



**Graduate  
School of Management**  
St. Petersburg University



## Master in Management Programs



St.Petersburg University GSOM's Master in Management Programs aim to provide the knowledge and skills necessary for successful management careers in leading Russian and multinational companies. These programs develop the analytical, leadership, cross-cultural and other competences critical for the management profession in the global and knowledge-based economy of the XXI century.

### Language

English, English/Russian (for MPM Program)

### Start of next enrollment

March 2015

### Duration

2 years

### Total workload

120 ECTS (European Credit Transfer System) minimum

### Format

Full-Degree

### Degrees

Master in Management (MiM)

Master in Corporate Finance (MCF)

Master in Public Management (MPM)

### Double and joint degrees



### International membership

St.Petersburg University GSOM is a member of CEMS (Global Alliance for Management Education) since 2006.



### Rankings

In 2014 MIB program was included in top-70 Financial Times Master in Management Program Ranking 2014.



Konstantin V. Krotov  
*Director, Master in Management Programs*  
*St.Petersburg University GSOM*

Thank you for considering the Master in Management Programs from St.Petersburg University GSOM, the most internationally recognized Russian business school. We have pioneered Bologna-type, ECTS-based Master in Management education in our country since 1999, and today are very proud to be the Russian member of CEMS, Global Alliance of top schools in management education. In 2014 for the second time, our Master in International Business Program is honored to be included in the top-70 Financial Times Master in Management Program Ranking 2014.

In 2015 we offer you a unique menu of Master in Management Programs:

- **Master in Management (MiM)** with general track and concentrations in:
  - International Business (IB)
  - International Logistics and Supply Chain Management (IL&SCM)
  - Information Technologies & Innovation Management (ITIM)
- **Master in Corporate Finance (MCF)**
- **Master in Public Management (MPM)**

The key advantages of these programs are:

First, the highest academic level of curriculum which is delivered by world-class faculty from GSOM and other leading international schools. We aim at developing the knowledge and skills, professional and personal abilities that are essential for doing business in the dynamic global and innovation-driven economy of our times.

Second, the learning environment of our Master Programs is truly global and provides you with outstanding opportunities to prepare for career as an international manager. We offer a compulsory semester abroad at one of our 55 partner schools, and Double Degree options with global leaders in management education.

Third, the strong links of our Programs' academic content with practical aspects of international business - through consulting projects, summer internships, joint courses with global companies, professional skills trainings etc. Graduates of our Master Programs work at such leading Russian and international companies as VTB, McKinsey, BCG, L'Oreal, Baltika, MTS, PwC, Google, Microsoft, DHL, Henkel, KPMG, Nokia, P&G, Shell, etc.

*We look forward to welcoming you soon to GSOM!*

Konstantin V. Krotov



# Curriculum

- The Curriculum for all Master in Management Programs consists of core courses in general management and concentration areas, electives, a research seminar, a consulting project, an in-company internship, studies of a second foreign language, and professional skills development
- Several Double or Joint Degree options (i.e., CEMS, HEC Paris, LUT, WU, etc.)
- One compulsory semester abroad at a top international business school from GSOM's global network of academic partners - in Europe, North and South America, and Asia (i.e., HEC Paris, ESADE, LSE, WU, CBS, Bocconi, Aalto, RSM, SSE, NHH, FGV-EAESP, Tsinghua, NUS, etc.)
- Required studies of a second foreign language - typical choices (but not limited to): French, German, or Spanish
- Integrative courses in the 4th semester aim to utilize knowledge and skills acquired previously but now at an advanced level
- A number of non-compulsory courses (i.e., electives) are co-taught by managers and experts from leading Russian and multinational companies, which also contributes to proper alignment of academic and practical aspects of the program
- Typical course assessment includes participation, group work, projects, and final examination
- The Master Thesis is defended in front of a committee consisting of professors and corporate representatives

1 <sup>st</sup> semester (30 ECTS)	2 <sup>nd</sup> semester (30 ECTS)	3 <sup>rd</sup> semester (30 ECTS)	4 <sup>th</sup> semester (30 ECTS)
Focus on competences in general and strategic management	Focus on core professional competences	Focus on developing advanced knowledge and skills in the area of professional concentration	

