



2009 | 2010

International MBA Program

*Your gateway
to the best of China*



清華經管學院
Tsinghua SEM



Mission

We cultivate future leaders with high business ethics, global vision, leadership capability and sense of innovation. We are dedicated in educating them to master comprehensive management knowledge and techniques and to make outstanding contributions to China and throughout the world.

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Messages from the Deans



With globalization and greater interlinking between countries, businesses-as well as governments and non-profit organizations-are increasingly looking for leaders with a global perspective. To successfully manage and lead in an increasingly complex environment, many are finding that traditional “business education” in a MBA program is no longer enough.

To develop and enable the next generation of such business leaders with global perspectives, Tsinghua University School of Economics and Management (Tsinghua SEM) in 1996 established the International MBA Program. In close collaboration with MIT Sloan School of Management, Tsinghua SEM’s leading faculty drives world-class business education. Program participants from across China and from around the world also deeply enrich classroom and extra-curricular discussions. More than 900 International MBA Program alumni—as well as the extensive alumni network of the broader Tsinghua University—will help each student maintain global insights beyond graduation.

Perhaps, most importantly, Tsinghua University’s prominence provides its students unparalleled access into China. As one of the leading academic institutions as well as one of the centers of technology innovation and entrepreneurship of China, national and international dignitaries regularly seek audience at Tsinghua SEM. With the growing spotlight in China in the international stage, there is no better vehicle to understanding the global market.

These are difficult and yet exciting times for business leaders in China and around the world. If you too have ambitions to join them in the world stage, I warmly welcome all of you to join this program. We are confident that the Tsinghua International MBA program will not only provide you with a world-class business education, but also will serve as “Your Gateway to the Best of China and the World.”

QIAN Yingyi
Dean

*School of Economics and Management
Tsinghua University*

The IMBA Program began at Tsinghua SEM 12 years ago and the Program has graduated over 2,600 future managers educated to recognize vital areas of opportunity including sustainability, innovation and entrepreneurship, which are needed to move the Chinese economy forward. The MIT China Management Education Program has trained over 200 Chinese business faculty at MIT Sloan, influenced MBA curricula in China, and provided a model for business schools throughout the country. These collaborative efforts have been enormously successful, producing IMBA graduates who have assumed positions in multinational companies or started their own businesses.

We are committed to on-going support of the program at Tsinghua SEM, ensuring that IMBA students continue to gain the skills necessary to navigate and succeed in a complex global economy.

David C. Schmittlein
John C. Head III Dean

MIT Sloan School of Management

MIT Sloan developed the MIT China Management Education Program with a single objective: to learn about China while sharing our knowledge about management and how to teach it. The program has given us and our Chinese colleagues at Tsinghua – deans, program directors, faculty, staff, and now students participating in China Lab - an extraordinary opportunity to learn and connect in a world increasingly described as flat. This partnership is succeeding far beyond anyone’s original expectations.

Alan White
Senior Associate Dean

MIT Sloan School of Management



Tsinghua SEM & Tsinghua IMBA

Overview of Tsinghua SEM and IMBA Program

Tsinghua School of Economics and Management (Tsinghua SEM), founded in 1984, was one of the first economics and management schools in China. Professor Zhu Rongji, the Founding Dean, later became the fifth Premier of the People's Republic of China. Tsinghua SEM is now among the premier business schools in Asia and enjoys world class faculty, students and research centers.

Tsinghua SEM is the successor to the Department of Economics, which was established in 1926. Since then, the school has built a strong alumni network. The school's mission is to be a world-class school of economics and management by contributing academic knowledge that fuels the revival of the Chinese economy and cultivating business leaders for China and the world.

Tsinghua SEM MBA Program

- | | |
|-------------|---|
| 1991 | Tsinghua SEM was among the first business schools in China that began a pilot program in MBA education |
| 1997 | Tsinghua SEM and MIT Sloan School of Management launched the collaborative International MBA Program in China |
| 2000 | The Advisory Board of Tsinghua SEM was established with Professor Zhu Rongji as the honorary board Chairman |
| 2003 | Tsinghua MBA Program cited "The most valuable MBA program in China" by Fortune (Chinese edition) |
| 2006 | Tsinghua MBA program was ranked the top MBA program in China by "Manager" magazine in October 2006 |
| 2007 | Tsinghua SEM achieves AACSB accreditation for business education, first in Chinese Mainland |
| 2008 | Tsinghua SEM achieves EQUIS accreditation, becoming the first business school in Chinese mainland with AACSB and EQUIS accreditations |
| 2008 | Tsinghua MBA program was ranked the top MBA program in China again by "Manager" magazine in September 2008 |

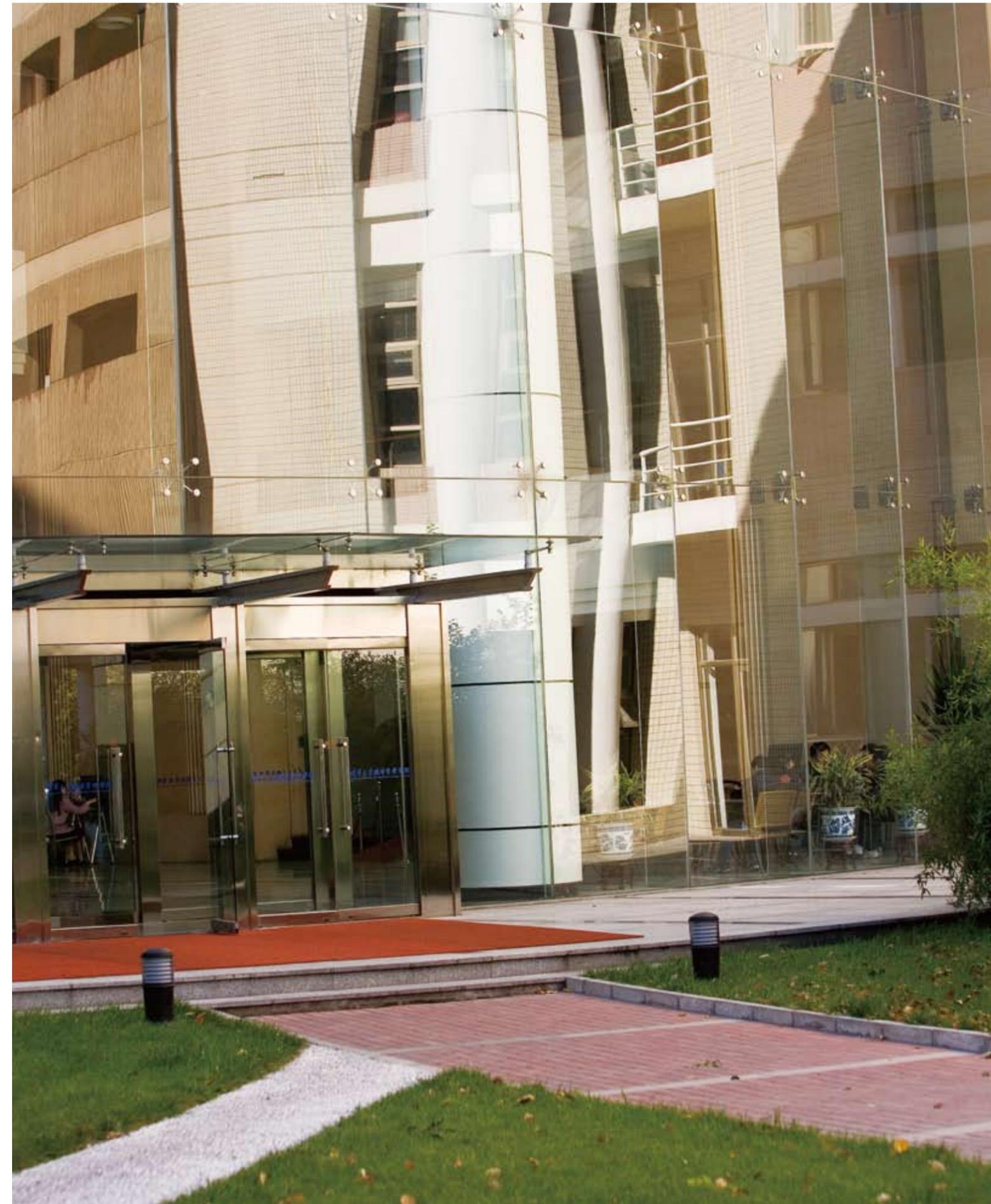
Overview of Tsinghua SEM and IMBA Program

