

EXECUTIVE MBA



INTERNATIONAL
HELLENIC
UNIVERSITY

www.ihu.edu.gr | Greece

study **live** excel
in **Thessaloniki**

International Excellence Masters in English at a Greek State University

Distinguished faculty:

Learn from world-class academics and business professionals

Distinct approach in learning:

Participate in classes that challenge and change the way you think

Executive student body:

Collaborate with executives and entrepreneurs from different countries and industries

Valuable network:

Receive life-long career support and enjoy the benefits of a strong alumni community



Why choose
the IHU
Executive MBA



Welcome Message

Professor Costas Th. Grammenos CBE, DSc

President of the IHU Governing Board

This is the tenth year of the International Hellenic University's existence. During this period, the IHU has created nineteen post-graduate programmes, fresh, dynamic and forward-looking.

Our primary target from the first instance has been academic excellence in teaching and research. How to achieve this was and is the major task and challenge as it involves the human element. I believe we have accomplished a lot here.

This element, however, is only a part of the equation. Another

lively part of the equation are the students, our partners in the knowledge process. We have been privileged to recruit very promising students, who have become very able graduates of the university, from thirty-nine countries during these years. With their positive experience and feedback, we are now in an even better position to continue to expand the numbers of international students coming from outside Greece and this is a goal we are committed to.

The final part of the equation is the wider community, the end recipient of our services. We have

focused on academic excellence and on our students. Now we are in a position to show our third partner, the wider community, what we have achieved and what more we can do in partnership.

It is my privilege to invite you to read the pages before you, either as a potential student or as someone who will be happy to see proof that positive developments are always taking place in our societies.



The University

Who we are

The International Hellenic University (IHU) was established by Law No. 3391 in October 2005 and is based in Thessaloniki, Greece. The IHU is Greece's first state university where all programmes of study and student administration procedures are exclusively in English. Our philosophy is based upon the following three concepts:

- Academic excellence
- Practical relevance
- International outlook

With backing from the Greek State and the regional business community, the IHU aims to develop as one of Europe's leading research and academic institutions. It already attracts a strong international academic faculty and outstanding students from Southeast and other European countries. We draw from, and build upon, the uniqueness of our international student body while preparing students for the challenges of a rapidly changing global society.

Our 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.

School of Economics, Business Administration & Legal Studies



Associate Professor Daniel Giamouridis

Dean of the School of Economics, Business Administration & Legal Studies
Director of the Executive MBA

The School of Economics, Business Administration and Legal Studies strives to provide an inspirational academic environment and leading business education, building on excellence and an interdisciplinary approach. The business world at present seeks out candidates who can combine good, in-depth theoretical knowledge with practical, hands-on skills, and the capability to deal with the substantive tasks facing managerial staff today.

Our programmes are designed to meet these requirements at international standards while also addressing the specific issues of the South-Eastern European region. The School currently offers ten postgraduate programmes.

The IHU Executive MBA caters for the needs of business executives, offering much more than business fundamentals. The programme offers the rigorous academic and professional training you need to succeed in the business world. The IHU EMBA experience expands the way you think and act, and does so without interrupting your career. It is an experience that will stay with you for a lifetime.

“...the School is built on a sound academic base aiming for achieving excellence in research and teaching. The IHU stands out among Greek universities in many respects and its practices and philosophy bode well for the future.”

Hellenic Quality Assurance and Accreditation Agency
External Evaluation Committee, February 2014

The Academic Team

World-class academics and business professionals ensure a valuable and interactive classroom experience. The Executive MBA programme is taught by professors from top Universities and Business Schools in Europe committed to developing the next generation of business leaders. Following is an indicative list of past and current visiting faculty at the IHU Executive MBA:

Constantine Andriopoulos

Professor of Innovation and Entrepreneurship
Associate Dean for Entrepreneurship
Cass Business School, City University London

Elena P. Antonacopoulou

Professor of Organizational Behavior
University of Liverpool

Michael G. Arghyrou

Reader in Economics
Cardiff Business School

George Balabanis

Professor of Marketing
Cass Business School, City University London

Andreas G. Charitou

Professor of Accounting
University of Cyprus

Yiannis Gabriel

Professor of Organizational Theory
Deputy Dean of the School of Management,
Chair in Organization Studies, University of Bath

Ioannis Halikias

Professor of Quantitative Analysis
Athens University of Economics and Business

Dimitris Karyampas

Quantitative Analyst/Risk Management Expert
Visiting Lecturer at ETH/University of Zurich and
Bocconi University

Mario Levis

Emeritus Professor of Finance
Cass Business School, City University London

Spyros Lioukas

Emeritus Professor of Business Strategy
Athens University of Economics and Business

Raphael Markellos

Professor and Chair of Finance
Norwich Business School,
University of East Anglia

Davide Ravasi

Professor of Strategic and Entrepreneurial
Management,
Cass Business School, City University London

Marco Sampietro

Professor of Project Management
SDA Bocconi University

Palie Smart

Reader
Cranfield University

Vangelis Souitaris

Professor of Entrepreneurship
Cass Business School, City University London

Konstantinos Stathopoulos

Associate Professor of Accounting and Finance
Manchester Business School

The Core Modules

The Executive MBA core modules offer a thorough understanding of the key functional areas within a company and an appreciation of their critical interactions and their impact on the organisation as a whole. Core modules enable students to understand key concepts and apply practical skills directly relevant to their careers.

