

ELEVATE
YOURSELF,
TRANSFORM
THE WORLD



EXECUTIVE

MBA



Partner:



“Over the last 25 years, the AESE Executive MBA has led to numerous success stories among its participants. We look forward to working with you on the next step in your career.”



Adrián Caldart
Chairman of the Committee
for the AESE Executive MBA



Rafael Franco
XXV AESE Executive
MBA Director



Agostinho Abrunhosa
XXIV AESE Executive
MBA Director



Inês Magriço
AESE Executive MBA
Subdirector

MAKE THE WORLD A BETTER PLACE

We all aspire to be remembered for who we are and what we do. As pleasing as recognition and rewards may be, many of us aspire to something more, to a higher purpose, a deeper meaning, a more enduring legacy. That's what elevates a great professional to the level of a truly outstanding human being.

You constantly challenge yourself to become a better version of you, and to make this world a better place. You know there are no shortcuts as far as personal growth goes. Yours is a journey that requires commitment, and yet you're certain that it will lead to a wider world of opportunities.

In an increasingly interconnected world, one needs to maintain a long-term strategic vision, to be capable of leading and believing, not only in our core values and sound judgement, but also in your ability to soundly question the status quo. The creativity required to meet the challenges that await you will be decisive to face the present while building a successful future.

Being a leader today requires the permanent pursuit of excellence on your road to personal as well as professional fulfilment. It takes the highest degree of professionalism, focus and self-motivation. And it takes true generosity to dedicate it all to the service of others, whether it's your teams, your company or institution, your society or the world. If you are a demanding non-conformist who believes in bettering yourself to make sure you will have a real, wider and lasting impact, then you are an AESE Executive MBA candidate.

BEING GREAT ACROSS THE BOARD

The formula sounds simple: world-class faculty, high-profile students, and an unwavering high degree of rigour and practical relevance. We will put you through all tests so that you may reach your highest potential.



The Six Dimensions of the AESE Executive MBA

The AESE Executive MBA is an intense journey of personal and professional transformation that prepares you to face challenges in any business scenario.

General management perspective

You will gain profound comprehensive insight into the company from a general management perspective, which will allow you to understand the uniqueness of each operational area, the interdependence between them and how they are affected by your decisions.

Strategic decision making

Analyse complex problems, test different approaches and evaluate results. By examining more than 250 business cases, you will hone your ability to analyse challenging situations, justify your strategy and decide on the best course of action.

Entrepreneurial spirit

You will discover your inner entrepreneur. The AESE Executive MBA will help you detect new opportunities and acquire the knowledge and tools to make the most of them, both inside and outside your organisation.

Effective leadership

Build and align effective teams around a shared vision and a common purpose. Deepen your ethical and humanistic vision of leadership and learn to take an active role in the community.

Global reach

The programme's high-impact content, faculty guidance and intensive weeks in global venues will give you a heightened awareness of the trends and opportunities shaping today's global business arena.

Self-knowledge

Develop greater empathy, self-awareness, emotional intelligence and tools to communicate with confidence in any professional environment. Consolidate skills to manage crises, stress and challenges.

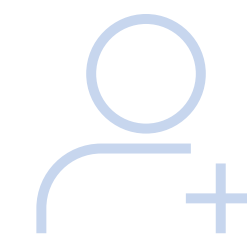
ARE YOU READY TO BE BETTER?

AESE Executive MBA is a transformational programme for business leaders who want to make a tangible difference in the world.



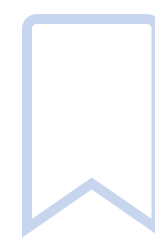
A unique mission

AESE has a clear mission: to prepare leaders who can make a deep, positive and lasting impact on people, companies and society through their professionalism, integrity and spirit of service. The school strategic priorities are deeply rooted in this mission.



Personal growth

Personal development is an important facet of all AESE programmes, which place an emphasis on ethics and social responsibility. In this regard, AESE has stood out from other business schools since its inception for its strong, ethical and humanistic values, coupled with a persistent effort to practice and share them.



Singular history

As the first School of Business and Management in Portugal, since 1980 AESE Business School has been dedicated to the training and improvement of business leaders, with a Christian perspective of the human being and society. Its transformative impact on more than 9500 Alumni spread across 5 continents makes AESE a unique business school: a school for Leaders who want to learn, leave their mark and transform the world.



Powerful networking

At AESE, you will find a vibrant networking environment, where participants and Alumni converge to learn, exchange ideas and share experiences. AESE's tight-knit Alumni community includes global business leaders from a broad range of sectors. As a graduate of the AESE you can take advantage of our highly valuable Alumni Learning Programme, as well as personal coaching and professional resources throughout your career.



A Robust Curriculum

The AESE Executive MBA allows you to grow as a leader without putting your career on hold. With its flexible-by-design format, you can develop your leadership potential with minimal disruption to your personal and professional commitments.

Programme curriculum: 18 months

In a systematic pursuit of improvement, the AESE Executive MBA is undergoing a scheduled revision. Some of the curricula may change.

1st Academic Year

The first year lays the academic foundation for the programme. You will acquire a stronger grasp of core management areas and a holistic management outlook to lead across all areas of the organisation.

1st Term October–December

- _ Business Analysis I
- _ Financial Accounting
- _ Personal Development I
- _ Managing People in Organizations
- _ Strategic Marketing

Elective track

Coaching

2nd Term January–March

- _ Business Analysis II
- _ Personal Development II
- _ Branding & Data Driven Marketing
- _ Operations Management
- _ Short Term Finance

Entrepreneurial Initiative

3rd Term April–July

- _ Microeconomics
- _ Strategic Management
- _ Structural Finance
- _ Digital Transformation and Innovation

Tokyo Immersion Week

2nd Academic Year

In the second year, you will reinforce core leadership skills and your general management perspective and entrepreneurial skills.

4th Term September–December

- _ Advanced Finance
- _ Marketing Strategy in Action
- _ Organization and Corporate Governance

Elective track

Career Management Programme

Entrepreneurial Initiative

Lisbon International Week

5th Term January–March

- _ Management Accounting & Control
- _ Marketing Channels & Sales
- _ Service Operations
- _ Leadership, Values and Ethics

Barcelona Immersion Week

6th Term April–June

- _ Macroeconomics
- _ Negotiation skills
- _ Entrepreneurial Initiative final presentation

Customisable programme

INTERNATIONAL WEEKS

The AESE Executive MBA organises international weeks in Lisbon, Barcelona and Tokyo that deliver frontline insights into global business ecosystems and fresh perspectives on global and transcultural management.