Tsinghua International MBA (IMBA) Program

The Tsinghua IMBA Program is a collaborative program between Tsinghua SEM and MIT Sloan School of Management. It was launched in September 1997 and currently more than 900 alumni (more than 5900 MBA graduates of Tsinghua SEM) have graduated and played important roles in business management in China and around the world. This program is a full-time, two-year, English-taught program. After two years of management and leadership education, students obtain a Master of Business Administration (MBA) degree from Tsinghua University as well as a certificate from MIT Sloan School of Management. Once the students are admitted, they can choose to apply for MIT-Tsinghua MBA/MS Dual Degree and Tsinghua-HEC Dual Degree MBA Program.

“ Tsinghua has provided me many opportunities to gain insights on the Chinese economy and business environment. I chose Tsinghua because of its standing in China as a knowledge and talent center. I have found the learning process enriching, enhanced by a great network of international and local classmates. To know the market from within, the best place to be is Tsinghua. ”

Hui-Yi Lin Singaporean, Class of 2010



History and Collaboration with MIT Sloan School of Management

MIT-Tsinghua Relationship Summary

Tsinghua SEM formed a strategic partnership with the MIT Sloan School of Management in 1996, leading to the creation of the Tsinghua IMBA program. As part of MIT's China Management Education project, the IMBA Program was designed to develop a diverse group of young men and women whose academic achievements and work experience identified them as talented individuals destined for management and leadership roles in China and throughout the world. This new program has benefited greatly from Sloan's valuable resources—faculty training, course materials, curriculum, and an extensive alumni network.

Uniting Faculty

From the beginning, faculty development and cooperation have been core components of the Tsinghua-MIT relationship. The partnership instituted the International Faculty Fellows (IFF) program to augment existing training for Tsinghua professors in globally recognized management education methodologies and practices. To date, the IFF program has provided more than 65 Tsinghua faculty members with additional skills and tools to adapt the latest education techniques to the Chinese learning environment. The collaboration has allowed IMBA students to benefit from student-centered interactive teaching, integrated Eastern-Western coursework, and team-based self-learning projects. In addition, many members of MIT Sloan faculty often visit Tsinghua to conduct faculty workshops and co-teach IMBA classes. Students of Tsinghua IMBA Program typically attend a lecture from an MIT visiting professor at least once a month.



Serving Students

The initial focus of the MIT-Tsinghua cooperation was on training and developing teachers. Now, it is on developing students. Tsinghua's IMBA management curriculum has closely followed MIT Sloan's program, offering more than 100 MBA courses per year. Students can concentrate in areas such as entrepreneurship, finance and banking, innovation and management, accounting analysis and management control, e-commerce and international business administration. Joint curriculum programs include the Tsinghua P-Team Project and the more recently launched China Lab project.

The China Lab joint project kicked off in 2007. Hosted in Cambridge, Massachusetts and Beijing, Sloan MIT MBAs are paired with Tsinghua MBAs to work with growing companies in China. Participating in 2007 were 3 companies based in China, ranging from software to energy industries. MIT students first come to Beijing, and then Tsinghua students go to MIT to complete the two month mini-consulting project. The project provides diversity in problem solving for Chinese companies dealing in a fast-paced global market.



“ Coming to Tsinghua gave me a platform to learn, work and establish solid local relationships with some of the brightest and most dynamic students from China. Tsinghua is a place with endless resources and opportunities. I took the initiative to make the most out of my experience here. As a result, I have established a solid foundation for me to succeed in Asia! ”

Victor Tseng IMBA '06, American, Deutsche Bank

Supported by the Advisory Board

Through the leadership of Dean ZHU Rongji, the Advisory Board of Tsinghua SEM was established in October 2000. Since its establishment, the Advisory Board has met regularly to provide advice on the development of Tsinghua SEM.

Honorary Chairman

ZHU Rongji

Founding Dean, School of Economics and Management, Tsinghua University(1984-2001).
Former Premier, State Council, People's Republic of China (1998-2003).

Chairman

H. Lee Scott, Jr.

Former President & CEO, Wal-Mart Stores, Inc.

Vice Chairman

GU Binglin

President, Tsinghua University.

Members

Craig R. Barrett

Chairman, Intel Corporation.

Lloyd C. Blankfein

Chairman & CEO, The Goldman Sachs Group, Inc.

Sir John Bond

Chairman, Vodafone Group PLC/Former Group Chairman, HSBC Holdings PLC.

Jacques de Chateaufieux

Chairman, Supervisory Board, AXA Group.

CHEN Yuan

Governor, China Development Bank.

Steven A. Denning

Chairman, General Atlantic LLC

Niall FitzGerald KBE

Deputy Chairman, Thomson Reuters/Former Chairman, Reuters

Houghton Freeman

Chairman & Co-Founder, Freeman Foundation

Victor K. Fung

Group Chairman, Li&Fung Group of Companies

Christopher B. Galvin

Chairman & Co-Founder, Harrison Street Capital LLC
Former Chairman & CEO, Motorola

Carlos Ghosn

President & CEO, Nissan Motor Co.,Ltd.
President & CEO, Renault S.A.

Terry Gou

Founder & Chairman, Foxconn Technology Group

Maurice R. Greenberg

Chairman & CEO, C.V. Starr&Co., Inc.
Former Chairman & CEO, AIG

Robert Greifeld

CEO, The NASDAQ OMX Group, Inc.

