



Lisbon School
of Economics
& Management
Universidade de Lisboa



Masters in Management (MiM)

Master the world
in a school built
for the future.

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Welcome to the next level of Management in the heart of Lisbon.

ISEG has just introduced the new MiM in 2020, our Master in Management, an innovative way for forward-thinking students and professionals to get an unique and full range experience in business management. If you want to make a difference in the corporate world, this is the course to take.

The MiM was built around the future of the workplace. It's where you're headed, after all. The master's programme, accredited by the Agency for Assessment and Accreditation of Higher Education (A3ES), will place management in a more technological and digital world, which is going to require stronger analytical and quantitative skills.

Our intention is to develop a new generation of conscientious managers and leaders for all kinds of organizations. All course units were carefully designed to make you think about the overall future impact of decision-making in any organization or company. And by embracing the 2030 Agenda of the United Nations and the 17 Societal Challenges summarized in the SDGs.

ISEG's MiM will strive to move the world in a better direction. Hopefully, with you alongside.



Top 7 reasons to do a Masters in Management @ISEG Lisbon

01.

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

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' 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.

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 three electives and earn a specialization, a major, in anything you want.

07.

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



Maria Bastos da Costa

“

It was about time higher education took Sustainability as a real priority in business, and this masters is ISEG's most outspoken initiative yet. I am very thrilled to be a part of it! This challenging program is set to give us a diverse tool kit, so we can become self-aware leaders in all fronts, dealing with today's uncertain, demanding and technology-driven business environment.”

Study plan - Year 1

YEAR 1	Course Units		Credits	Semester
	Week 0	Global Goals Awareness Week 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 you can do about it.		1
	Week 1-6	Financial and ESG Reporting	3	1
		Business Strategy and Performance	3	1
		Organizational Culture and Behaviour	3	1
		Global Economic Trends	3	1
		Operations Management	3	1
	Week 7	Midterm Assessment Week		1
	Week 8-13	Financial Markets and Management	3	1
		Marketing Management	3	1
		Leading People in the 21st Century	3	1
		World Business Environment	3	1
		Excel & Python Analysis	3	1
	Week 14	Global Goals Action Week Takes you to the next level: Time to act, be relevant!		1
	Week 0	What About Me? Week Time to think about what it is you want for yourself, and how to develop the skills you need.		2
	Week 1-6	Quantitative Data Analysis	3	2
		Management Information Systems	3	2
	Week 7	HERO Week Human Ethical Responsible Organizations		2
	Week 8-13	Qualitative Data Analysis	3	2
		Global Management Challenge Simulation	3	2
	Week 1-13	Major - Stream Electives 1, 2, 3 Weeks 1-13 you also choose 3 elective course units, and gain a major in the area you choose.	18	2



Alessandro Trentani

“

After my bachelor degree in Italy, I wanted to gain experience in a recognized business school and in an highly international environment that would allow me to arrive prepared in the working world, and in this my experience at ISEG was the right one. The Master in Management allowed me to work both theoretically and practically in a challenging way, contributing to my skills development, like team work, communication and organization, essential for my future. Another crucial element that inspired me in the choice of the Master was the great attention with which the program focus on sustainable and SDGs topics, an element that in the near future can give us a great competitive advantage.

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

Economics

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

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)

Marketing**

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

Data Analytics for Business

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

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

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)

**Majors taught in Portuguese



Francisca Soares
dos Santos
Carrajola



Following a BSc in Industrial Engineering and Management, and after one year of experience in project management, it became clear to me that an MSc in Management would allow me to deepen my theoretical basis, knowledge, and skills in management. **I was particularly attracted by the ISEG's Master's in Management due to its prestigious reputation and its main focus on sustainability.** Both my personal and professional experiences, together with the changing and unprecedented times we are living in, reinforced my will to contribute to society, the economy, and to the environment in a positive and sustainable way. **The diversity of these master's modules provide me the tools to develop my analytical and interpersonal skills, as well as the broadening of my knowledge, in order to help in the creation of more impactful and responsible businesses.** I highly recommend this program to anyone that loves new challenges and wants to expand their leadership, group work, and time management skills.

