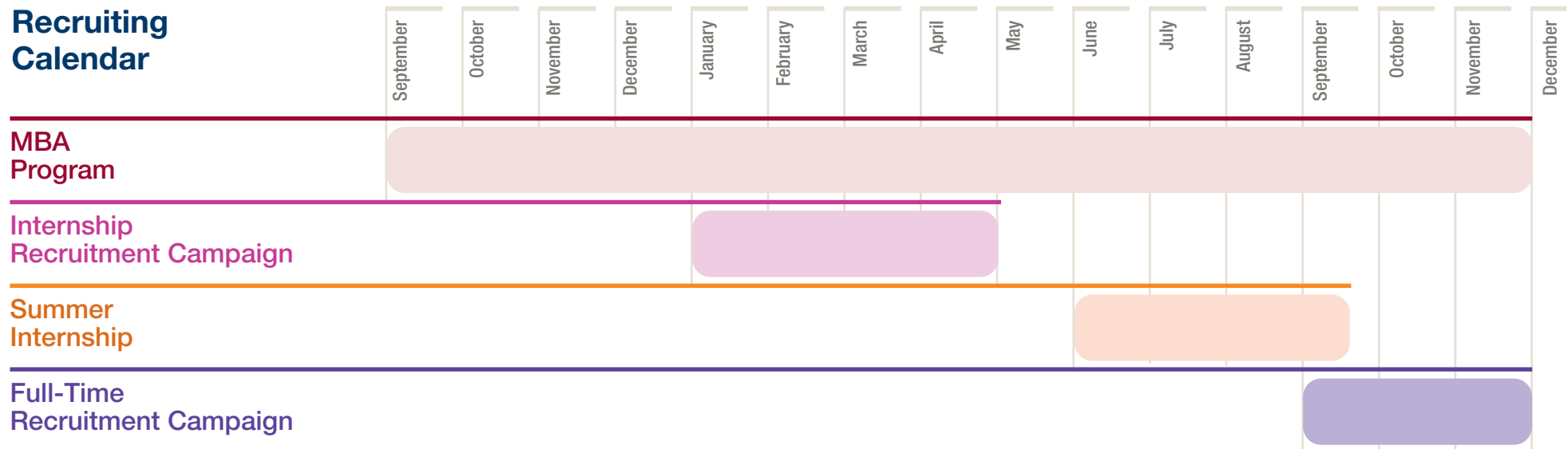
# 2

**Full-time positions.**  
Recruitment period  
from September onwards.

# 3

**Both internship and full-time  
at the same time,**  
October through mid November.

### Recruiting Calendar



## RECRUIT FOR SUMMER INTERNSHIP AND FULL-TIME JOBS

### ➔ 1

For 8 to 12 weeks from June to August **you have the opportunity to employ a highly skilled, motivated and energetic MBA candidate in a strategic project**, and get to know better someone you might want to hire later on in a key position. Internships are normally compensated, and the reward package is negotiated directly with the candidate.

### ➔ 2

**MBA graduates are available for full-time positions** from mid-November onwards, but you can begin your recruitment process as early as September, and continue drawing from our MBA talent pool well after graduation - just keep in mind they might not be available for much longer.

### ➔ 3

**Are you looking to optimize your recruitment efforts?**

You can catch two classes at once in October and November when the graduating class and the new intake are both on campus.



# THE BEST FITTING CANDIDATES FOR YOUR COMPANY'S SUCCESS



*Many of our global recruiting partners say we make their life easier, as we assist them in selecting the best fitting candidates for their talent pipeline. The best reward for us? When our alumni become in turn successful leaders, and come back on campus year after year to recruit new, world class MBA talent.*

Isabella Pinucci | Career Service Coordinator  
SDA Bocconi School of Management

 **The MBA Career Service**

## MEET THE CANDIDATES

### Come on campus

- ➔ **Book your afternoon slot** at 3pm or 5pm for a live presentation of your Company, job openings and recruitment process. Host a coffee break or cocktail afterwards to meet candidates in a more informal setting.
- ➔ Let us organize and host your **on campus interview sessions**.

### Save the travel and let candidates come to you

- ➔ **Invite a group of selected students to your Company site**, for a one day visit or as a part of a longer career trek. This way they will be able to **interact with different managers and recruiters** with a minimum amount of organization on your side.

### Recruit Online

- ➔ **Create your account on our portal**



and post a job – or ask us to do it for you. Then relax and let us manage the application process.

- ➔ **Browse our CV database anytime, anywhere.**

### Select directly from the CV Book

- ➔ When we send you the current class CV Book, **call us to discuss specific student profiles** to see if their aspirations and career goals match your job opportunities.
- ➔ Let us arrange an **interview with your selected candidates**.