Lisbon

Excelling in Leadership week is dedicated to three main areas: the roles of the CEO as business strategist, organisational leader and a key actor in the Governance Structure; Design Thinking as a methodology for idea generation, and Global Leadership and how internationalisation of the company poses singular challenges associated with the management of people in organisations.

Barcelona (Optional week)

IESE Barcelona is a global business school, ranked among the best in the world, and renowned for its commitment to developing principled leaders with a global perspective. IESE's academic programs are designed to cultivate not only business acumen but also a deep sense of social awareness. The candidate will gain insights from world-class thinkers with proven knowledge and experience, sharing lessons learned bright ideas, sound thinking and strategies that really work.

Tokyo

The Meiji Business School campus in central Tokyo is located just next to Otemachi, the city's business and commercial district, just steps from the Imperial Palace. The MBS Executive MBA is renowned for its focus on family business, start-ups, real estate and general management.



Customisable programme

ELECTIVE TRACK

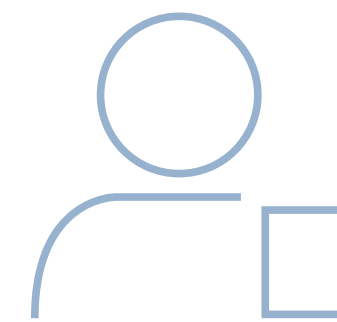
Short Programmes in diverse areas of specialisation are offered throughout the programme, enabling you to allocate the time devoted to the elective track across the programme according to your preferences. During the AESE Executive MBA, participants are expected to complete a minimum of five full days of elective short programmes.

During the Programme, some CEOs or C-level board members are invited to share their life experiences or the strategy of their organizations and sectors in rich and interactive sessions.



CHALLENGE YOURSELF

Whether analysing the challenges faced by a construction company, an amusement park, a ceramic manufacturer or an airline in difficulty, the case method asks the participant to put him or herself in the place of the manager: How can I increase sales in a negative cycle? How can the company improve its results in a new competitive environment? What incentive policies will work in a fast-moving industry?



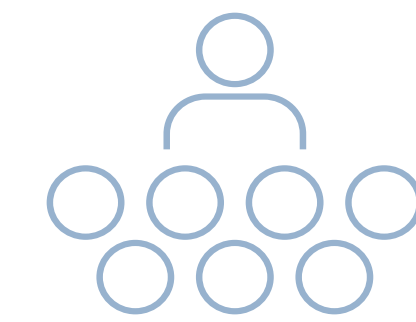
Individual study

Read the case on your own, reflecting on the main issues: What is the key problem? What are the alternative options for action? What would you do if you were the manager in question?



Learning team

Before class, participants meet in small working groups to discuss and compare their analysis and contrasting points of view.



Plenary session

Together in a plenary session, the issues raised in the case are analysed and the different courses of action are evaluated critically and related to learning frameworks.

In contrast to lecture-based teaching methods, with the Case Method the participants do most of the talking.

AWAY TO LEARN

As far as an AESE professor is concerned, rich, engaging discussions and debates are the backbone of leadership development. That is why case studies, team-based projects and business simulations are intensely used throughout our Executive MBA: they dynamically combine diverse learning methodologies to spark these vital interactions.



Mentoring

A personal mentor will offer continuous feedback and career advice throughout the programme to ensure you get the most out of the experience and reach your fullest potential.



Team-Based Projects

Teamwork will provide an authentic forum for exchanging and contrasting knowledge among peers and bolster your ability to align different perspectives.



Peer-To-Peer Learning

The AESE Executive MBA gathers successful managers from an array of industries, companies and professional profiles. The cohort's diversity will enrich your professional network and open your eyes to new perspectives and practices outside your corporate sphere.



Business Simulations

You will take your key knowledge to a new level and advance your executive skills in a test environment, complete with time constraints and opposing power sources.