Management of Organisations

The Global Business Environment

Global Capital Markets

Quantitative Methods and Decision Analysis

Cost Management

Financial Reporting and Analysis

Technology and Operations Management

Business Leadership

Corporate Finance

Marketing Management

Entrepreneurship and Innovation

Business Strategy

The Elective Modules

The programme offers a rich choice of electives in diverse areas. Participants can choose any four electives, relevant to their current and future career orientation. The electives list is continuously updated to reflect contemporary business issues and student interests. Some of the elective courses may not be offered in a particular year, depending entirely on student demand.

Risk Management

Managing Strategic Change

Project Management

Managing Human Capital

Product Innovation

Consumer Behaviour

Corporate Governance

Banking Legal Environment

Business Ethics & Social Responsibility

Credit Analysis for Bank Loan Decision Making

Energy Markets

Commercialising Science and Technology

Private Equity & Venture Capital

Advanced Company Valuation

Investment Management

Supply Chain Management

Intellectual Property Management

Derivative Instruments

Mergers and Acquisitions

Business to Business Marketing

Raising Capital

Alternative Dispute Resolution

International Company and Trade Law

Litigation in Europe

Induction Courses



Induction courses in Accounting, Finance and Quantitative Methods and Analysis aim to ensure essential competence in the skills necessary for the EMBA programme and prepare students for their studies.

More specifically:

- The Accounting induction course aims to introduce students to the basic concepts and standards underlying accounting systems. Several important concepts will be studied in detail, including assets liabilities, equity and income. The course emphasizes the construction of the basic financial accounting statements - the income statement, balance sheet, and cash flow statement - as well as their interpretation.
- The Finance induction course aims to introduce students to the fundamental principles of modern corporate finance. The course places particular emphasis on introducing concepts in risk and return, portfolio theory and asset pricing.
- The Quantitative Methods and Analysis induction course aims to provide students with background material on descriptive statistics and probability distributions (discrete & continuous).

Students can attend the Induction courses either in person at the IHU premises, or via live streaming.

Business Environment Seminars



The Business Environment seminars are an integral part of the learning process. These aim to give students an overview of the economic, social, and cultural factors that influence or threaten business opportunities and practices. They illustrate how business entities manage to develop and implement successful strategy and entrepreneurship tactics within a demanding and competitive global business context. They are business oriented and are led by top managers in leading organizations.



Christos Pantazis - EMBA 2011

COO, Credit Agricole - Bulgaria

▀▀ The EMBA course at IHU was an amazing learning experience [...] It increased my ability, as an executive, in understanding matters and in making educated decisions - having a clearer view of the underlying factors affecting today's complex business environment. ▀▀

Integrating Seminars



The Integrating Seminars aim to give students a broad overview and a holistic approach to international policy trends and new market mechanisms. They provide an overview of how macroeconomic policies and microeconomic aspects affect the economy and enable students to use microeconomic and macroeconomic thinking and tools in their professional path. They are led by policy makers and professionals with extensive experience in the respective areas. Students are required to submit individual coursework for these seminars.



Nikos Garakis - EMBA 2012

Managing Director, Mondi Thessaloniki S.A. - Greece

▀▀ The knowledge acquired during sessions, combined with the professional skills development, constitutes a great tool in supporting executives in business situations. In addition, open-minded discussions in class extend one's viewpoint by showing alternative options of other organizations and cultures. ▀▀

Professional Skills Development



The Professional Skills Development seminars are a series of compulsory seminars that aim to give students the opportunity to sharpen their communication, presentation, negotiation, persuasion and team-building skills at the highest organizational levels.

They set the foundation for delivering successful professional presentations and for developing a persuasive mindset.

Furthermore, they provide the necessary knowledge for developing the ability to bargain successfully and ethically in any situation and for building effective teams, as students learn to handle the challenges of working with different personalities and work styles.

These are all skills that are considered important in high-pressure and rapidly-changing work environments. Students are required to submit individual coursework for these seminars.

Field Trip Project



The field trip project places important emphasis on the aspect of social contribution and helps to integrate the theory with a practical application.

