



**Dean:**  
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## **International MBA - *in english***

The FIA Business School International MBA is a graduate program in management specially designed for a multicultural group of students from Europe, Americas and Asia. Taught entirely in English, the program offers a unique perspective, with an immersion in the business-oriented environment in São Paulo, Brazil's most dynamic city, in contact with other students and executives of diverse nationalities.

The program is based on the successful experience of Brazil's leading Executive MBA, created by FIA in 1992. This International MBA can be taken either as a one-year full-time program, or in a two-year part-time format.

### **Class Profile**

The class profile is constituted by students with an average of 7 years of relevant professional experience. Each incoming class is formed by a mix of Brazilian and foreign students, currently with 14 nationalities of whom majority are from the USA and Europe. All teaching is in English, and each group is formed by up to 30 participants selected according to the following criteria:

- Relevant higher education degree.
- Advanced level of English.
- High potential analytic abilities.
- Minimum of 3 years of relevant professional experience.
- Recommendations by sponsors, faculty or employers.
- Time availability and motivation to learn and share knowledge.

### **Objectives**

- To offer an adequate understanding of organizations in an internationally competitive context.
- To develop managerial skills and the capacity for self-improvement.
- To develop the ability to create a leadership vision.
- To promote an intense exchange of experiences among participants.
- To stimulate the participants to develop an international management career.
- To promote knowledge of the contemporary challenges for doing business in Latin America.

By preparing high potential students to take increasing responsibilities in the decision-making process, promotes self-development and leadership abilities so that innovative concepts and strategies are implemented efficiently and successfully in the participant's organizations.



## The Learning Experience

FIA International MBA program offers highly experienced faculty, practitioners and lectures, ranked amongst the most experienced in the world by the Financial Times, who are committed to discuss the most recent concepts and managerial theories in a practical manner to an experienced group of students from diverse backgrounds.



Added to the experienced faculty, the high quality learning experience is a result of teaching methodology based on the top ranked FIA International Executive MBA using didactic-pedagogical techniques such as:

- Participative methods and simulations.
- In-class exercises and teamwork.
- Visiting professors from international universities.
- Use of intranet for supplementary distance-learning.
- Initial leveling through computer mediated self directed study.
- Individual orientation through monitoring and faculty advising.
- Case studies, including an agreement with the Harvard Latin American Case Consortium.
- Development of and applied final project with orientation.
- Leadership lectures by Brazilian and international executives.
- Classes that integrate concepts, theory and practical cases.
- Elective language courses in English, Portuguese and Spanish (Additional fees apply).
- Optional international trips to the USA, Europe and Asia.
- Exchange agreements with top-level international universities.

The additional experience offered by the international trips the participant to further compare countries and regions, offering a better understanding of the peculiarities and influences of different cultures on markets and organizations.



Nominated as the most innovative business school in South America by the readers of European CEO Magazine.



## The Program Content

The disciplines are delivered in a logical sequence that offer to participants the opportunity to have a strategic vision of business and to develop the managerial ability during the initial phases of the program, followed by a process of applied synthesis for personal and professional development. The program is structured in modules delivered in an educational environment favorable to dynamic learning, combining theory with practical cases.

- Full-Time Format: The classes meet on Tuesdays, Wednesdays and Thursdays (02:00pm–06:00pm) and every 2 weeks on Fridays (02:00pm–08:00pm) and Saturdays (8:30am–2:30pm) with the Part-Time Group.
- Part-Time Format: Classes meet every 2 weeks on Fridays (02:00pm–08:00pm) and Saturdays (8:30am–2:30pm) with the Full-Time Group.

International MBA — Themes and Disciplines

### Theme 1 – Creating a leadership vision

- Strategic Management
- Quantitative methods and decision making
- Economic analysis, scenarios and forecasting for business

### Theme 2 – Developing markets through people

- Innovation, value creation and marketing management
- Managing people and change
- Technical communication and presentation skills

### Theme 3 – Creating and managing value

- Accounting for non-financial managers
- Financial management of value
- Achieving operational excellence in service and manufacturing
- Strategic management of technology and information systems

### Theme 4 – International Competitiveness

- International trade and logistics
- Negotiating across cultures
- Elective A - International business studies
- Elective B - International study trip (Europe, Asia or USA)
- International business Seminar

### Theme 5 - Implementing Knowledge

- Research methodology and project design
- Consultancy project or Internship project
- Applied research paper

### Theme 6 - Developing the Sustainable Organization

- Ethics, Social Responsibility and Corporate Governance
- The Challenge of Sustainability and Development
- An agenda for the future

As part of a special support structure, developed to attend international students, the program offers:

- Assistance in obtaining housing in the areas near the campus
- Assistance in obtaining internships in companies in Brazil
- Support for career planning and outplacement

By the end of each module, in-class tests are applied. The final grade is a combination of the grades obtained in the tests, team projects and seminars. To obtain the final degree, the participant must be approved in all disciplines and in the final project, according to international standards.



## Accreditation

FIA is internationally accredited by AMBA – The Association of MBAs, with its headquarters in the United Kingdom, and has pertinent local accreditations by MEC (Ministry of Education).



## Selection

Phases of the process:

- Phase 1: Apply Online
- Phase 2: Curriculum analysis
- Phase 3: Application-Evaluation and personal or video conference interviews, final approval and enrollment.

Electronic enrollment on the website [www.fia.com.br/InternationalMBA](http://www.fia.com.br/InternationalMBA)

## Tuition and Financial Aid

Financial aid is available on a needs and merit basis for a small number of international candidates from emerging countries. Payment terms may be financed based on merit and individual assessment. Please confirm current tuition costs in our site.

## Costs

Estimated expenses for a single person:

Accommodation:	US\$ 10.000
Meals:	US\$ 4.500
Textbooks:	US\$ 1.000
Transportation:	US\$ 600
<b>Estimated Total per Year:</b>	<b>US\$ 16.100</b>

## Alumni & Community

FIA Business School not only qualifies executives for the business world, it prepares them for exceptional professional relationships. Networking is present in a daily basis, and can advance your career. Here is a testimonial of success from a former student:

“The MBA brings together professionals with the same desire to broaden business visions and that is very important. The certainty that it’s time to consider a course like this happens when of the businessman recognizes that he needs to broaden his business vision and that it is crucial to become interested in the areas that he is not related to. We must dive deep into everything to understand the connection of all strategic areas.”

**Donizete Santos**

**President, SKF Brazil**

**FIA Business School International Executive MBA Alumni**

At the end of the course, Donizete Santos, who was Director of Human Resources, prepared a “business support” project for SFK, presented it to the company, which created the field and handed to him the challenge of managing it. From there, Santos was promoted from Director of Business Support, to become President in 2003. According to him, today, 60% of executives of SFK in Brazil are or have been MBA students.

## FIA Business School's International Partnerships



**CAMBRIDGE**  
Judge Business School



**VANDERBILT**  
OWEN GRADUATE SCHOOL OF MANAGEMENT



**Lingnan** 嶺南大學  
University

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