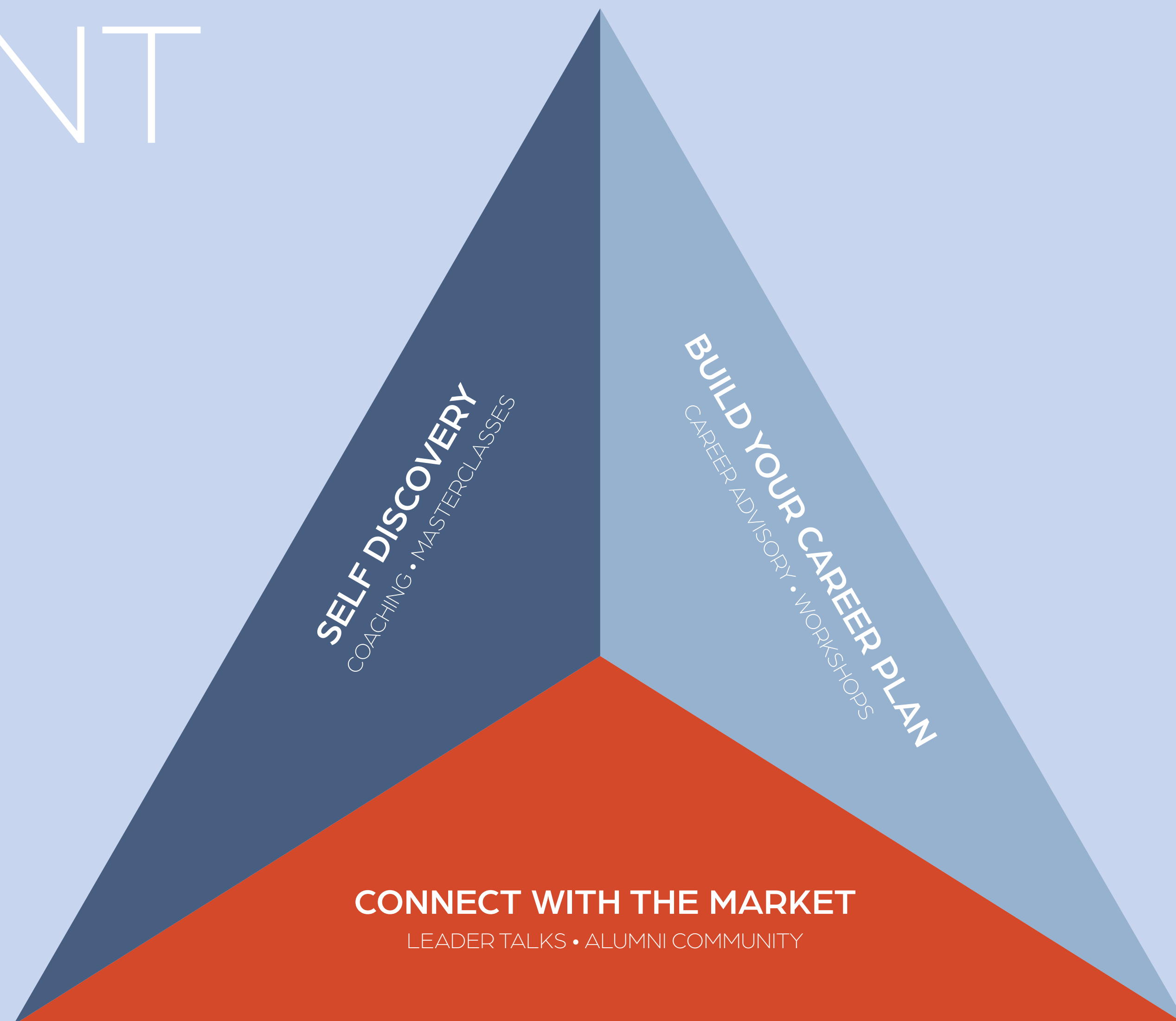
Professional and Personal Development

All participants in the AESE Executive MBA are assigned two members of faculty – a mentor and a coach – who accompany, encourage and help each participant in pedagogical, professional and personal terms.

CAREER MANAGEMENT CENTRE

To help you better understand the job market and successfully take control of your own career development, AESE's Career Management Centre provides Executive MBA participants with professional development resources and support services.

Career sessions and workshops guided by specialists will allow you to create a high-impact CV, prepare for interviews, negotiate your salary and build your professional network. You will work closely with a career advisor, who will help you define your own career plan and stand out in a global job market.



CLASS PROFILE

Designed for high-potential managers, executives and entrepreneurs who want to boost their careers, the AESE Executive MBA delivers a highly intense and personally transformative experience that maximises student's leadership, decision-making and entrepreneurial capabilities to enhance their personal development and prepare them for any challenge they will face in their careers.