Study plan - Year 2

YEAR 2	Course Units		Credits	Semester
	Week 0	Choose Your Path Week Decide which final piece of work you want.	-	1
	Week 1-13	MiM Final Work 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	30	1



Manuel Gonalo da
Costa Gaspar

Understanding how to enact meaningful change, that's what drove me to ISEG's MiM. **We work to comprehend the world we live in today, while preparing for tomorrow's, through the constant desire to create sustainable solutions.** This Master increases technical skills for every area of management, but the real differentiating value comes from special initiatives such as the Global Goals and HERO Weeks and the ability to exchange ideas with people from all around the world."



Francesca Savini

A study experience abroad is an important growth opportunity! Not only at the academic level, but also in terms of personal growth. It is one of the most important training experiences in life: it will allow learning a new language while meeting new people and discovering different cultures. **I feel so grateful and lucky to have had the opportunity to study at this fantastic school.** Spending a period of study in ISEG, far from my previous Italian school, also helps me to develop soft skills, particularly useful and appreciated in the business world: open-mindedness, commitment, extroversion, availability and stability. **I recommend this experience to everyone!"**

Key Facts

Start Date:

September

Schedule:

Daytime Classes in Year 1
The Master's Final Work 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 Master's Final Work

Language:

English

Tuition Fees:

From within the EU: €7.800
From outside the EU: €9.800

Programme Directors:

José Veríssimo
Clara Raposo

Recognition:



INNOVATION AWARDS
EDUNIVERSAL BEST MASTERS 2021

3rd in the World Innovation
Awards Best Masters Global
Ranking 2021



10 things you gain by joining ISEG

01.

You enrich your curriculum. ISEG Lisbon entered the prestigious Global **Financial Times FT Rankings** in 2020, with the Master in Finance, and is accredited by **AACSB**, a distinction earned by only 5% of business schools in the world.

02.

You feel safe. **ISEG's campus is certified COVID-SAFE**, a guarantee of safety and readiness to adapt to the pandemic crisis.

03.

You're always connected. All classrooms are **technologically fully equipped**, for a perfect learning experience, whether it's online, in-person, or hybrid.

04.

You broaden your horizons. ISEG is part of the **University of Lisbon, the leading Portuguese university** according to the selective Shanghai Ranking (ARWU) and has an impressive list of partnerships with top-ranked international schools.

05.

You live like a "lisboeta". ISEG is perfectly located for **Lisbon's downtown lifestyle experience**. It's a vibrant, multi-cultural and cosmopolitan European capital.

06.

You're surrounded by knowledge. ISEG's **high quality research** centers are engaged in a diverse array of international research projects.

07.

You're part of an inclusive club. ISEG has a large, diversified, global network of **talented and successful Alumni**.

08.

You become an asset. **ISEG graduates are highly desirable to top employers** both in the private and in the public sector, all over the world.

09.

You join a **winning team**. ISEG students and faculty are well known for winning international and national awards for best case studies, best dissertations and research output, applied projects, as well as in student competitions such as the CFA Challenge or the Junior Achievement Awards.

10.

You grab your future. ISEG students benefit from a **collegiate and open-minded atmosphere, in which the United Nations' Sustainable Development Goals (SDGs) play a special role**, leaving them well prepared in quantitative subjects to become influential and conscientious leaders.



ISEG's Campus
is Certified
COVID SAFE

Apply now:

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**OPEN
MINDS.
GRAB
THE FUTURE.**



Lisbon School
of Economics
& Management

U LISBOA

UNIVERSIDADE
DE LISBOA

Rankings:



Master in Finance
Ranking 2020



PRME Principles for Responsible
Management Education

an initiative by the United Nations
Global Compact



ALIANÇA
OBJETIVOS DE
DESENVOLVIMENTO
SUSTENTÁVEL PORTUGAL



Accreditations and Partnerships:



A3ES

Agência de Avaliação
e Acreditação
do Ensino Superior



Institute
and Faculty
of Actuaries