## MiM

<p>Introduction to Business and Management (3 ECTS)</p> <p>Core Courses in Management (27 ECTS)</p> <p>E.g.</p> <ul style="list-style-type: none"> <li>• Corporate Finance</li> <li>• Organizational Behavior</li> <li>• Contemporary Strategic Analysis</li> <li>• Managerial Economics</li> </ul>	General track (no concentration)		
	<p>General Electives (24 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• Global Economic Environment</li> <li>• Supply Chain and Operations Management</li> <li>• Project Management</li> </ul>	<p>Electives / Semester Abroad (24 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• Marketing of Innovative Products</li> <li>• International Accounting and Analysis</li> <li>• Business Analytics</li> </ul>	<p>Integrative Courses (12 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• Strategic Leadership</li> <li>• Strategic Marketing</li> <li>• Global Responsible Leadership</li> </ul>
	Concentration track (IB, ITIM or IL&SCM)		
	<p>Semester Abroad in:</p> <ul style="list-style-type: none"> <li>• ESADE Business School, Spain</li> <li>• McGill University, Canada</li> <li>• CUHK Business School, Hong Kong</li> <li>• See full list at <a href="http://www.gsom.spbu.ru">www.gsom.spbu.ru</a></li> </ul>	<p>General Electives (12 ECTS) and Specialized Electives (12 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• Inventory Control and Management (IL&amp;SCM)</li> <li>• International Marketing (IB)</li> <li>• Technology Entrepreneurship (ITIM)</li> </ul>	<p>Integrative Courses (12 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• Advanced Supply Management (IL&amp;SCM)</li> <li>• International Financial Management (IB)</li> <li>• Strategic Management of Technological Innovations (ITIM)</li> </ul>

## MCF

<p>Introduction to Business and Management (3 ECTS)</p> <p>Core Courses in Management (27 ECTS)</p> <p>E.g.</p> <ul style="list-style-type: none"> <li>• Financial Markets and Instruments</li> <li>• Financial Accounting and Reporting</li> </ul>	Concentration track (IB, ITIM or IL&SCM)		
	<p>Specialized Electives (24 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• Risk Management</li> <li>• Financial Econometrics</li> <li>• Corporate Finance – II</li> </ul>	<p>Semester Abroad in:</p> <ul style="list-style-type: none"> <li>• Stockholm School of Economics</li> <li>• NUS Business School, Singapore</li> <li>• See full list at <a href="http://www.gsom.spbu.ru">www.gsom.spbu.ru</a></li> </ul>	<p>Integrative Courses (12 ECTS). E.g.</p> <ul style="list-style-type: none"> <li>• International Financial Management</li> <li>• Global Management Practices</li> </ul>

Language Competences

Foreign Language – German, French, Spanish or Russian (for non-Russian students) (10 ECTS)

Research Competences

Research Seminar (10 ECTS)

Soft Skills

Skills Seminar (4 ECTS)

Real Life Experience

Internship (6 weeks, 3 ECTS)

Consulting Project (6 ECTS)

Assessment of All Competences, Skills and Knowledge

Master Thesis (6 ECTS)





Innovation today requires an interdisciplinary approach which blends and integrates technology, management and leadership in order to transform a smart idea into a true market success.

**Tatiana Gavrilova**  
*Professor of IT Management,  
GSOM SPbU*

The CEMS MIM program provides a unique combination of state-of-the-art academic research and best practices of the world's leading companies with broad international experience.

**Yury Blagov**  
*Associate Professor of Strategic and International  
Management,  
GSOM SPbU*



GSOM is a unique blend of the highest academic standards, advanced teaching and research methods, international scope and overwhelming career opportunities.

**Axel T. Schulte**  
*Visiting Professor of Supply  
Chain Management*



Master's Program in Corporate Finance (MCF) aims at developing a new generation of experts for financial functions in large national and international corporations and for investment banking, with knowledge of financial and strategic tools.

**Alexander Bukhvalov**  
*Professor of Corporate Finance,  
GSOM SPbU*



**Alexey Kalinogorskiy**  
*Senior Business Analyst  
McKinsey & Company  
Russia*

«GSOM is the only business school in Russia providing such a broad range of international opportunities - both business and academic. It is also a remarkable place because of the people who teach and study here - they are ambitious and open to new ideas. Studying at GSOM for two years made me an international person and gave me a head start on my career.»



**Alexandra Lubimova**  
*Associate Account Strategist  
Google  
Poland*

«One of the greatest things about studying at GSOM is the opportunity to meet so many different people. It's amazing how wide and far-reaching this network is - when you belong to the GSOM community you feel that wherever you go, you can always find fellow alum that has lived or worked there. Belonging to this community is a great experience and it's hard to underestimate its value for both your professional and personal life.»



**Andrey Dolbeshkin**  
*Outsourcing Director  
Digital Design  
Russia*

«GSOM is a best-in-class business school that gives you plenty of opportunities to sharpen your skills and mind: you find new friends, work closely with future leaders, and listen to great professors. You will gain great international experience and exceptional practical knowledge. All this will help you in your future life and career.»



**Alexandra Shmitt**  
*Chief Specialist  
JSC Gazprom Neft  
Russia*

«The GSOM is an up-to-date business school, and its Master Program gives the opportunity to taste day-to-day business life. For me GSOM was an unforgettable working and studying experience in a global business environment with the top management of leading Russian and international companies, a network of contacts from all over the world and 2 amazing years of my life! All in all, life in GSOM is a huge challenge and great fun.»