## BUILD YOUR EMPLOYER BRAND WITH US

RAISE YOUR EMPLOYER PROFILE WITHIN THE SDA BOCCONI COMMUNITY:

### Participate in panel discussions, conferences and networking events organized by Students' Clubs.

Clubs are particularly active at SDA Bocconi; although MBA driven, they include like-minded students from other international masters. Professional Clubs are Consulting, Finance, Healthcare, Luxury, Marketing: more opportunities for you to meet interesting candidates for your business!

### Launch a business challenge.

Engage MBA students in a real life business challenge you are currently facing that requires strategy, analytic, finance and marketing skills. Unleash their creativity and get a fresh perspective that might give you the edge you need.

### Host a Company event.

Organize an event at your site to introduce your company, your growth strategy and talent management programs; offer specific business insights; have students interact with your leadership team and your high flyer employees and learn from their experience. Create a memorable day everyone will keep talking about for months.



## THE SDA BOCCONI CAREER SERVICE, YOUR CONSULTING TEAM

Count on us to make your life easier and deliver outstanding, **personalized service**. Our recruiting partners recognize and appreciate how our team of expert professionals help them **identify the right approach** for their **recruiting strategy**, **target the best fitting candidates** and **raise their employer profile**. We are your consulting team and **trusted advisors**.

All our services are free of charge, available throughout the year and flexible to meet your needs and preferences, from big on campus recruiting events to a simple shortlist of profiles from our CV Book.



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& Operations Manager

Call us now to kick start your recruiting process or just to get more information. We look forward to hearing from you.

**CONTACT US**



## A SELECTION OF OUR RECRUITING PARTNERS

### Top Recruiters 2013

- The Boston Consulting Group
- Bain & Company
- Amazon
- H&M
- Microsoft
- BNP Paribas Group - BNL

### A Selection of MBA Class of 2013 Recruiters

A.T.Kearney	Fondo Europeo d'Investimento	Kiwari	Sephora
Accenture MC	General Electric International (ECLP)	Labelux	Shire Pharmaceuticals
adidas	Generali Group	Loro Piana	Solvay
Akzo Nobel	GSK	Lottomatica	Strategy Consulting
Anheuser-Busch InBev	Hilti	Louis Vuitton	Tempus Capital
Bottega Veneta	Inditex	LVMH Group	Tesla Motors
Brambles/Chep	Infosys Technologies	Pepsi Co.	Tiffany
Bulgari	Intercos	Puma	TT Advisor – Seedlab
Case New Holland	Invensys Controls	Quadrivio sgr	Unicredit Management Consulting
Deutsche Bank	Johnson & Johnson	Rocket Internet	Value Partners
Expedia	Kimberly Clark	Samsung Electronics	Syngenta
Fondazione Ambrosoli		Scarosso	



**enhance your company's employer brand with SDA Bocconi MBA candidates**



# SDA Bocconi School of Management



The leading School of Management in Italy and the only Italian School present in all of the most important International rankings (*Financial Times*, *Bloomberg Businessweek*, *The Economist*, *Forbes*), SDA Bocconi has established itself as a European leader in education.

SDA Bocconi School of Management is part of Università Bocconi, the first Italian University to grant a degree in economics. For over a century, Bocconi has played a leading role in Italy's social and economic modernization. SDA Bocconi has been engaged in the promotion and organization of executive education since 1971, with an International approach. The School's vision of empowering life through knowledge and imagination lies behind its program offerings: Executive Education Open and Custom Programs, MBA and Master Programs, for the development of individuals, companies, institutions and economic systems.

Choosing SDA Bocconi and coming to Milano means choosing a vibrant environment, the entrepreneurial, financial and industrialized center of Italy, a doorway to Europe. In short, a wealth of international contacts and opportunities. And Milano, of course, is culture, fashion, design, food and the art of living.

SDA Bocconi strong international outlook translated into the foundation of the India-based MISB Bocconi, Mumbai International School of Business Bocconi. The School is an initiative of SDA Bocconi and has been launched in response to the growing competitive challenges on the global stage.

## ACCREDITATIONS



AACSB International  
The Association to Advance Collegiate Schools of Business



European Quality Improvement System



Association of MBAs  
MBA provision accredited



Quality Management System  
Certification ISO 9001:2008  
Financed Projects  
Service Centre



The Italian Association for Management Education Development  
Full-Time MBA accredited



CFA program partner of CFA Institute  
MCF program accredited



Royal Institution of Chartered Surveyors  
MRE program accredited

## MEMBERSHIPS



European Foundation for Management Development



The Association to Advance Collegiate Schools of Business



The Academy of Business in Society



Partnership in International Management



Community of European Management Schools and International Companies



The Italian Association for Management Education Development



Global Business School Network

## RANKINGS

- Financial Times
- Bloomberg Businessweek
- Wall Street Journal
- The Economist - Which MBA?
- Forbes
- Espansione
- América Economía

### SDA Bocconi School of Management - Master Division

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