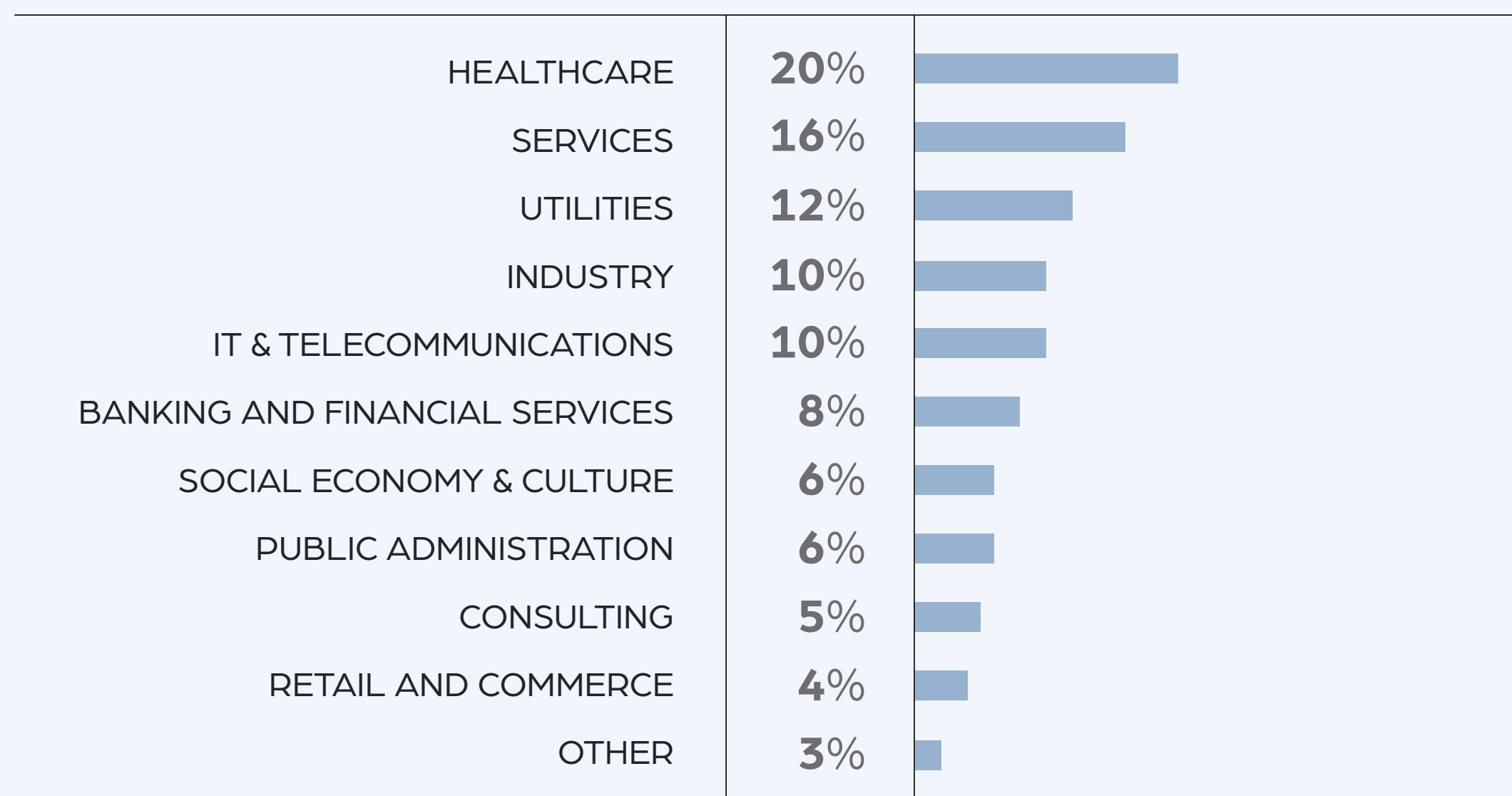
27% Women

39 Average age

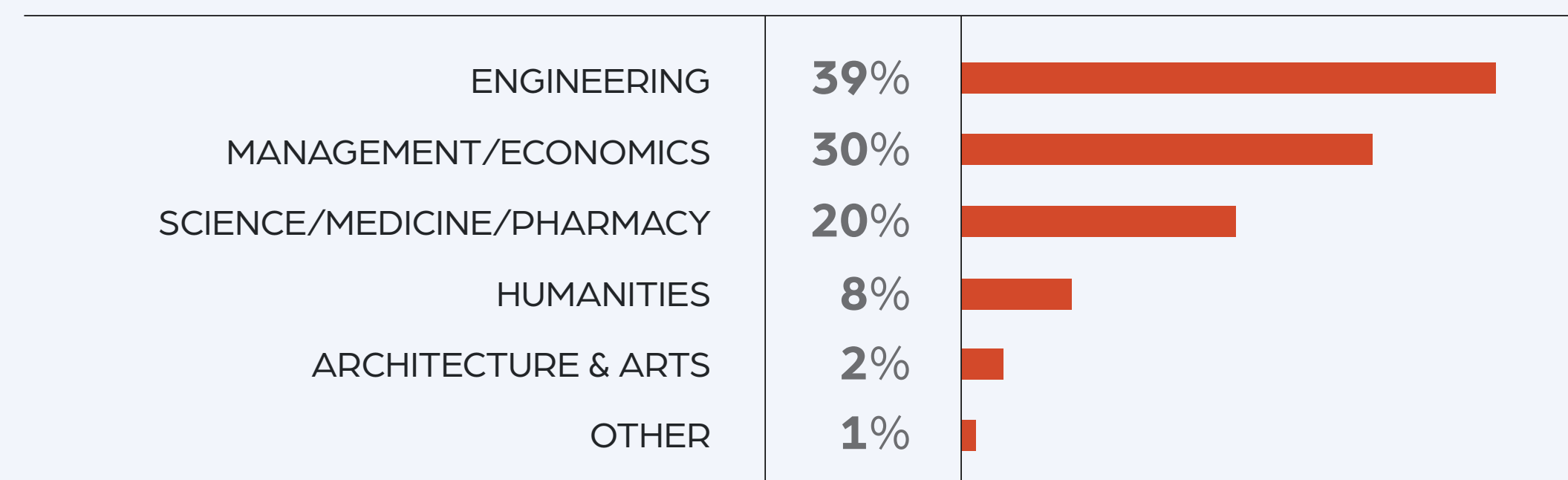
17 Average years
of work experience

Data information from the last 5 editions.

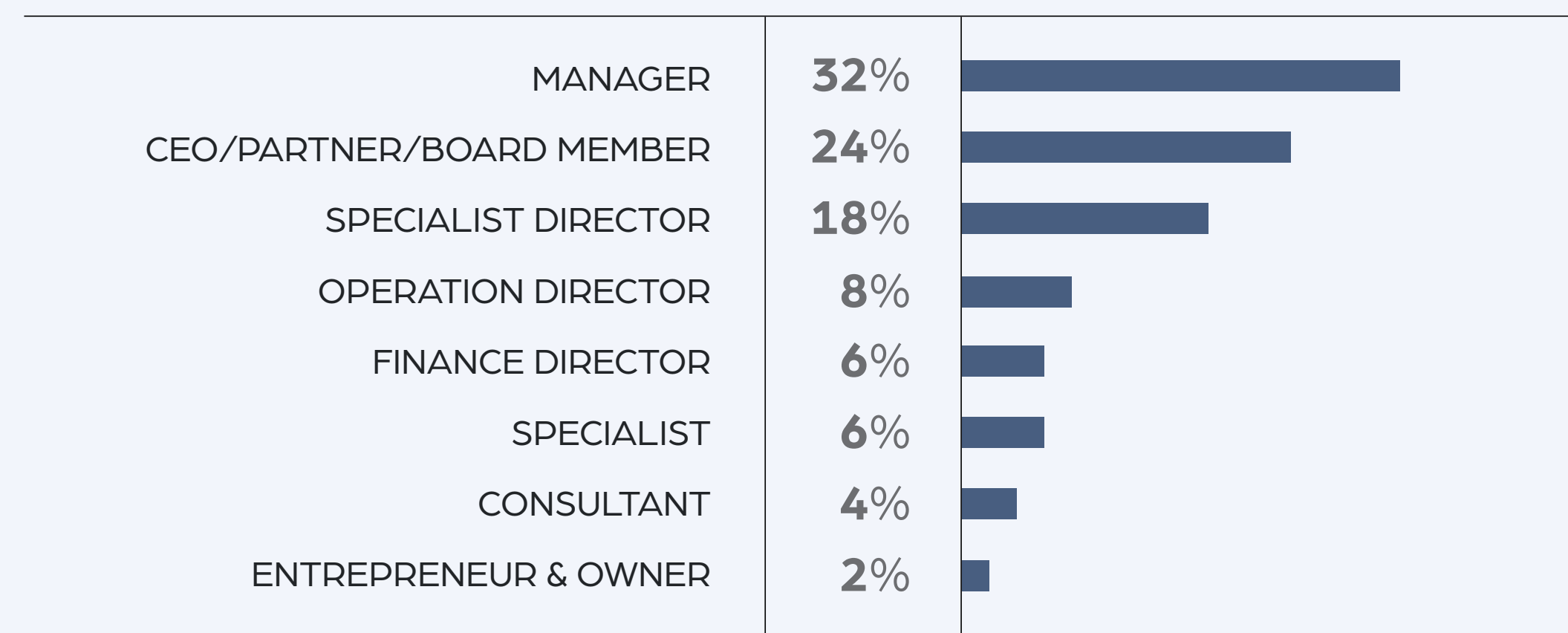
Business sectors



Academic background



Functional areas



Data information from the last 5 editions.



Marta Jorge

Pharma Supply Chain Coordinator,
Quilaban

As a healthcare professional, the AESE Executive MBA has allowed me to acquire new tools, particularly in the areas of management and finance, which I consider fundamental for any leader in this sector.

The case method also contributed, where we are called upon to understand realities different from our own and to make decisions in very different contexts in the business world. In addition the spirit of collaboration among all the participants, the always welcoming atmosphere of all the AESE professionals makes this school unique!



Luís Calado

Chief Sales Officer,
AODACI

Taking part in the 22nd AESE Executive MBA was an experience that really changed the course of my career. It was an intense journey that took me to new professional and personal heights.

Throughout the programme, I explored a wide range of topics that are fundamental to success on a global stage. I learned how to critically analyse complex problems, make strategic decisions under pressure and lead multicultural teams effectively. In addition, I honed my communication and networking skills, essential skills for building solid relationships with professionals from all over the world.

One of the most enriching aspects was its global and humanistic approach to business.



Pedro Ângelo

CEO, NAV

Attending the MBA programme at AESE Business School proved to be one of the best and most transformative decisions in my academic career, with a significant impact on my professional performance.

The alignment with the school's humanist code of values, the extraordinarily competent and dedicated teaching staff, the up-to-date, business-orientated content and the attention given to each participant, lead me to recommend the AESE Executive MBA to any professional who wants to climb the career ladder and make an impact on the community in which they work.