# Why choose the Master in Management Programs at St. Petersburg University GSOM?

- **GSOM SPbU is the first** in Russia school to be included in the significant International Financial Times ranking along with the leading international schools of business and management
- **GSOM SPbU is the only Russian member in CEMS** (the Global Alliance in Management Education) and PIM (Partnership in International Management)
- **GSOM SPbU has been awarded #1** business school in Russia and in Eastern Europe according to EDUNIVERSAL 2012 Ranking
- **Master programs are fully delivered in English, including Master Thesis**
- **ECTS-based system** (all courses are measured in credits according to European Credit Transfer System)
- **World-class professors** from GSOM and leading European, US, and Asian business schools
- **Unique opportunities for international study abroad** Compulsory semester abroad at top international business school in Europe, North and South America, and Asia – academic partners of GSOM SPbU
- **Double or joint degree options** with top international business-schools, including global leaders in Master in Management education such as HEC Paris and CEMS MiM
- **Up-to-date formats of business education:** discussions, cases, projects, teamwork, lectures, networking assistance, soft skills training
- **Wide range of elective courses for building** individual track based on personal interests
- **Consulting project and internship in leading Russian and International companies** (Bank VTB24, Coca-Cola, Citi, Heineken, McKinsey & Company, MTS, Philip Morris International, Procter & Gamble, Russian Railways, Sberbank, DuPont, Elisa, Fazer, Henkel, JTI, L'Oreal, Nokia, PwC, Schlumberger, Unilever, 3M ect.)
- **Professional Career Center** strongly contributes to successful job placements of GSOM Master Programs' graduates - through Career Days, internship programs, consultations, etc.

## St. Petersburg University GSOM



**Graduate School of Management (GSOM SPbU)** – structured teaching and research unit of the St. Petersburg University - the leading national center of education and science.

Founded in 1993 in partnership with Haas School of Business, UC Berkeley with the active support of the Government of Russia as well as the national and international business communities, GSOM SPbU during its 21 years of dynamic growth has gained the reputation of being the leading Russian business school.

The school offers a full spectrum of degree programs in management: Bachelor, Master, Doctoral programs, Executive MBA as well as corporate training programs.

The high level of international recognition of the school was confirmed in 2012 by achieving institutional accreditation by

EQUIS EFMD, EPAS (Bachelor program) and AMBA (Executive MBA program) as well as School's membership in global associations of the leading business schools: EFMD, AACSB, CEMS, PIM, EABIS, GBSN, GRIL.

According to the results of the international ranking Financial Times 2013, the "Master in International Business" program offered at the Graduate School of Management St. Petersburg University featured in top-70 and GSOM SPbU featured in top-75 European business schools.

In 2013 GSOM SPbU was considered to be the best business school in Russia as well as the best one in Eastern Europe and the 64th in the world according to EdUniversal ranking. Since 2011 GSOM SPbU is listed at the top Russian business school by the newspaper "Izvestia" ranking, based on interviews with MBA graduates.

For more information visit: [www.gsom.spbu.ru](http://www.gsom.spbu.ru)





# Admission

## Who can apply?

Applicants are admitted on a competitive basis and are judged on their leadership abilities, accomplishments and academic excellence.

Candidates are required to hold a Bachelor or Specialist degree in any subject area and demonstrate highly competitive results on the entry exams.

Qualified international applicants are welcome and can find additional information concerning admission to SPbU Master Programs at [www.gsom.spbu.ru](http://www.gsom.spbu.ru)

## Entry Exams

**1 step:** International test results documenting English language (TOEFL, IELTS and BEC Higher) or written TOEFL-model test.

Average score for TOEFL in 2014 was 103 iBT and for IELTS 7,2.

**2 step: GMAT** International test results or written GMAT-model test in Management & Business English. Average score for GMAT in 2014 was 625.

**3 step:** Test of **Business Communication in English** (Incl. interview in English by GSOM SPbU corporate partners and academic panel).

Entry requirements for the MPM Program do not include GMAT. Along with either an International test of English or the TOEFL-based exam held at GSOM, and a test in business communication in English at GSOM, applicants

for admission to the MPM Program will be judged competitively and therefore must submit a portfolio containing letter of motivation and an essay on a specified subject and documentation for any personal achievements.

## Tuition fees and Scholarships

Students may be admitted to Master in Management programs at GSOM SPbU to:

- state-supported places
- tuition-based places (including scholarships for Russian citizens that cover full tuition and monthly financial aid)

You can find more information about the tuition fees at the official St. Petersburg University website [www.spbu.ru](http://www.spbu.ru)

## Expected enrollment in 2015

Up to 100 state-supported places for Russian Federation and CIS citizens, who have equal rights with the citizens of the Russian Federation pursuant to the Regulations for Admission in 2015 of Foreign Applicants to Main Programmes of Higher Professional Education at St. Petersburg University.

Up to **25 tuition-based places**, including scholarships for Russian citizens (full tuition & monthly financial aid).



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