GUO Shuqing

Chairman, China Construction Bank

Rajat Kumar Gupta

Senior Partner Emeritus, McKinsey & Company
Former Managing Director Worldwide, McKinsey & Company

Tony Hayward

Group Chief Executive, BP PLC

HO Ching

Executive Director & CEO, Temasek Holdings Private Limited

Nobuyuki Idei

Founder & CEO, Representative Director, Quantum Leaps Corporation
Former Chairman & Group CEO, Sony Corporation

Irwin Mark Jacobs

Chairman, Qualcomm Incorporated

Edward C. Johnson 3rd

Chairman & CEO, Fidelity Investments



Gerard Kleisterlee

President & CEO, Poyal Philips Electronics

Richard Li

Chairman, PCCW Ltd.

LI Rongrong

Chairman, State-owned Assets Supervision and Administration Commission

Jay O. Light

Dean, Harvard Business School

LIU Chuangzhi

President & CEO, Legend Holdings Ltd.

LIU Mingkang

Chairman, China Banking Regulatory Commission

LOU Jiwei

Chairman, China Investment Corporation

Andrónico Luksic

Chairman, Luksic Group

MA Kai

State Councilor and Secretary-General of the State Council, People's Republic of China

John J. Mack

Chairman & CEO, Morgan Stanley

Michael McNamara

CEO, Flextronics International

Jorma Ollila

Chairman, Nokia
Chairman, Royal Dutch Shell

Stan O'Neal

Former Chairman & CEO, Merrill Lynch

Charles O. Prince

Former Chairman & CEO, Citigroup

John Roberts

Senior Associate Dean, Graduate School of Business, Stanford University

David M Rubenstein

Co-Founder & Managing Director, The Carlyle Group

James J. Schiro

CEO, Zurich Financial Services

David Schmittlein

John C Head III Dean, MIT Sloan School of Management

Stephen A. Schwarzman

Chairman & CEO, Blackstone

Masayoshi Son

Chairman & CEO, Softbank Corp.

Keiji Tachikawa

Corporate Advisor, NTT DoCoMo, Inc.
Former President & CEO, NTT DoCoMo

John L. Thornton

Guest Professor & Director, Global Leadership Program, Tsinghua University.
Former Co-President, The Goldman Sachs Group, Inc.

Joseph M. Tucci

Chairman, President & CEO, EMC Corporation

G. Richard Wagoner, Jr.

Chairman & CEO, GM

WANG Dazhong

Former President, Tsinghua University

WANG Qishan

Vice-premier, State Council, People's Republic of China

Marjorie Yang

Chairman, Esquel Group

ZHAO Chunjun

Former Dean, School of Economics and Management, Tsinghua University

ZHOU Xiaochuan

Governor, The People's Bank of China



Developing Leaders

Curriculum

Tsinghua IMBA Program Curriculum

The Tsinghua IMBA Program is a two-year full-time program. The curriculum, along with other program elements, is designed to groom future general managerial talents with leadership skills.

During the first year, students take foundation courses on general management. Afterwards, the second year provides a broad set of options. The program offers elective courses covering a range of industries and functions, and allows international exchange programs that can last from a couple of weeks to a whole semester. Between the two years, students are encouraged to pursue a summer internship.

Classes follow an open and participative style, with a focus on both theoretical and application knowledge. Case studies on international and Chinese companies are widely incorporated into the coursework, to build the bridge between classroom and actual business operations. Group discussions are the norm, allowing students to practice managing teams and to learn from each other.

Tsinghua IMBA Program's main objective is to foster future world business leaders. For this reason, entrepreneurship and social responsibility issues have been incorporated into current courses and influence new course offerings.

A unique contribution of Tsinghua IMBA Program curriculum is the understanding of complex reality of China. In-depth content on Chinese economy and business environment is woven into course material and various courses focusing on specific aspects of the Chinese markets are also offered.



“ I wanted more than just a “business education” in my MBA program. I wanted to truly challenge myself to grow - immersing fully in a completely new environment, learning the Chinese language and culture, all while building life-long friendships with like-minded “mavericks.” If you too want to push yourself, I sincerely invite you to Tsinghua’s International MBA Program. ”

KyongHwan Kim Korean, Class of 2010

“ I was working in an investment bank in London and realized I needed to change direction both professionally and personally. Tsinghua IMBA offers me everything I need and what's more, I get to study and live in a country which continues to fascinate the Western world. ”

Maximilian Johnson British, Class of 2009



open and participative classroom

A Solid and Broad Foundation

The first year focuses on building a strong base of essential foundation and functional management skills. In listening and adapting to the needs of students and employers, the curriculum was recently enhanced to cultivate students' practical capabilities. First year courses have been redesigned to reinforce the development of soft skills, such as Communication and Leadership.

The initial year comprises four basic areas of learning: Management Basis, Analysis Basis, Self-Cognition, and Integrated Practice. The Management Basis and Analysis Basis courses correspond to the traditional managerial and quantitative skills required for effective business management. Self-Cognition provides a modern concept of business education, focused on evaluating and improving interpersonal traits and skills. In Integrated Practice courses students are provided opportunities to face real-world experiences in consulting, planning or management, in one of three possible thematic tracks. To enhance the learning experience, students can apply for summer internships not only in Chinese companies, but also in companies outside of China. The school's Career Development Center helps students to find the most suited internship opportunity for them to obtain additional on-the-job perspective and to open more opportunities for future career development.

Depth and Flexibility

In the second year, the IMBA Program provides a wide range of alternatives for the students to pursue their personal objectives with business education. The elective courses can be organized to suit your interest in a specific management area, or to develop cross-functional abilities and broad-sighted perspective.

All MBA elective courses are organized into seven areas (including both English-taught electives and Chinese-taught electives). These areas comprise the main organizational functions, and may be used either as a guideline for specialization into one career, or as a framework to develop general management skills.

Issues relating to Chinese business environment are discussed in relation to functional application. Students are also able to choose a certain number of electives taught in Chinese, thus increasing their familiarity with Chinese business terminology and practice.

In the third semester, students can increase their global exposure by joining one of the several exchange programs offered. They can choose between short-term programs – which make it possible to still take elective courses in Tsinghua in the third semester and long-term programs – which last through the whole semester.

In the fourth semester, students are required to submit a graduation report in form of Case Analysis Report.

First year overview

Second year overview

First year
Core courses

Second year
7 Electives tracks

FIRST SEMESTER
September - January

SECOND SEMESTER
February - June

**SUMMER
BREAK**

THIRD SEMESTER
September - January

FOURTH SEMESTER
February - June

Foundation

Leadership and Team
Career Development Planning
Management Thinking

Accounting
Managerial Economics
Data, Models and Decisions

Managerial Communication

Chinese Economics and System
Organizational Behavior

Operations Management
Strategic Management
Marketing
Corporate Finance
Business Law

Management Consulting
Entrepreneurship Management
Management in the Information Age

Specialization

Elective Courses

Short - term Exchange
Long - term Exchange

Exchange Program

Case Analysis Report

SUMMER BREAK
Summer Internship



Elective Courses / Tracks

MBA elective courses are offered in English and Chinese. IMBA students are free to create their own concentration by selecting courses from the Elective Courses/Tracks as follow.