Leonor Cerqueira

Corporate of Business
Development, Multicare

The AESE Executive MBA was an immersive experience that took us on a journey through the world of business. In a holistic way, we were able to deepen the different strategic perspectives and consolidate an integrated vision of business development. The case method provides an intuitive approach to acquiring knowledge, allowing it to be applied in a practical and real way. This method cultivates companionship and the creation of a support network that reflects true team spirit.



Jaquelina Vieira

Deputy Director of Analytics
Intelligence, CGD

The AESE Executive MBA turned out to be an intense journey of learning, growth and transformation, both personally and professionally! In an increasingly complex, unpredictable and competitive context, the case study method made all the difference in learning and grasping concepts. In addition to strategic, analytical and creative knowledge, we covered relevant topics such as leadership, human behaviour and project management and analysis. I strengthened my ability to adapt and to be resilient, as well as new problem-solving perspectives and critical thinking. The EMBA was an important step, but not the last; I know I still have a lot to learn and grow, certainly stronger and with a wider network of contacts!



Paulo Leite Magalhães

Founder and CEO,
Inovflow

The AESE Executive MBA has been a journey of personal and professional transformation, intense, demanding and challenging, but above all a deeply enriching and rewarding experience. The access to global perspectives through the case method provided an exceptional combination of knowledge, strategic thinking and practical application that I have been able to transfer easily to my day-to-day management of the company. Not only has this course broadened my horizons, but I have also had the opportunity to meet, work with and bond with people who will be with me for the rest of my life.

**Nuno Serra Santos**

Director,
El Corte Inglés Lisbon

AESE cultivated in me a mindset of continuous learning and adaptation. The distribution sector is dynamic and constantly evolving, and this EMBA has helped me strengthen skills to face changes and challenges with even more confidence and resilience.

To summarise, the AESE Executive MBA has been an enriching journey that has provided me with a solid knowledge base, strong ethical values and enhanced leadership skills, preparing me to take my career in distribution to new heights of success.

**Marta Bento**

Branch Manager, CGD

Taking part in the AESE Executive MBA was undoubtedly an eye-opening experience. The Case Study Method stood out as one of the most impactful aspects of the programme, challenging me to take on the role of decision-maker in complex, real-life business scenarios. This hands-on approach not only honed my analytical skills, but also prepared me to face the uncertainties of the business world with a new confidence. Premium peer-to-peer networking was a crucial part of this journey, providing valuable opportunities for knowledge exchange and professional connections that further enriched my learning, and personal and professional growth.



Gonçalo Maria Gomes

Head of IBM Business & Exports,
Softinsa (on IBM service)

Taking part in the AESE Executive MBA was a life-changing experience. The Case method, combined with the diversity of the class, provides a wide range of perspectives and discussions, enriching the lessons and the understanding of business challenges. We acquired the skills to make more assertive decisions to face challenges with more confidence and drive innovation. The humanistic vision that the school instils makes us better prepared to lead with an holistic vision, contributing to a corporate purpose and to achieve exceptional results.



Raquel Teixeira

Director of Innovation and Business
Development, Laboratórios Atral

After completing the Executive MBA, I feel better prepared to face the challenges of the global pharmaceutical market. I have gained a deeper understanding of how to optimise operations, implement innovation and develop effective strategies. This experience has given me the tools I need to lead teams towards sustainable and innovative growth. I recommend the AESE Executive MBA to any professional who wants to advance their career and make a significant impact on their organisation. It's a transformative experience with a significant return on investment.



Roberto Jacinto

Delivery Manager & Team Leader,
Deutsche Telekom

The Executive MBA programme offers a holistic vision of management and strategy based on a humanistic foundation that is highly relevant to the challenges of today's world. In addition to the academic programme, the AESE Executive MBA encourages open discussion of experiences among students, creating a valuable exchange of empirical knowledge curated by a network of experienced professionals and industry leaders. This MBA is an invaluable investment that guarantees lasting personal and professional transformation.

**João Dias Costa**

Head of Sales,
Quilaban

The AESE Executive MBA was a transformative experience that took me out of my comfort zone and fostered my personal and professional growth. AESE's humanistic vision and the case method, combined with a faculty experienced in the field and the different perspectives in the groups, allow us to deepen our knowledge and skills, preparing us to face the challenges we face on a daily basis. AESE is a hotbed of knowledge and camaraderie that has created lifelong friendships and bonds for which I am very grateful.

**Daniel Freitas**

Branch Manager,
CGD

I had the privilege of attending the 22nd edition of the Executive MBA at AESE Business School, an experience that exceeded my expectations both professionally and personally. With more than 15 years of experience in banking and insurance, I expected to gain in-depth knowledge that would help me face the challenges of the financial sector. However, the MBA gave me much more than that. The AESE Executive MBA has prepared me to take on greater challenges with confidence and to lead teams with a clear vision and an enhanced ability to align strategy and execution. I would highly recommend this programme to any professional looking for all-round development - in technical skills, leadership and personal growth.

PROMOTING ENTREPRENEURS

At the AESE Executive MBA, you will develop the entrepreneurial mindset and skillset needed to excel in both start-up and enterprise environments. Those interested in launching new ventures will find an encouraging and supportive ecosystem to transform your ideas into businesses.

Entrepreneurial Initiative

The entrepreneurial initiative module develops the knowledge and skills needed to create new businesses, using a multidisciplinary approach common to several areas of business. During the programme, participants work in groups with the aim of exploring the complexities underlying the creation, planning and structuring of new projects, culminating with the launch and public presentation of their business initiatives to AESE Alumni, investors and venture capital companies. Several projects developed in the various editions of the AESE Executive MBA have been financially supported by venture capital companies and investors, supporting the creation of companies in areas such as energy, health, sports and services. The following projects were also awarded international prizes:



Agri Marketplace is a B2B cloud-based digital marketplace for real transactions of food crops. The B2B digital marketplace where fair food trade is made easy, fast and transparent.



InoCrowd is an open innovation platform that connects Seekers (companies) with a challenge and Solvers (people) with the solution. Based in Lisbon, Portugal, it presents innovative solutions with a success rate higher than 95%, within 30-60 days. InoCrowd reaches over 1.6 million solvers thanks to a network of worldwide partnerships.



Hope Care, S.A provides e-Health services and ensures the availability of data and information to customers and their caregivers. Hope Care system allows users remote monitoring of a patient or elderly and improve his mobility, comfort and safety.

WOMEN MEAN BUSINESS

AESE is firmly committed to promoting female leadership and helping women accelerate their careers.