It provides students with the opportunity to explore and understand first-hand the practices and needs of the not-for-profit organisations both in Greece and abroad. Teams of students, with their advanced knowledge and work experience from a variety of sectors, have to manage and shape consulting assignments, which focus on different business development applied issues such as marketing strategies, business plans, financial, accounting, and general operational and managerial functions of the not-for-profit organisations. The EMBA students act as the initiators and the driving force of this entire process.

Indicative not-for-profit organisations that have worked with us so far are Arcturos, Hellenic Rescue Team, WWF Bulgaria, Doctors of the World, Down Syndrome Association of Greece, Red Cross Albania, Arsis Greece, Diogenis NGO (Shedia), etc.

Business Consultancy Project



The business consultancy project (dissertation) allows students to demonstrate their ability to produce original work, conduct independent research, make a real contribution to knowledge and extend and compliment their previous studies.

The subject of the dissertation is the student's choice and may arise from the material taught during the core or elective modules of the EMBA programme and/or the student's wider professional work and experience. In any case, it should address a real-life business and management problem with the aim to achieve coherent results beneficial to the respective organizations, industries and markets.

Students receive regular personal guidance from a supervisor throughout the dissertation process. They submit an individual 10,000-word business project or a group project of 15,000 words in length.

Deloitte Business Seminars



The International Hellenic University has established a strategic collaboration with the professional services company Deloitte Greece.

This collaboration provides the organization of common educational activities via workshop seminars, and the development of collaborative research. Specifically, it will provide support for activities within the framework of consultancy projects and students' dissertations, the joint submission of proposals to national and international research and development programmes, and finally, foster the exchange of views for the improvement and harmonization of the educational process with the modern demands of the job market and businesses.

The 'Deloitte Business Seminar Series' is a series of seminars delivered by Deloitte's Senior Executives and designated for Executive MBA students and graduates.

These seminars will provide know-how and business best practices in topics such as consultancy, business taxation, strategic choices, investment motivation and governance.

The Schedule

The IHU Executive MBA is a 24-month programme. It is designed for busy professionals in order to advance their career without losing momentum.

Teaching takes place on campus in Thessaloniki, once a month, except April, August, and December. In total there are 16 long weekends (Fri-Sun) of teaching. Examinations take place during these weekend periods.

Students who are accepted to commence their studies at the end of January will complete the taught modules by the end of July the following year.

The remaining 5 months of the programme are dedicated to the Field Trip Project and work on the Business Consultancy Project (dissertation).

The programme starts every January and operates on the following schedule:

Friday

13.00 - 20.00

Saturday

09.00 - 19.00

Sunday

09.00 - 15.00



Ioanna Barbi - EMBA 2012

Lawyer - Greece

▀▀ They say an MBA is the ultimate tool for advancing one's career, develop business expertise and acquire all sorts of new skills. And they are right! ▀▀

What our students say



Elton Gjika - EMBA 2011

Architect, Director of Civil Constructions, VEGA Construction Group - Albania

▮▮ The Executive MBA enlarges the qualifications of an engineer beyond just the design of the project, like budgeting the project, funding sources, relationships among contractors, etc. This EMBA can make an engineer more valuable and more marketable. ▮▮



Diana Popescu - EMBA 2011

CEO at Epoque Hotel, Bucharest - Romania

▮▮ After graduating from the EMBA, I took over the CEO position of a 5* luxury Boutique Hotel, and turned it into a successful business. The EMBA equipped me with all the knowledge and tools which are of use to me on a daily basis, in order to deal effectively with every issue a business may face. ▮▮



Kostas Nikou - EMBA 2013

Owner of LetsDoBusiness Greece Consulting Firm - Greece

▮▮ It's that time in your life and your career that you feel the need to move on, to evolve. You feel the need to see things ... "the other way around". You owe it to yourself! ▮▮

Executive MBA class profile



Gender Percentage:
Male 55% - Female 45%



Average working experience:
9.5 years



Average age:
34.2 years



International Students:
26%

Essentials for admission

- An undergraduate degree from a recognised University
- A minimum of three years, full-time work experience gained after graduation
- An IELTS (6.5 and above) score or TOEFL iBT (90 and above), TOEIC (850 and above) or a recognised by the Greek State certificate of Proficiency

Application checklist

To apply for the IHU Executive MBA Programme, you must submit the following

- | | |
|---|---|
| <input type="checkbox"/> A completed application form | <input type="checkbox"/> A copy of your degree certificate |
| <input type="checkbox"/> Transcripts from all Universities attended | <input type="checkbox"/> Evidence of English language test score report |
| <input type="checkbox"/> Two references | <input type="checkbox"/> Your CV with two passport-size photographs |

Contact



Telephone:
+30 2310807528



Email:
infoseba@ihu.edu.gr
admissions@ihu.edu.gr



Website:
www.ihu.edu.gr/emba



Address:
14th km Thessaloniki - N. Moudania
57001 Thermi



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Co-financed by Greece and the European Union