Strategy and Leadership

Develop a multi-disciplinary approach and strengthen abilities in strategy formulation and implementation. Courses analyze how individuals and organizations achieve market success against the backdrop of globalization and technology development.



Your Needs, Your Courses

Besides being able to choose from the eight functional tracks, you can tailor your curriculum along individual thematic interests. Here are a few options to structure your learning to achieve your own specific goals:



Finance

An area of choice for students interested in the finance sector or in finance positions within organizations. Courses build up an in-depth understanding on how financial markets operate, and be well-equipped with quantitative tools to interpret and analyze financial data.

Marketing

Capture customers' needs through effective marketing. Students learn how to develop and implement marketing strategies amidst competition and the multitude of channels available today.

E-Commerce and Supply Chain Management

With the trend of vertical integration, this is a key issue not only limited to the manufacturing sector. Students gain insights on boosting operational efficiency by leveraging technology to enhance value chain systems and to increase distribution channel options.

HR and Organizational Behavior

A constantly challenging area for organizations to address. Students learn to optimize and leverage human capital within organizations, through strategic tools such as organizational structures and incentive frameworks.

Entrepreneurship

Take the leap into enterprise and innovation, either by becoming a start-up entrepreneur or by creating new value in existing organizations. This set of elective courses aim to enhance core capabilities of business development, decision-making and risk management.

Financial Analysis and Management Control

Focus on financial analysis, and corporate management control system, together with financial and management accounting. This direction builds on mechanisms to better implement strategy and ensure that operations proceed according to plan and that strategic objectives are achieved.

Self-designed

Broaden your scope. Students may complement their studies with off-track topics such as Micro-economics of Competitiveness, Advanced Managerial Communication, International Economics and Doing Business in China.

In-depth China Knowledge

Gain insights on the Chinese market from within and be equipped to pursue opportunities in China. As a knowledge center on the Chinese economy, Tsinghua is undoubtedly one of the best places to learn about China. In addition to learning from Chinese materials in the general coursework, students may take up China specific courses for in-depth knowledge development.

An International Perspective

Acquire knowledge and skills on managing global stakeholders and multi-national organizations. Besides facilitating vibrant exchange amongst an international talent pool, the program also offers specific courses on international enterprise issues.

Key Drivers of Technology and Innovation

Suit your learning to effectively handle technical improvement as business growth factors. As the top university in China in technological innovation, Tsinghua offers access to state-of-art techniques and leading experts.

In-Depth Studies in Specific Industries

Delve deep into your target future industry. An array of courses is offered to provide specific industry knowledge and career skills.

General Management Skills

Drive your MBA to develop a broad business perspective by incorporating all functions in your curriculum. This is the most suited option if you intend to take up leadership and strategic planning positions or to start up your own company.



World Class Faculty

Tsinghua SEM is proud of its widely recognized faculty members including many of the China's leading management experts. Here, they are both teachers and scholars, undertaking leading-edge research and in the meantime, conducting attractive classes. 80% of the 134 full-time faculties have studied abroad. Those who teach International MBA Program courses also have rich backgrounds in consulting and business practices.

The school also invites management practitioners with rich experience to teach IMBA Program courses, which give opportunities to the students to interact directly with the most successful entrepreneurs and business people.

As a joint project, some IMBA Program courses are taught by professors from MIT Sloan School of Management.



GAO Xudong

Associate Professor, Department of Innovation and Entrepreneurship,
Director of MBA Programs

- BE, 1988, Harbin Institute of Technology;
- MA, Economics, 1991, Renmin University of China;
- Ph.D, Management, 2003, MIT Sloan School of Management.

Research Areas:

Strategy and International Management, Competitive Strategy and Technology Strategy, Management of Technological Innovation.

Courses Taught:

Technology Strategy, Strategic Management, Entrepreneurship.



David John Robb

Associate Professor, Department of Management Science and Engineering

- BE (Hons), Engineering Science, 1985, The University of Auckland;
- MBA, Operations Management, 1989, The University of Calgary;
- Ph.D, Operations Management, 1992, The University of Calgary.

Research Areas:

Supply Chain Management, Inventory Management, Operations Management, Operations Strategy.

Courses Taught:

Operations Management, Operations Strategy, Inventory Management, Project Management, Operations Research.

Research Areas:

Integrated Marketing Communications (IMC), Corporate Social Responsibility (CSR), Crisis Management, Qualitative Research Methods.

Courses Taught:

Marketing Management, An Integrative Approach to Advertising and Promotion, Managerial Communication.



LIU Xi

Associate Professor, Department of Marketing

- BS, International Finance and Management, 1996, Tsinghua University;
- MBA, 2002, Tsinghua University;
- Ph.D, Strategic Management and Public Policy, 2006, The George Washington University.

Research Areas:

Chinese Firms' International Acquisition Strategies, International Strategies for Firms from Emerging Economies, Localization Strategies for Multinational Enterprises (MNEs), Corporate Social Responsibility, Business-Government Relations.

Course Taught:

Strategic Management.



JIAO Jie

Assistant Professor,
Department of Business Strategy and Policy

“ Our IMBA program at Tsinghua SEM seeks to connect with organizations and individuals, to explore opportunities and find solutions to address important business issues and significantly advance our educational and other societal goals. ”

Jie Jiao PhD, The George Washington University



LI Mingzhi
Associate Professor, Department of Economics

- BS, Mathematics, 1987, Nankai University;
- MS, Management, 1990, Shanghai Jiaotong University;
- Ph.D, 1999, Economics, the University of Texas at Austin (USA).

Research Areas:
Microeconomics, Industrial Organization, Electronic Commerce.

Courses Taught:
Industrial Organization, Managerial Economics.



Leigh Hafrey, MIT Faculty
Senior Lecturer PhD, Yale University

Research areas:
Management communications and ethics, enterprise, conflict resolution, cross-cultural relations, and leadership.

General Expertise:
B-school; business education; business ethics; China; communication Fiorenzapractices; conflicts of interest; cross-cultural awareness; cultural differences; diversity; developing countries, economics; employee motivation; employment relations; ethics; executive education; family issues; future of work; international communication; leadership; managerial communication; MBA; organizational communication; socially responsible business; work/family issues; work/life balance; writing and presentation skills.

Research areas:
international economics, monetary economics, and development economics.

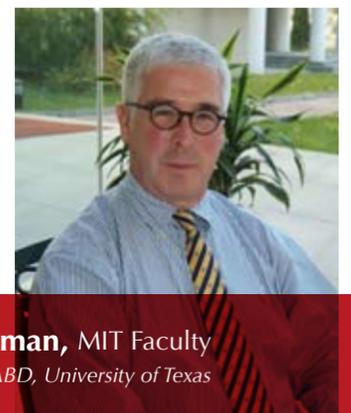
General Expertise:
Applied economics; international economics; monetary economics; development economics; emerging markets.