In today's business environment, organisations require a more diverse, gender-balanced workforce as a matter of survival, which is why more women are needed in the upper echelons of global management.

The AESE Executive MBA spearheads a range of actions to help women optimise their career trajectories, namely through grants (Women in Business and Babysitting), events, programmes, and AESE Women Leaders Forum.

Women Leaders Forum

An exclusive network and debate forum that provides learning, networking and professional support opportunities for women in business.



SUPPORT FROM YOUR ORGANISATION

How the AESE Executive MBA benefits your organisation?

Having your organisation sponsor your Executive MBA is a major investment. That said, the skills, knowledge and insights you will gain during the Executive MBA will be hugely beneficial for them – and because you will be working – they will experience the impact of your education immediately. You will add value daily, as you gain fresh perspectives and a new understanding of the challenges facing your organisation or sector.

Asking for support

Ensure that your business case clearly demonstrates how the rigorous and relevant content of the Executive MBA programme will enable you and your organisation to meet the key objectives and challenges facing your business.

The AESE Executive MBA students gain new skills from the earliest stages of the programme, enabling them to bring new knowledge and perspectives to their existing role.

Signal to your organisation that you are serious about your development and highlight how the programme's content, the academic and softer skills development and the structure will enable you to achieve this.

Key benefits for employers

- > Leading management education brings powerful expertise and new thinking to your organisation.
- > Practical content brings immediate benefits as participants apply their learnings from week one.
- > Exposure to other industry players and their experiences provides insights on how to tackle challenges, enabling greater creativity and motivation.
- > Participants are better equipped to reach their full potential and drive your organisation forward.
- > Participants have the opportunity to conduct a focused analysis on a major challenge facing your organisation and make recommendations through the optional business project.
- > Participants build global business networks, and many of the School's events and conferences are open to guests from your organisation, Alumni, corporate partners and faculty.

ASSOCIATED BUSINESS SCHOOLS

The school's global scope encompasses a network of global academic partnerships, with countless local contacts.



FACULTY AND GUEST SPEAKERS

List of professors and lecturers from the last three editions of the AESE Executive MBA.

ADRIÁN CALDART

PhD IESE, AESE and IESE

AGOSTINHO ABRUNHOSA

PhD Univ. Glasgow, MBA AESE

AGUSTIN AVILÉS

PhD Universidad Politécnica de Madrid, AESE

ANA FIGUEIREDO

CEO Altice Portugal

ANA MARGARIDA XIMENES

PDE, Partner Lift Consulting

ANA PAULA MOUTELA

PADE AESE, Former CEO Inditex Portugal

ANGEL PROAÑO

BSc University of Navarra, MBA, IE

ANTÓNIO MANUEL VAZ

MBA AESE, General Manager Correos Express

ANTÓNIO GAMEIRO MARQUES

Commander General, Director-General of the National Security Office, PADE AESE

BEATRIZ MUÑOZ-SECA

PhD Universidad Navarra, IESE

BERNARDO PERLOIRO

Chief Operating Officer, UAE at Majid Al Futtaim

BRUNO PROENÇA

MBA AESE

CARLOS RODRÍGUEZ-LLUESMA

PhD Stanford University, IESE

CÁTIA SÁ GUERREIRO

Msc Health (IHMT), PhD Health Policies, UNL

CARLA BALTAZAR

PADE AESE

CARLOS PAULINO

MBA AESE, Managing Director at Equinix Portugal

CONCEIÇÃO ZAGALO

Social Entrepreneur

DIOGO RIBEIRO SANTOS

PhD, MBA AESE

EDUARDA LUNA PAIS

Founder & Partner ELPing Organizational Fitness, Ex-Partner Egon Zehnder International, PADE AESE

EDUARDO PEREIRA

PhD Univ. Glasgow, GMP AESE

EDUARDO SETTE CAMARA

Managing Partner Triggr Ventures

ELVIRA FORTUNATO

Former Minister of Science, Technology and Higher Education

EURICO NOBRE

CSO GLD Holding Company & Partner Smith+Co, MBA AESE

FILIPA FIXE SANTOS

HealthCare Director Glintt

FILIPE JANELA

Business Director Roche, MBA AESE

FLORBELA BORGES

Partner & Managing Director multidados.com

FRANCESCO COSTIGLIOLA

Chief Analytics Officer CGD, PhD, PDE AESE

FRANCISCO ALMADA LOBO

CEO Critical Manufacturing

FRANCISCO CARVALHO

CEO BoConsulting, MBA AESE

FRANCISCO FONSECA

VP National Cybersecurity BitSight

FRANCISCO VIEIRA

Ex-President BP Portugal, PADE AESE

FRANCISCO VILAÇA

General Manager Uber Portugal

FRANCISCO VILHENA DA CUNHA

CEO GEOSAT

FRED ANTUNES

CEO RealFver

GONÇALO BARRAL

PADE, General Manager Iberia at Groupe Atlantic

GONÇALO CASEIRO

Former Presidente INCM

HENK SIEBREN DE JONG

Former President and CEO of Versuni

HUGO MACEDO

Senior Director of Product Marketing PandaDoc

ISABEL CAVACA

MBA AESE, Partner & COO Addapters

JAVIER DÍAZ-GIMÉNEZ

Ph.D. Univ. of Minnesota

JOAN FONTRDONA

Prof. IESE Business School

JOANA OGANDO

MBA AESE

JOÃO BENTO

CEO CTT

JOÃO MARTINS DA CUNHA

PhD Universidad Navarra, AESE

JOAQUIM VILÀ

PhD University of Pennsylvania, IESE

JOHN ALMANDOZ

PhD Harvard University, IESE

JORGE RIBEIRINHO MACHADO

PhD Universidad Navarra, AESE

JOSÉ ANTÓNIO FONSECA PIRES

PhD Universitat Internacional de Catalunya, MBA AESE

JOSÉ ESTACA

Law School Professor

JOSÉ GONÇALVES

CEO Accenture Portugal

JOSÉ MIGUEL PINTO DOS SANTOS

PhD, MBA

JUAN JOSÉ TORÍBIO

PhD University of Chicago, IESE

KAICHIRO MORIKAWA

Associate Professor Meiji Univ.

