



LISBON  
SCHOOL OF  
ECONOMICS &  
MANAGEMENT  
UNIVERSIDADE DE LISBOA

*new*

# *Masters* *in* **Management** (MiM)

*Open minds  
for a better world*

Located in the center of Lisbon, **ISEG** has a long tradition and experience in research and teaching in MANAGEMENT. The new **MiM – MASTERS IN MANAGEMENT** innovates in preparing its students in all areas of management with two very special distinctive features:

- A special concern with management in a more **technological and digital world** that requires strong analytical and quantitative skills – ISEG's MiM is ready to face the new working place of the future that YOU will be heading to;
- A special concern in developing a new generation of conscientious managers and leaders for all kinds of organizations: When YOU join ISEG's MiM, you know you will be prepared to move the world in a better direction, **embracing the 2030 Agenda of the United Nations and the 17 Societal Challenges summarized in the SDGs**;

All course units were **carefully designed to make YOU think** about the overall future impact of decision-making in any organization.



# 7 reasons why Masters in Management @ISEG Lisbon



## 01

Highly qualified faculty with PhDs from world-class universities (e.g., London Business School, University of Delaware, Alliance Manchester Business School, Imperial College Business School, Carnegie-Mellon University) will teach YOU.

## 02

Prepares YOU for the reality of a workplace that is demanding in terms of technical and quantitative skills with strong data analytics.

## 03

Framed around the United Nations's Sustainable Development Goals: from Accounting to Marketing or Economics, everything YOU learn is put into context – YOU make a difference when you decide.

## 04

ISEG is experienced in crafting professionals and leaders for all kinds of organizations – we do not format you, we let YOU choose what you want to develop into. We don't judge, we're Open Minds for a Better World.

## 05

Uses a mix of instructional methods, with real life cases and data, as well as a simulation management game, preparing YOU to think and act.

## 06

Allows YOU to choose 3 electives and earn a specialization, a MAJOR, in anything you want.

## 07

A one-year full-time program (plus one semester for the master's project) preparing YOU to stand out in a competitive marketplace.



# study plan

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## year 1 • semester 1

week 0	weeks 1 - 6	week 7	weeks 8 - 13
<b>GLOBAL GOALS AWARENESS WEEK</b>  Breaks the ice and immerses you in the downtown Lisbon lifestyle, becoming aware of the biggest challenges that our world is facing - and think about what <b>You</b> can do about it. <b>Be aware!</b>	<b>Financial and ESG Reporting</b> (3 ECTS)  <b>Business Strategy and Performance</b> (3 ECTS)  <b>Organizational Culture and Behavior</b> (3 ECTS)  <b>Global Economic Trends</b> (3 ECTS)  <b>Operations Management</b> (3 ECTS)	<b>GLOBAL GOALS ACTION WEEK</b>  Takes you to the next level: <b>Time to act, be relevant!</b>	<b>Financial Markets and Management</b> (3 ECTS)  <b>Marketing Management</b> (3 ECTS)  <b>Leading People in the 21st Century</b> (3 ECTS)  <b>World Business Environment</b> (3 ECTS)  <b>Managing Information Systems</b> (3 ECTS)

**SUSTAINABLE DEVELOPMENT GOALS**



## year 1 • semester 2

week 0	weeks 1 - 6 *	week 7	weeks 8 - 13 *
<b>WHAT ABOUT ME? WEEK</b>  Time to think about <b>what it is you want for yourself</b> , and how to develop the skills you need.	<b>Quantitative Data Analysis</b> (3 ECTS)  <b>Excel &amp; Python Analysis</b> (3 ECTS)	<b>HUMAN ETHICAL RESPONSIBLE ORGANIZATIONS</b>  A special <b>HERO</b> week to understand how your organization can be human, ethical and socially responsible.	<b>Qualitative Data Analysis</b> (3 ECTS)  <b>Global Management Challenge Simulation</b> (3 ECTS)
	<b>Major - Stream Elective 1</b> (6 ECTS)  <b>Major - Stream Elective 2</b> (6 ECTS)  <b>Major - Stream Elective 3</b> (6 ECTS)  Weeks 1-13 you also choose <b>3 elective course units</b> , and <b>gain a major in the area you choose</b> .		

\* Weeks 1-6 and weeks 8-13 with **4 mandatory courses on data analysis** (Quantitative, Qualitative, Excel, Coding with Python) and also a special **simulation game** where you run your business and compete for success.