Roberto Rigobon, MIT Faculty
Professor

Research areas:
cross-cultural, leadership, and organizational communication.

General Expertise:
Effective writing and presentation skills; group dynamics and teamwork; international dimensions of organizational communication; leadership.



Neal A. Hartman, MIT Faculty
Senior Lecturer ABD, University of Texas



Huang yasheng, MIT Faculty
China Program Associate Professor PhD, Harvard University

Research areas:
political economy and international management .

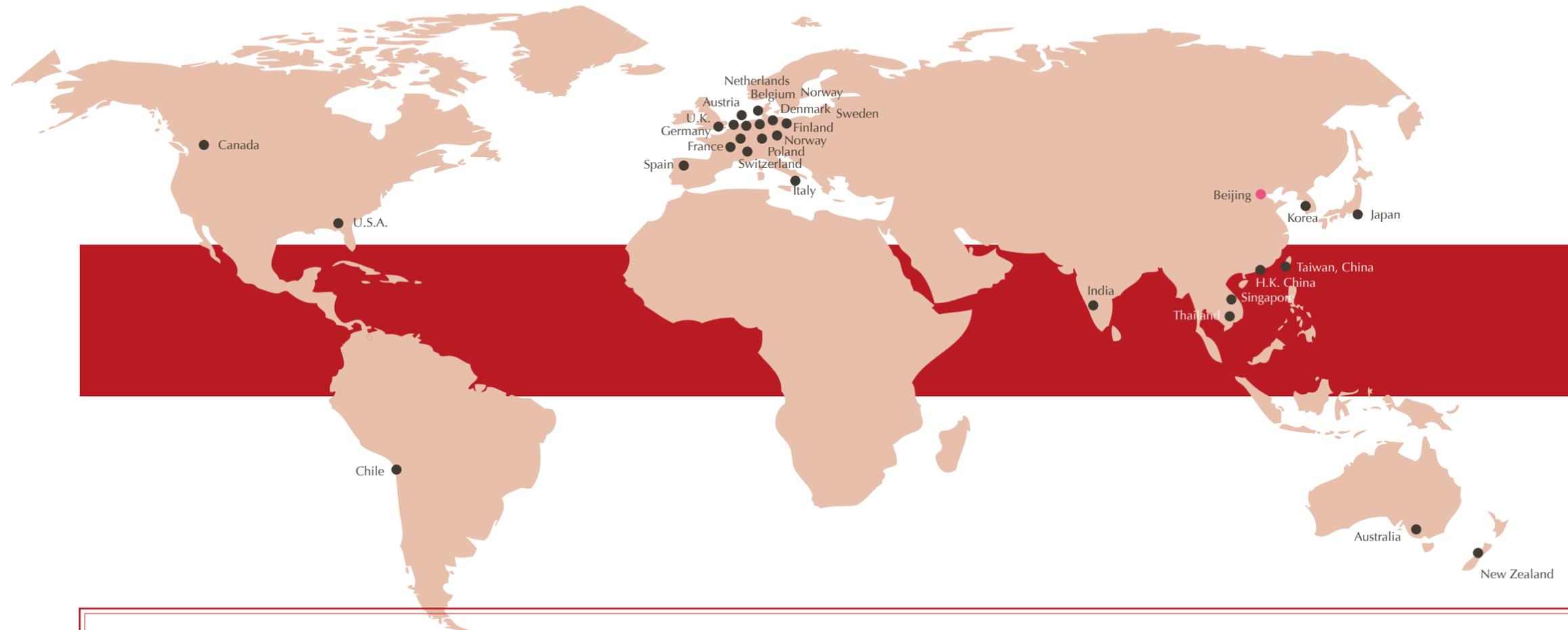
General Expertise:
China; foreign direct investment; India; international business; political economy.

“ As a platform on which future business leaders from inside and outside China meet and learn how to understand and cooperate with each other, the Tsinghua-MIT International MBA Program is thriving in the right place and at the right time. ”

LI Mingzhi Associate Professor, Tsinghua SEM

Global Perspectives

Tsinghua SEM has built up student exchange programs with 74 top business schools from 22 different countries and regions, the largest exchange program of all Asian business schools. In 2008, we opened over 110 seats for International MBA Program students to go abroad and study in our partner schools in their 3rd Semester.



“The exchange program allows me to benefit from two very different yet enriching education systems. I was encouraged to think more broadly and I gained life-long friends. The Yale experience was a piece of precious and sparkling jewel in my life.”

Chen Jing Chinese, Class of 2009

74

top business schools

110

over 110 seats available for our IMBA Program students

Bond	Australia	ISM	Germany	NNCU	Taiwan, China
Melbourne	Australia	WHU	Germany	AIT	Thailand
Monash	Australia	City University of HK	H.K. China	Thammasat	Thailand
Sydney	Australia	CUHK	H.K. China	Amsterdam	The Netherlands
Vinna University	Austria	HKPU	H.K. China	RSM	The Netherlands
IAG-Louvain	Belgium	HKUST	H.K. China	Manchester	U.K.
Leuven	Belgium	ISB	India	Warwick	U.K.
Calgary	Canada	Bocconi	Italy	Babson	U.S.A.
HEC, Montréal	Canada	Waseda	Japan	CEMS	U.S.A.
Ivey	Canada	KAIST	Korea	Cornell	U.S.A.
Queen's	Canada	Korea University	Korea	Duke	U.S.A.
SFU	Canada	SKK	Korea	Emory	U.S.A.
Toronto	Canada	SNU	Korea	Kellogg	U.S.A.
UBC	Canada	Yonsei	Korea	MAYS	U.S.A.
Waterloo	Canada	Auckland	New Zealand	Moore	U.S.A.
Chile	Chile	NHH	Norway	NYU Stern	U.S.A.
CBS	Denmark	Warsaw	Poland	Pepperdine	U.S.A.
Helsinki	Finland	Nanyang	Singapore	Robins	U.S.A.
ESSEC	France	NUS	Singapore	Ross	U.S.A.
HEC, Paris	France	ESADE	Spain	STEP	U.S.A.
Marseille	France	IE	Spain	Thunderbird	U.S.A.
Reims	France	Stockholm	Sweden	UCLA Anderson	U.S.A.
AACHEN	Germany	St. Gallen	Switzerland	UNC	U.S.A.
Cologne	Germany	Zurich	Switzerland	Yale	U.S.A.
EBS	Germany	NCTU	Taiwan, China		



Global Perspectives

Tsinghua SEM-HEC MBA *(International MBA Program with HEC, taught in English)* **Dual Degree MBA option**

Tsinghua SEM and The HEC Paris offer a dual degree MBA option to prospective IMBA Program students from both schools. HEC is one of the world's top business schools and is consistently at the top 10 of International MBA Program rankings in BW and Wall Street Journal.