LUÍS CABRAL

PhD Stanford University, New York University

LUÍS ROSADO

Partner E&Y

LUÍS VIEGAS CARDOSO

Digital Strategy @ President European Commission Advisory Service

MADALENA TOMÉ

CEO SIBS

MANUEL RODRIGUES

PhD University of Cranfield, AESE

MARIA DE FÁTIMA CARIOCA

DBA University of Manchester, PDE AESE

MARIANA RIBEIRO FERREIRA

Social Responsibility Director CUF

MÁRIO PORFÍRIO

Managing Partner Inédito Agency, MBA AESE

MARTA LYNCE DE FARIA

PhD, PDE AESE

MATT MALONEY

Partner McKinsey NY

MICHELLE GREENWALD

CEO Inventours, New York University

MIGUEL GUERREIRO

MBA AESE

MIGUEL MAYA

CEO Millennium bcp, PADE AESE

MIGUEL MOTA FREITAS

CEO Worten & ISRG

MIKE ROSENBERG

PhD Cranfield School of Management, IESE

MIQUEL LLADÓ

Univ. Barcelona, Ex-CEO Bakery Europe, IESE

NATALIA LEVINA

PhD MIT, NYU Stern

NISATO SUZUKI

PhD, Senior Lecturer Univ. Meiji

OSEAS RAMIREZ

CEO Axialent

PAULA GUEDES

Career Coach, Senior HR Consultant

PAULO MACEDO

President CGD, PADE AESE

PAULO MIGUEL MARTINS

PhD ISCTE, AESE

PEDRO AFONSO

CEO VINCI Energies Portugal

PEDRO AFONSO

PhD Universidade de Lisboa, FMUL

PEDRO ÁGUA

Professor of Management Naval Academy

PEDRO FERREIRA

Co-Founder Hope Care, Head AFS BNP Paribas, MBA AESE

PEDRO FERRO

PhD Univ. Católica, PADE AESE

PEDRO JANELA

CEO WYgroup

PEDRO LEÃO

General Manager Plenitude International Business Energy, MBA AESE

PEDRO MORAIS LEITÃO

CEO Media Capital

PEDRO PIMENTEL

PhD Univ. Nova, PADE AESE

PEDRO PIRES DE MIRANDA

CEO Siemens Portugal

PEDRO VIDELA

PhD University of Chicago, IESE

RAFAEL DE LECEA

MBA IESE, CEO Abiloba International Office, AESE

RAFAEL FRANCO

DBA Manchester University, MBA AESE

RAMIRO MARTINS

M.Sc. University of Reading, PADE AESE

ROGÉRIO CAMPOS HENRIQUES

CEO Fidelidade

RUI FERREIRA

President Portugal Ventures

RUI TOMÁS

MBA AESE

SARA CAETANO

MBA AESE

SEBASTIAN REICHE

PhD Melbourne, IESE

SÉRGIO ALVES

Country President Portugal AstraZeneca

SOFIA TENREIRO

Partner Deloitte

SONIA MARCIANO

BA, MBA and PhD Univ. Chicago, NYU Stern

STEVEN BRAEKEVELDT

CEO AGEAS

TOMÁS BENTO

Head of People Karma Network

VITOR SOBRAL

COO & Executive Grupo Vitor Sobral

YU-HSU SEAN HSU

PhD, Assistant Prof. Meiji Univ.

YUKO NUMATA

PhD, Prof. Univ. Meiji

WHY AESE BUSINESS SCHOOL IS YOUR RIGHT CHOICE

You aim high. You aspire to lead. You want to make a difference. You believe in leadership based on professional excellence, integrity and spirit of service. Welcome to AESE Business School.

AESE Business School

Founded in 1980, AESE was the first School of Business and Management in Portugal. We have been dedicated to the training and improvement of business leaders, with a Humanistic perspective of Mankind and Society, for over four decades. The recognition our school enjoys within the business world is the result of the four essential principles that guide all of AESE's activities:

- > A culture of Higher Learning, involving the Alumni community, participants, teachers, employees, companies, schools and institutions the School is in constant contact with;
- > Solid knowledge that is deeply rooted in business reality, along with a Management and Leadership perspective that is laced with a critical, rigorous and holistic approach to the current issues and challenges in business and society;
- > A far-reaching presence in the world, enhanced by the diversity of the School's community, the rich content of its activities and a close proximity to international institutions such as the IESE Business School;
- > Strong, ethical and humanistic values, coupled with a persistent effort to practice and share them.

IESE Business School

IESE is the graduate business school of the University of Navarra. Founded in 1958, the school is one of the world's most international business schools, with campuses in Barcelona, Madrid, Munich, New York and São Paulo. Consistently ranked within the top ten worldwide, IESE Business School has pioneered business education in Europe since its founding.

For sixty years, IESE has sought to develop business leaders with solid business skills, a global mind-set and a desire to make a positive impact on people and society. The school distinguishes itself in its general-management approach, extensive use of the case method, international outreach, and emphasis on placing people at the heart of managerial decision-making.

In the last years, IESE has positioned itself as number 1 in the world in Executive Education programs, according to the Financial Times ranking.

The school activity is structured around three pillars of leadership development: a general management perspective, a global scope and human and ethical values.

AESE BUSINESS SCHOOL ALUMNI ASSOCIATION

AESE's Alumni Association promotes activities that establish a platform for continuous learning and permanent transformation.



Highlights include the unique Alumni Learning Program, in which recognised academic and professional figures speak about relevant topics in management, serving and facilitating learning in each of the functional areas of the company or in the company as a whole within society.

Participants in long-duration programmes form part of the AESE Alumni Association. The School's relationship with its more than 9,000 Alumni and the relationships between them generate an inexhaustible source of knowledge, experience and contacts for the professional and personal improvement of all.

THIS IS YOUR MOMENT NEXT STEPS

The EMBA Admissions Team offers you several channels to learn more about the programme and how it can redefine your future. Take the first step towards a new professional future and contact our team today.

Information Sessions

The Admissions Team offers one-to-one meetings to answer all your questions.

Open Day

Take part in an Open Day for an up-close view of the programme. You will get a taste of the AESE experience, gain first-hand insights from EMBA Alumni and learn how the programme can catalyse your professional growth.

AESE EMBAssadors

EMBA graduates – also known as “EMBAssadors” – are undoubtedly our best ambassadors. They will share their insights about the programme and their experiences at AESE.

MBA Reconnect

Leadership is a key theme throughout the program. Beyond formal lectures, it is explored through sessions with selected Alumni who share their personal and business achievements. These gatherings offer a valuable opportunity for current participants and Alumni to connect, share learnings, and build strong business relationships in a friendly, dynamic setting.