*In Semester 2 you can choose **3 Electives**  
and earn a **Major** in whatever field you want!*

### Accounting

Advanced Financial Accounting  
Corporate Financing and Planning  
Corporate Governance  
Data Analysis in Accounting  
Research Methods in Accounting  
Strategic Management Control Systems  
Taxation

### Data Analytics for Business

Big Data Tools and Analytics  
Forecasting Methods  
Machine Learning and Data Mining  
Programming for Data Science

### Economics

Advanced Topics of Microeconomics  
Economic Growth  
Financial Econometrics  
Foundations of Financial Economics  
Labor Economics  
Macroeconomics and Monetary Theory  
Monetary and Financial History  
Monetary Policy

### Finance

Corporate Financing and Planning  
Corporate Governance  
Financial Econometrics  
Fixed Income Products and Markets  
Investments and Portfolio Management  
Mergers, Acquisitions and Restructurings  
Monetary and Financial History  
Taxation

### Human Resources\*\*

Gestão da Mudança  
(Managing Change)  
Gestão de Equipas  
(Managing Teams)  
Modelos de Gestão de Competências,  
Avaliação e Recompensas  
(Managing Skills, assessment and Rewards)

### Information Systems\*\*

Gestão de Dados e de Bases de Dados  
(Managing Data and Databases)  
Gestão de Projetos Informáticos  
(Managing IT Projects)  
Modelos e Tecnologias de e-business  
(e-business Models and Technology)  
Projeto de Desenvolvimento de Software  
(Software Development Project)  
Sistemas de Decisão (Decision Systems)

### Marketing\*\*

Customer Relationship Management  
Marketing de Serviços  
(Services Marketing)  
Marketing Empresarial  
(Corporate Marketing)  
Marketing Internacional  
(International Marketing)  
Marketing Operacional  
(Operations Marketing)

\*\*Majors taught in Portuguese

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## year 2 • semester 1

week 0	weeks 1 - 13
<b>CHOOSE YOUR PATH WEEK</b>  Decide which final project you want.	<b>MiM FINAL WORK</b>  Path 1: Corporate Internship Project Path 2: NGO Internship Project Path 3: Experimental Research Project Path 4: Entrepreneurship Project Path 5: Consulting / Business Case Project Path 6: ISEG ULisboa Project

*"My experience throughout the Masters at ISEG Lisbon was only positive on both a personal as well as an educational level. The quality of the professors and lectures compares well to international top level and I would make ISEG the first choice for my Master's again without a doubt!"*



**BENEDIKT GRUNDHEBER**

Senior Associate  
– Valuation Analyst

KPMG, Frankfurt, Germany

## key facts

**START DATE:**  
September

**SCHEDULE:**  
Daytime Classes in Year 1  
The Master's Final Work (MFW) can be executed anywhere in the world, as an Applied Project, a Dissertation, or an Internship Report.

**DURATION:**  
2 Semesters of Classes  
1 Semester for the Masters Final Work

**LANGUAGE:**  
English

**TUITION FEES:**  
From within the EU: €7800  
From outside the EU: €9800

**PROGRAM DIRECTORS:**  
José Veríssimo  
Clara Raposo



# 10 reasons why ISEG Lisbon

02

ISEG is a School of the University of Lisbon, a leading university as recognized by the selective Shanghai ranking (ARWU).

05

ISEG's high quality research centers are engaged in a diverse array of international research projects.

08

ISEG Masters' students and faculty win awards and recognition for best case studies, best dissertation and research output, and applied projects.

03

As part of the University of Lisbon, ISEG belongs to UNITE! – University Network for Innovation, Technology and Engineering – a network that aims to foster cooperation between higher education institutions in Europe.

06

ISEG has a large, diversified, global network of talented alumni.

09

ISEG is committed to the United Nation's Sustainable Development Goals (SDGs) for 2030.

01

ISEG is accredited by AACSB, a distinction earned by only 5% of business schools in the world.

04

ISEG is located in downtown Lisbon, a vibrant, multi-cultural, cosmopolitan, and sunny European city.

07

ISEG students are highly desirable to top employers in government, private industry, and higher education around the world.

10

ISEG students benefit from a collegiate and open-minded atmosphere with many opportunities to interact with their peers and with professors.

## INTERNATIONAL ACCREDITATIONS AND PARTNERSHIPS:



## MEMBER:



*Apply now:*

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