Tsinghua IMBA Program students having completed 1st year core curriculum will go to HEC to complete their 2nd year of MBA studies by taking elective courses from the HEC MBA Program. Requirements and obligations of each institution must be fulfilled before admission and the degrees are granted.

Tsinghua SEM-MIT Sloan MBA/MS **Dual Degree Option**

Tsinghua SEM and MIT Sloan partner in offering a MBA/MS dual degree option. Candidates are selected from first-year Tsinghua IMBA Program students and successful candidates spend their second academic year at MIT.

Tsinghua SEM-MIT Sloan MBA/MS dual degree option enables students to supplement the broad-based management education receiving in Tsinghua IMBA Program with the additional knowledge and management tools they can acquire at MIT. Requirements and obligations of each institution must be fulfilled before admission and a degree of MBA is granted by Tsinghua University and a degree of Master of Science in Management Studies is granted by MIT.

 <http://mitsloan.mit.edu/programs/MSMS>

“ The Tsinghua SEM experience has been exceptionally eye-opening. I am truly grateful for this unique opportunity to nurture my leadership skills while learning deeply about the culture of Chinese business. I am also very grateful for the friendships that I am forging here with classmates, professors, and administrators of such vibrant backgrounds. ”

Marie Cheng American, Class of 2009

Applied Learning Programs



Stanford GSB - Tsinghua SEM Exchange Program (STEP)

STEP is a pioneering program designed to encourage cross-cultural learning and network building between the MBA students at the Tsinghua SEM and those at the Stanford Graduate School of Business (GSB). Selected students will participate in a sequential two-way exchange where first the Tsinghua IMBA Program students will go to the Stanford GSB for one week to engage in a variety of learning and integration activities and then Stanford GSB students will come to Tsinghua for a similar experience. Tsinghua students expect to visit Stanford in late January, and Stanford students will visit Tsinghua during their spring break.

MIT - Tsinghua China Lab

With 12-year successful collaboration with MIT Sloan, in 2008 Tsinghua SEM started a further partnership in short-term student exchange and collaboration with MIT Sloan—China Lab for IMBA Program Students. The students from Tsinghua SEM and MIT Sloan work together on projects for Chinese local, entrepreneurial firms or NGOs, and Tsinghua students spend a week on the MIT Sloan campus in Cambridge, Massachusetts.



Doing Business in Chile

The program is a short-term exchange collaboration between Tsinghua SEM and Pontificia Universidad Católica de Chile (UC). The program is launched to provide students with a global experience, in an emerging economy in Latin America, and participating students are offered different insights on doing business. This collaboration between the top universities in China and Chile mirrors the growing business and economic ties between both countries.

Thinc-lab

Thinc-Lab is Tsinghua Insight Case Lab. Tsinghua SEM and Insight Learning are co-creating a library of original China-specific business case studies. Our learning materials draw on Tsinghua University's academic resources and experience and Insight's expertise to capture the challenges of doing business in China-based enterprises from the ground up. A select group of leading organizations is invited to participate in a series of business cases that will reach a global audience. The intent of these cases is to capture, codify and disseminate the best practices of doing business in China from the perspective of China's most accomplished firms.

“As China's global reach increases, Tsinghua, its faculty, alumni and students will be called upon to provide leadership not only within China but around the globe. I can say without question that as an aspiring business leader with a focus on China, there is no better place in the world for me to pursue my MBA.”

Marshall Roslyn American, Class of 2010



Beyond the Classroom

Student Profile

The students at Tsinghua SEM are accomplished, ambitious and engaged. While the student body is extremely diverse, they share a sense of privilege that comes with study at Tsinghua. There is equally a strong commitment to developing long-term relationships and participating in one another's mutual success.



100

Total number of students

48%

International students

38%

Female students

Age at Entry of IMBA, Class of 2010



- ≤ 26
- 27~29
- 30~34
- ≥ 35

Years of Work Experience Prior to Tsinghua of IMBA, Class of 2010



- 3 year
- 4~6
- 7~9
- ≥ 10

Student Activities

Orientation

Tsinghua SEM was the first in China to recognize the importance of orientation and it has become an indispensable part of the MBA experience. Through a series of challenging activities, students are introduced to the school and the program, and create relationships that carry on throughout their lives.

The two-week orientation consists of three parts: Tsinghua SEM Information Seminars, Outward Bound and Jump-Start Training. Tsinghua SEM Information Seminars consist of presentations on MBA academic resources, career development opportunities and leadership development. The Outward Bound portion begins with a trip to the beautiful countryside of Beijing. Students take part in outdoor team-building exercises such as role-play scenarios, simulations and team competitions. Jump Start Training gives students the opportunity to compete in case studies, business simulations and stretches their entrepreneurship skills.

Culture

With more than 5,000 years of history, China is a treasure trove of sites and sights. As the epic centre of politics and business for generations, Beijing is constantly going through dramatic transformations.

Beijing is the perfect combination between East and West. A modern city that embraces all the comforts of modernity while still retaining characteristics of an ancient city, Beijing's grandeur will enthrall.

Well-known sights such as the Great Wall, Forbidden City, and Temple of Heaven are located in Beijing. Tiananmen Square, famous for the role it has played in many historical events, is a few metro stops away from the university.

Indulge in tea-drinking, Beijing opera, Chinese chess, tai-chi and karaoke during the weekends with your classmates. With a delightful four seasons, the weather ranges from a chilly minus 15 degrees Celsius to a balmy 35 degrees.

Over 30 million people outside of China speak Mandarin or are learning Mandarin as a second language. As a major language of business in China, many international students take the opportunity to participate in one of the many language exchange programs. Organized by various student organisations, they are fun ways of learning Chinese and making new friends inside and outside of the MBA program.





To foster future world business leaders

Professional

Student Clubs

Students at Tsinghua SEM put their management skills to practical use by leading the many student organizations at the school; other students take the initiative to create new ones each year. Some of the most active groups include:

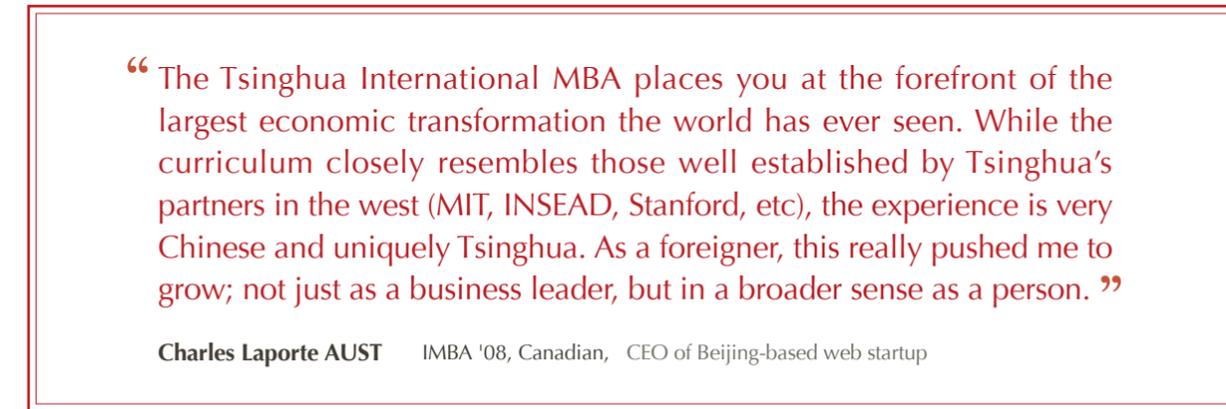
- MBA Student Union
- Entrepreneurship & Venture Capital Club
- Media Club
- Real Estate Club
- Public Relations & Advertisement Club
- International Student Club
- Finance Club
- Automotive Industry Club
- Human Resources Club
- Marketing Club
- Logistics and Trade Club
- Strategy Club
- Manufacturing Club
- Social Responsibility Club
- Information Technology Club