ENROLLMENT REQUIREMENTS

1

Requirements

- > University degree
- > At least 5 years' professional experience
- > Portuguese proficiency, good skills in English and Spanish
- > Analytical skills
- > Availability to engage in a rigorous academic programme

2

Application process

- > Application form:
<https://mba.aese.com.pt/>
- > Admission test OR Test Waiver form
(<https://form.aese.com.pt/index.php/dispensa-admissao>)
- > Registration fee (€ 100)
- > Admission Interview
- > Committee application analysis
- > Confirmation fee (€ 900)

3

Documentation checklist

- > CV
- > Degree Certificate
- > Photo
- > 2 recommendation letters

Apply now



When all the mentioned elements have been submitted to the Admissions Department, the AESE Executive MBA Committee will evaluate the application within 1 to 2 weeks for a final decision.

FINANCING AND GRANTS

At AESE, we believe your full leadership potential should not remain untapped by mere financial challenges. Better societies require outstanding leadership from all walks of life. That is why we have so many available routes for you to be able to join us on this journey.

AESE Executive MBA Scholarship*

This scholarship allows approved candidates with proven professional and academic merit and with financial need to attend the AESE Executive MBA. The selection process includes an interview with a member of the MBA Committee. The scholarship can be worth up to 30% of the core tuition.

INCM Cultural Scholarship*

This scholarship is open to approved candidates with proven professional, academic and personal merit in the area of culture, music, theatre or the fine arts and in financial need in order to attend an executive training programme at AESE Business School. The selection process includes an interview with a member of the Bolsa Cultural Management Committee comprised of a member of AESE's Board and of INCM - Imprensa Nacional Casa da Moeda. The Cultural Scholarship INCM covers up to 90% of the AESE Executive MBA core tuition.

Public Sector Grant*

The Public Sector Grant is awarded to candidates to the AESE Executive MBA to encourage the participation of managers and other senior officials from the Public Sector. This scholarship covers up to 40% of the AESE Executive MBA core tuition. Per enrolment year, a maximum of four public sector grants will be awarded.

Women in Management*

AESE offers scholarships to high-potential executives who are committed to having a positive impact on people, companies and society. Candidates must be proven leaders with a solid academic background, entrepreneurial initiative and ability to innovate. The scholarship can be worth up to 30% of AESE Executive MBA core tuition.

Career Excellence Scholarship*

This scholarship is funded through sponsorships raised by the AESE Alumni Group and is awarded on a non-refundable basis. The beneficiary is competitively chosen by a jury that analyses the candidates' business projects and their personal characteristics. The Career Excellence Scholarship covers up to 70% of the AESE Executive MBA core tuition.

The Carlos Parreira Professor Scholarship*

This scholarship, created in memory of the first Director of the Executive MBA, facilitates the access of staff from NGOs and social organisations to the AESE Executive MBA. Carlos Parreira Professor Scholarship co-funds up to 70% of the AESE Executive MBA core tuition.



* Does not include the international weeks in Barcelona and Tokyo.

FINANCING AND GRANTS

AESE Alumni discount*

PDE, PGL and DEEP Alumni are awarded a 10% discount on the AESE Executive MBA core tuition.

Babysitting Grant

The Babysitting Grant is aimed at mothers participating in the AESE Executive MBA with at least one child of a maximum age of 10 years. The value of the Babysitting Grant is € 1,250.

Fomento Colleges Alumni*

Members of the Alumni Associations of the Fomento Colleges and employees of the colleges receive 20% discount on the AESE Executive MBA core tuition. Former students and parents of current students at Fomento College receive a 10% discount on the AESE Executive MBA core tuition.

Ordem dos Engenheiros*

As per the protocol signed between AESE Business School and the Ordem dos Engenheiros, active Members of the Ordem dos Engenheiros have access to preferential conditions with a 15% of the AESE Executive MBA core tuition.

Financial Loans

AESE has negotiated a memorandum of understanding with several financial institutions to facilitate expeditious access to academic loans.



* Does not include the international weeks in Barcelona and Tokyo.

EMBARK ON A NEW FUTURE TODAY

TIMETABLE

Fridays, 1pm » 7pm

Saturdays, 8.30am » 1pm

Once a month, one Friday is a full day and one Saturday is free of classes.

Participants should anticipate 10 to 15 hours of individual study per week.

The programme includes two mandatory international weeks (Lisbon and Tokyo) and an optional immersive week in Barcelona.

PROGRAMME LANGUAGES

The language of the programme is Portuguese. The International weeks, and some of the international classes are taught in English or Spanish.

STUDY HOURS

660 hours of interactive learning.

DURATION

From October 2025 till June 2027

LOCATIONS

- > AESE Campus, Lisbon
- > IESE Barcelona, Spain
- > Meiji University, Tokyo

TUITION FEE

Base price: € 31,000 (VAT included)

Base price includes documentation, support material, catering, parking at AESE Campus, and the international academic weeks in Lisbon and Tokyo.

Airline tickets, accommodation and meals in international weeks are not included.

International week (optional):

€ 3,000 (VAT included)

The Barcelona international week abroad is optional. Airline tickets, accommodation and meals outside the academic timetable are not included in tuition fees.

Minimum number of participants for the optional international week: 30.

**Start your
application**



EARLY BIRD

€ 28,000 (VAT included)

For completed admissions processes and deposit paid by the 16th of June 2025.

OTHER BENEFITS

Scholarships of up to 90% of the core tuition of the AESE Executive MBA are available. (please see pages 30 and 31)

Two registrations from the same business group or two registrations from direct family members receive a 10% bonus on the AESE Executive MBA core tuition. PDE, PGL and DEEP Alumni are awarded a 10% discount on the AESE Executive MBA core tuition. Discounts, bonuses and benefits cannot be accumulated.

The tuition fee for your Executive MBA journey is € 31,000. This includes € 28,000 in core tuition fees, which covers your classes, learning materials, and campus support. Additionally, there is a € 3,000 mandatory international academic programme, designed to broaden your global business perspective through immersive, real-world experiences abroad. Scholarships and discounts are applied solely to the core tuition fee, meaning any support you receive can help reduce the € 28,000 base cost.

INFORMATIONS AND APPLICATIONS

Please contact Júlia Côrte-Real to schedule your visit to AESE. In addition to getting to know the facilities, you will be able to exchange views with current students, teachers and the director of the Executive MBA.

Phone: (+351) 939 871 256

Email: j.cortereal@aeese.pt

AESE BUSINESS SCHOOL FORGING LEADERS

AESE - Lisboa

AESE Campus, Calçada Palma
de Baixo n.º 12, 1600-177 Lisboa
Phone (+351) 217 221 530
aese@aese.pt

AESE - Porto

Rua do Pinheiro Manso
n.º 662, 1.12, 4100-411 Porto
Phone (+351) 226 108 025
aeseporto@aese.pt

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