

## Our identity

The International Hellenic University (IHU) is Greece's first state university where programmes are taught exclusively in English.

With backing from the Greek State and the regional business community, the International Hellenic University aims to become one of Europe's leading research and teaching institutions attracting a strong international academic faculty and outstanding students from South-East Europe (SEE) and across the world.



## Our Strategic Mission

- Provide research and education that meet the needs of the international community.
- Enhance understanding of the economic, socio-political and technological issues facing the societies we serve, through teaching and research of the highest academic standard.
- Create an international and diverse student and faculty community to foster greater understanding between cultures and nations.

## EMBA Programme

The programme has been developed by academics and practitioners with many years of business education experience and in close consultation with leading organisations in the region.

Our programme is built in a flexible way to facilitate learning through a variety of teaching methods, technologies, environments, workshops and integrating seminars.

The International Hellenic University EMBA is founded on three guiding principles:

- Academic excellence
- Practical relevance
- International outlook

The EMBA consists of six integrated parts and is designed to meet the busy schedule of executives across Europe, with a particular focus on South-East Europe. It begins with core subjects, followed by electives in specialist areas of interest.

The core courses help participants to develop a thorough understanding of the key functional areas within a company and an appreciation of their interaction and impact on the organisation as a whole. The elective courses allow participants to acquire in-depth knowledge relevant to their current and future career orientation. Participants also benefit from the Integrating Seminars, the Field Trip, the Professional Development Programme and the Business Consultancy Project.

### Upon completion EMBA graduates will have:

- ▶ A thorough grasp of the principles and applications of key management functions together with the technical and conceptual skills useful to each.
- ▶ A focus on, and appreciation of, strategic issues in many industry sectors.
- ▶ A genuinely international, multicultural perspective and an understanding of the challenges facing global business.
- ▶ A highly flexible qualification suitable for a wide range of career opportunities.

### Teaching Staff

The programme is taught by distinguished visiting academics, the majority of international renown and exceptional backgrounds in research and teaching but also with practical experience from successful careers working in various sectors of industry. We invite you to consult the IHU website to see more details: <http://www.econ.ihu.edu.gr> see Visiting Faculty.



### Where to find us

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[www.econ.ihu.edu.gr](http://www.econ.ihu.edu.gr)

### The Governing Board

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[www.ihu.edu.gr](http://www.ihu.edu.gr)



**School of Economics and  
Business Administration**

## Executive MBA



# Programme Structure



## 1. The Core Modules

The core courses enable participants to acquire practical concepts and skills directly relevant to their careers.

- The Global Business Environment
- Quantitative Methods and Decision Analysis
- Global Capital Markets
- Financial Reporting and Analysis
- Corporate Finance
- Management of Organisations
- Technology and Operations Management
- Cost Management
- Marketing Management
- Business Strategy
- Business Leadership
- Entrepreneurship

- Business to Business Marketing
- Product Innovation
- Consumer Behaviour
- Energy Markets
- Commercialising Science and Technology
- Supply Chain Management
- Alternative Dispute Resolution
- Banking Legal Environment
- International Company and Trade Law
- Intellectual Property Management
- Litigation in Europe

*The electives list is continuously updated to reflect contemporary business issues and student interests.*

## 3. The Integrating Seminars

The purpose of the Integrating Seminars is to provide a forum for participants to interact, discuss and debate contemporary economic and business issues with leading economic policy makers, senior managers and academics.



## 2. The Elective Modules

The programme offers a rich choice of electives in diverse areas. Students choose four electives relevant to their current and future career orientation.

- Private Equity and Venture Capital
- Advanced Company Valuation
- Investment Management
- Business Ethics and Social Responsibility
- Managing Strategic Change
- Risk Management
- Raising Capital
- Derivative Instruments
- Corporate Governance
- Managing Human Capital
- Mergers and Acquisitions
- Project Management

## 4. The Field Trip

The Executive MBA Field Trip provides participants with the opportunity to explore at first-hand management practices in different South East European countries. The aim of the Field Trip is to integrate theory with practical application within diverse political, cultural, economic and business environments.

In this context and in line with its social responsibility policy, the University saw this as a good opportunity to contribute to the community by asking students to undertake consultancy projects for Non-Governmental Organisations, offering assistance in those areas most needing support.

## 5. The Professional Development Programme

The School of Economics and Business Administration provides MBA students with the opportunity to develop a range of professional soft skills to enhance performance and manage complexity. The School offers a range of training sessions covering an exploration of work-related issues, development of new perspectives, presentation skills, negotiation skills, effective management of change, planning implementation and personal development, career coaching, interviewing, teambuilding, all skills that are considered important in high-pressure and rapidly changing work environments.

## 6. The Business Consultancy Project

As a part of the EMBA programme, students submit a 10,000-word business project on a subject relating to their studies and career. The objective of the EMBA consultancy

project is to provide insights, analysis and conclusions grounded in academic discipline and of real value to management. Students are encouraged to undertake their Project within a sponsoring organisation. Students are supervised by a member of the academic faculty throughout their projects, mainly through face-to-face meetings at the School but also via the e-learning platform of the University.

## 7. The Timetable

The EMBA is a 24-month programme taught over a long weekend once a month except April, August and December. Classes start on Friday at 12 midday and finish on Sunday at 4 pm.



*"The professors I met in the EMBA programme were exceptional, able to push me and my classmates beyond the boundaries of our traditional thought process and guide us through a wide variety of challenging and exciting business topics, appropriate to be applied in my career. Without a doubt, the EMBA programme at the IHU is a top quality experience in every aspect."*

**Diana Popescu**  
Executive MBA, Romania  
Regional Manager, Banca Romaneasca



## Admissions

While admission to the IHU is competitive, our admissions policy vigorously supports equality of opportunity. We are focused on building a student community which includes men and women from different backgrounds, abilities, economic circumstances, perspectives, races, religions and national origin.

## Entry Requirements

- A good university degree from a recognised university.
- A minimum of two years' full-time work experience gained after graduation.
- A good IELTS or TOEFL score or Cambridge Certificate for graduates from non-English-speaking universities.
- Strong motivation and commitment.

A personal interview may be required.

Applications can be downloaded from our website: [www.econ.ihu.edu.gr](http://www.econ.ihu.edu.gr)

## When to Apply

The IHU operates on a rolling admissions basis. This means that candidates apply for and are admitted to our programmes all year round. We suggest, however, that you apply as early as possible to ensure a quick response and place availability. We aim to provide decisions within ten working days of receiving your complete application. Please ensure that you complete the application form fully and submit all your supporting documents for us to make an informed decision.

## Alumni Network

As an alumnus of the IHU, you are invited to be a part of an active network that helps you to stay in touch with each other and feel part of the School after your graduation. Staying in contact with the IHU has a number of benefits including: Free IHU webmail for life, lifelong support in career issues, national and international networking opportunities, access to online services, access to library resources, participation in various events including career fairs, re-

unions, social gatherings and conferences, and generally staying in touch with each other, the School and the University.

## Our facilities

The International Hellenic University campus is specifically developed to facilitate modern learning techniques and is equipped with the latest information technology, a sophisticated e-Learning platform, as well as an excellent learning resource centre providing a comprehensive, up-to-date selection of books and journals, access to top international on-line databases and other resources, and an attractive study area. The campus is located conveniently close to Thessaloniki's Makedonia International Airport. Access to the city centre is easy.