Business Competitions

Students participate in both domestic and international business case competitions. The school has an impressive track record in this area. Tsinghua SEM is also the organizer of the prestigious Tsinghua Case Competition in which many international MBA schools participate.

Business Trips

Numerous visits to domestic and multinational companies are available to provide students with practical business and operation exposure as well as networking opportunities. The national headquarters of many multi-national companies such as Google, Microsoft, and Intel are located in Beijing. In addition, Tsinghua University is located in the heart of China's Silicon Valley – Zhong Guan Chun – where many of the world's leading edge technology companies are situated here.



“The Tsinghua International MBA places you at the forefront of the largest economic transformation the world has ever seen. While the curriculum closely resembles those well established by Tsinghua's partners in the west (MIT, INSEAD, Stanford, etc), the experience is very Chinese and uniquely Tsinghua. As a foreigner, this really pushed me to grow; not just as a business leader, but in a broader sense as a person.”

Charles Laporte AUST IMBA '08, Canadian, CEO of Beijing-based web startup

Summer Internship Opportunities

During the summer vacation between the two academic years, students take up internships with leading domestic and overseas enterprises. The Career Development Center plays a critical role in helping students design their career development and the appropriate steps to achieve their goals. The internship experience paves the way for their future careers and often leads to employment offers.

Interaction with Other Leading Business Schools

Many business schools around the world choose Tsinghua SEM as their exchange partner in China. Exchange program as well as study trip participants from these schools regularly spend time at Tsinghua SEM, and their expertise and perspectives add to an already global atmosphere of the program.



Student Activities



Sports

Tsinghua SEM students have an active sporting life.

As an official training site for the Beijing Olympics, world-class sporting facilities are available in Tsinghua University. Facilities include multi-purpose gymnasiums, an 8-lane bowling centre and a swimming pool with diving platforms.

In addition to the many university-level sports clubs, MBA students also organize its own dedicated sports clubs that compete regularly and actively with other organisations in and out of the university.

Guest Lectures

The Best Come to Tsinghua

Prominent business leaders and distinguished scholars are attracted to Tsinghua SEM by its reputation and status. Hundreds of forums are consequently held at SEM every year. These lectures cover a wide range of topics, including business management, economic situations, latest theoretical developments and socio-cultural issues. These forums, lectures and seminars have become an important part of studies at Tsinghua SEM.



Partial List of Recent Tsinghua Distinguished Guest Speakers

- Bill Clinton, (Former) President of USA
- Carl Stern, (Former) Chairman of Boston Consulting Group
- Garth L. Milne, (Former) Vice President and CFO of Motorola
- Henry M. Paulson, Jr., US Treasury Secretary
- Jorma Ollila, (Former) Board Chairman, CEO, NOKIA
- Gerard Kleisterlee, Chairman & CEO, Royal Philips Electronics
- Robert E. Rubin, Board Chairman, Citigroup Inc
- Dan Carp, Chairman and CEO, Eastman Kodak
- Craig Barrett, Chairman of the Board, Intel
- Yiqiang Luo, (Former) President of Philips
- Y. Morishita, Chairman, Matsushita Electric Industrial Co., Ltd
- GE (China)
- Weikun Zhou, Board Chairman of IBM (Asia)
- Elaine La Roche, Chairman of CICC
- Lei Lu, Vice President of Motorola (China)
- Xinxian Zhao, Chairman of 999 Group

“ My experience at Tsinghua has been nothing but wonderful. From the academic perspective, they have a diverse and colorful program enabling me to explore my options and find my passion for my future career. For the cultural perspective, Beijing is a city filled with history and culture allowing me to find my roots and rediscover my true heritage. ”

Shu Wei CHANG IMBA '06, American, Temasek Holdings



Charming. Diverse. Exciting.

Life in Beijing

Beijing is a metropolitan city of 20 million people and a melting pot of cultures and customs. Since economic reforms began in 1978, it has witnessed many changes. Skyscrapers dot the landscape and highways crisscross the city, yet hutongs (community living) and bicycles are prevalent and retain their unique charms. In the face of an influx of cultures and values from around the world, the Chinese remain strongly rooted to their 5,000 years of history. Indeed, the peaceful co-existence of the traditional and the avant-garde is often seen.

As the political centre for the last 600 hundred years, Beijing is the centre of government and the place where policies emanate. To have a feel of where the country is headed and how one can have a role in that journey, a Beijing experience is a must.

Even with all its modern comforts, Beijing remains very affordable. Where else could you get forty dumplings for US\$3 or a 10-course Chinese dinner for US\$25. Regardless of the type of cuisine you are looking for, whether it is Korean, Indian, Japanese, Brazilian or Singaporea, they are easy to find and even easier to like.

An affordable high standard of living is available to foreign students. Many choose to live in the new on-campus hostels, where rooms come in single or twin-sharing with attached bathrooms, 30-channel televisions, and internet access. Some choose to live with their families off-campus in private condominiums, renting from the many housing agencies that are online or in the area.

Tsinghua University is located at the heart of what is often known as the intellectual district of Beijing. Our neighbours include the headquarters of multinationals and start-ups alike, attracted as they were to the idea of setting up office in China's Silicon Valley – Zhongguancun.

Tsinghua University is linked to all parts of Beijing by an extensive network of modern and efficient subway, multiple bus lines and ubiquitous taxis of all hues. The financial district is 30 minutes away by train; Tiananmen Square, 40 minutes; the Great Wall, 1 hour. Of course, there is always the bicycle for those who prefer a slower pace.

Ultimately, your experience in Beijing depends on you. As the capital of one of the largest and fastest growing countries in the world, Beijing promises to excite!



After Tsinghua

Life-long Career Development

Career Development Center (CDC) is a dynamic office at Tsinghua SEM. CDC provides career services to SEM students and all the recruiters of these students. CDC strives to help students in searching for the right career path as well as assisting employers in hiring the most suitable candidates from SEM talent pool.

A well-trained professional team of CDC is dedicated to provide proactive, efficient, and flexible services to satisfy the requirements of different organizations.

In the increasingly competitive career market, the reputation of Tsinghua attracts numerous domestic and international companies looking for high-caliber professionals. Many companies have established long-term partnerships with us, and regard CDC as their best partner in recruitment.

A partial list of recent recruiters

Accenture
Adfaith
Bank of China
BearingPoint
BNP Paribas
BOC International
Boston Consulting Group
BP
Carrefour
China Mobile
CICC
Cisco Systems
Citibank
CNPC
COFCO
Cummins
Deloitte

Deutsche Bank
Emerson
Ernst & Young
Esquel Group
GE
Goldman Sachs
Haier
Huawei
HSBC
IBM
ICBC
Intel
Johnson & Johnson
J.P. Morgan
KPMG
Lehman Brothers
Lenovo
Lucent

McKinsey & Company
Merrill Lynch
Morgan Stanley
Motorola
New Hope Group
Philips
PricewaterhouseCoopers
P&G
Roland Berger
SAFE
Samsung
Siemens
SINOPEC
UBS
Xi'an Janssen
Xin Ao Group

“The IMBA program at Tsinghua SEM has helped me to make a dramatic move in my career. It provided me with the necessary training, exposure, and guidance; and helped me to be well-prepared when the opportunities arose. Such transition would have been a lot more difficult without them.”

Carrie Yee Kaye WONG IMBA '08, American, Microsoft



Alumni Network

Alumni

Tsinghua alumni are highly influential in China's government and business community as well as important institutions around the world. The university has trained a lion's share of China's past and current political leaders. Four out of the Party's 9-member Politburo Standing Committee, the most powerful political leading force in China, are Tsinghua graduates. Many Tsinghua alumni serve as ministers, governors and mayors across China. Numerous leading business corporations and organizations in China are headed by Tsinghua graduates or alumni.

The inspiring motto "Self-discipline and Social Commitment" is well understood at Tsinghua. In 1913, the first overseas Tsinghua student union was established in the United States. To date, there are Tsinghua alumni organizations in 100 Chinese cities and in over 30 countries abroad. The strength of the alumni community derives from the strong sense of belonging to Tsinghua's "Royal Family". Tsinghua graduates gain significant prestige and respect upon graduation, and often speak of the resulting sense of responsibility towards the school and Tsinghua peers.



Alumni Services

Tsinghua SEM Alumni Services Office was founded during the anniversary of Tsinghua University in 2003. It is not only a social organization for alumni in the traditional sense, but also a network for lifelong learning. It is the arena of interaction between alumni and the school, creating value for the school and society.

The purpose of Alumni Services is "to serve the world-class school's development and to enhance the success of the alumni". By building up an alumni network, organizing lectures, seminars and holding alumni reunions, the school created opportunities for over 10,000 graduates and about 30,000 trainees to gain new knowledge of management, to expand social resources to seek cooperation, and to further develop their career. It is the driving force of the career development of alumni and is committed to becoming their spiritual home.

Alumni Mentorship Program

Alumni Mentorship Program of Tsinghua MBA (AMP) is a career development program launched in 2007 to help students professionally grow by inviting MBA alumni to be their mentors. The experience and guidance of the alumni mentors will help current MBA students for the future career development.

AMP is a program to foster MBA students' professional development, sharing of wisdom and networking. AMP will serve as a forum where students can learn real-world business practices under the guidance of seasoned business managers, our alumni members.



Come Join Us

Admission Requirements

The Tsinghua IMBA Program expects to admit students with proven intellectual capacity, excellent development potential and leadership skills, who are motivated to learn and to share their own personal knowledge and experience.

Admission Requirement for International Students:

- Undergraduate degree from a recognized university, equivalent to a Bachelor's degree;
- A competitive GMAT score; GMAT Code for Tsinghua MBA Programs: Country code: CHN Program Code: VH0-JJ-18
- Finishing Tsinghua MBA online application and submitting required supporting materials.

For admission requirements for domestic students and students from Hong Kong, Macau and Taiwan, please refer to <http://mba.sem.tsinghua.edu.cn/tabid/101/Default.aspx>

Online Application

Please visit the Tsinghua MBA Admission System for Overseas Candidates and finish online application at:

<http://newmbaedu.sem.tsinghua.edu.cn:8090>

Required Supporting Documents:

- Two photocopies of highest degree certificates
- Two copies of official undergraduate transcripts
- Official GMAT score report (GMAT taken within 5 years of application deadline)
- Two recommendation letters
- A resume
- Two copies of your passport
- Official certificate of financial support of at least USD 30,000.00 issued by bank
- Non-refundable of application fee of RMB 600

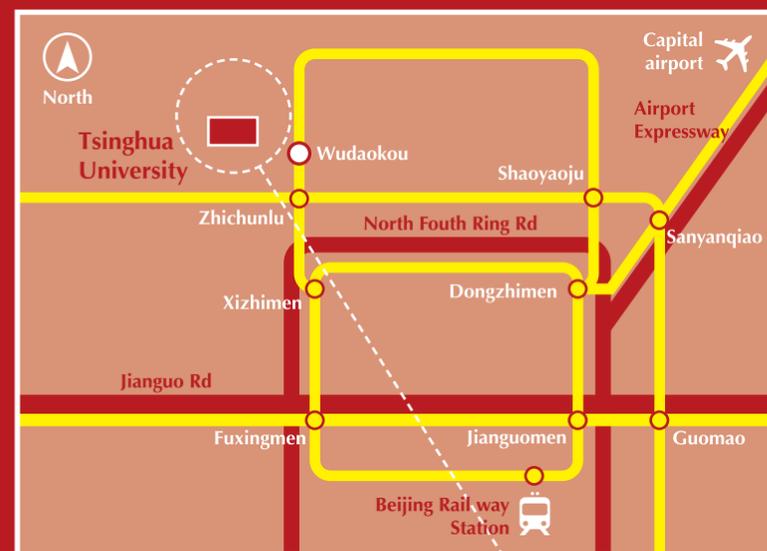
<http://mba.sem.tsinghua.edu.cn/mbaen>



Admission Timeline

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	▶	Apr.	May.	Jun.	Jul.	Aug.	Sept.	▶
International Students	Online Application		1st Application Deadline	Interview	Notice of Admission	2nd Application Deadline		Interview	Notice	Official of Admission	Admission	Registration	Class Begins	
Mainland China Students	Online Application			National Examination (GRK)		Interview			Notice of Admission	Official Admission		Registration	Class Begins	
Hong Kong, Macao SAR, and Taiwan Students	Online Application					Application Deadline		Interview	Notice of Admission	Official Admission		Registration	Class Begins	

Contact us



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Attend Open Days

You are always welcome to visit our school and attend our Open Day, here you will have the chance to attend a class and meet with current students and faculty members.

Meet with Alumni

You are encouraged to contact with our alumni and if you need, we can help you to get contact with our current students, ideally from your country or region.

Meet with Admission Officers

Our admission officers are always pleased to answer any questions you may have about our program.



<http://mba.sem.tsinghua.edu.cn/mbaen>

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