Why Join the QTEM Masters Network?

“Using analytics to create a better world,”
QTEM educating tomorrow’s leaders to create a better world through analytics
QTEM selects outstanding students from each academic partner
You live and study abroad
You gain quantitative and analytical training.
You grow through corporate experience
You acquire **digital leadership skills**
Why join QTEM?
A network comprising of highly ranked universities

QTEM Academic Partners are outstanding universities, internationally and nationally high-ranked, accredited EQUIS, AMBA and/or AACSB.
QTEM (Quantitative Techniques for Economics and Management) is a global expanding network involving more than 20 outstanding universities from four continents and corporate partners from various sectors.
Academic Partners
The universities behind QTEM
Why join QTEM?

Corporate & Social Partners

Corporate and Social Partners interact with our students through recruitment fairs, internship offers, and presence at analytic conferences.

Representatives of McKinsey & Company, Solvay and SAS in a conference with QTEM students about Artificial Intelligence (Lausanne, Switzerland November 2017)
Why join QTEM?

Alumni

Connect with a quickly growing network around the globe. Based on the last alumni survey responses, here are some facts about the QTEM alumni.

Where alumni work

- Consulting: 34%
- Financial Services & Banking: 16%
- Consumer Goods & Services: 15%
- Information Technology & Services: 24%
- Other: 11%

90% of alumni found a job within 3 months of graduation.
Alumni joined the QTEM program mainly because of:

- International Exposure
- Analytical Learning
- High Selection Standards

Alumni have access to their own platform:

- To network (ambassadors, who works where, etc)
- To find/post job opportunities
- To organize events
QTEM’s DNA
Quantitative Techniques for Economics & Management

Excellence
min. GMAT score 650

Quantitative & analytical
min. 50% ECTS + GBAC*

International
2+ countries

Professional Experience
min. 1.5 months

Digital Leadership
GBAC*

*GBAC = Global Business Analytics Challenge
The network
Because the QTEM Degree certifies that you have:

✓ A qualifying GMAT®

✓ An international experience in at least 2 countries
  1 or 2 exchanges
  Minimum 22 quantitative credits (ECTS) per exchange
  • Relying on existing courses at each Academic Partner
  • Full English curriculum (with accessible courses in local language)

✓ An analytical internship
  • Preferably at a Corporate Partner
  • Abroad or at home
  • Min 240 hours

✓ 50% quantitative courses

✓ A specialization (QTEM Module) completed during the Master

✓ A training in data science and digital leadership through the QDC
Your QTEM experience

The selection process at Goethe University

The following Masters give access to QTEM. Earn the QTEM Degree together with these Master Degrees from your home University:

- Master in BWL
- International Management Master
- International Economics and Economic Policy Master
- Money and Finance Master

Application Documents (to be handed in until February 1\textsuperscript{st} 2023)

- QTEM application form 23/24.
- GMAT score of 600 (minimum) or equivalent GRE score (conversion tool)
  Please note: GMAT can be submitted until May 2\textsuperscript{nd} 2023.
- Letter of motivation
- CV in English.
- Copy of Bachelor`s degree including the transcript of records.
- If available: certificates of voluntary work with a social purpose.
- Enrollment Certificate (“Studienbescheinigung”, not “Semesterbescheinigung”) for the winter semester 2021/22.

Please check the call for application here
Your QTEM experience

The GMAT Process

• How to select the QTEM code at the GMAT exam?
  • When taking their GMAT exam, students can select up to five programs to which they can send their score free of charge. They do this by searching for a program or a school name:
    • If they search for QTEM under program, they will see: QTEM
    • If they search for QTEM under school name, only QTEM will appear
  • Irrespective, the candidate just needs to look for QTEM.

• Problems with finding QTEM code? Reach out to the Proctor indicating as such. The Proctor is supposed to assist and if the Proctor still has problems, he/she would open a ticket for you.

• Students are responsible to send their Official GMAT score report to QTEM on time
  • In test center: if the test was done before the QTEM selection or the student forgot to select QTEM, students should ask a voucher to elena.sassaroli@qtem.org to send for free their GMAT score to QTEM.

  • Test online: if the test was done before the QTEM selection or the student forgot to select QTEM, log-in to your MBA account and proceed with sending free of cost your GMAT score to QTEM.
Your QTEM experience

The different parts of the program

1. Courses at home:
   - Home courses

2. Exchange(s):
   - Exchange 1
   - Exchange 2 (optional)

3. Internship:
   - Internship (home or abroad)

4. GBAC:
   - Online Course 1
   - Online Course 2
   - QTEM Data Challenge

Educational dimensions:
- Analytics learning
- Digital leadership
- Professional experience
- International experience
Your QTEM experience

Courses at home + exchanges:
- TERM 1: Home
- TERM 2: Home
- TERM 3: Exchange 1
- TERM 4: Exchange 2 (Optional)

Global Business Analytics Challenge*:
- TERM 2: 2 online trainings
- TERM 3: QTEM Data Challenge
- TERM 3: 2 online trainings
- TERM 4: OR QTEM Data Challenge

Internship:
- TERM 4: Internship
- OR

Minimum 50% quantitative credits (ECTS)

*Students can decide in which term to carry out the 2 online trainings followed by the QTEM data challenge
The skill set of QTEM students is expanded in at least two different countries. Students have the freedom to set their own academic path by choosing different courses with the QTEM Academic Partners all around the world. Below are three real examples:

<table>
<thead>
<tr>
<th></th>
<th>Home university</th>
<th>1st Semester abroad</th>
<th>2nd Semester abroad</th>
<th>Internship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Student A</td>
<td>Goethe University</td>
<td>Monash</td>
<td>University of Amsterdam</td>
<td>DekaBank</td>
</tr>
<tr>
<td>Student B</td>
<td>Waseda University</td>
<td>Goethe University</td>
<td></td>
<td>IBM</td>
</tr>
<tr>
<td>Student C</td>
<td>Solvay Brussels School</td>
<td>Luiss Guido Carli</td>
<td>Monash</td>
<td>McKinsey&amp;Company</td>
</tr>
</tbody>
</table>
All QTEM students are exposed to **analytical, international experiences**. Exchange destinations are **allocated centrally based on the students’ preferences**:

- A centralized process for all QTEM students globally (each semester) ensures a fair destination allocation process and a good mix of QTEM students into the network.

- Students state their preferences for destinations (ranking a minimum of five preferred destinations).

- Each student’s global QTEM ranking depends on the student’s local ranking (made by the home university) and on the average **GMAT score** of the home university.
**Your QTEM experience**

**The academic calendar**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>SBS-EM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UvA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BI</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HEC Lausanne</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goethe</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LUISS*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WASEDA*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PORTO</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MONASH</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EDHEC</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ZHEJIANG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HANKEN</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HEC Montréal</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>XIAMEN</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DAUPHINE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EXETER</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TUM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PoliMi SoM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HSE St Pet.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HSE Moscow</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tilburg</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Warwick</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Warwick</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UPF BSM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IBSS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Plan your exchange:** Some Academic Partners are only open during one semester. Therefore, some combinations of exchanges may not be possible.

* The Fall semester may finish earlier depending on student choices related to exams.
Your QTEM experience

Selecting your analytical courses

• All courses available to QTEM incoming students are accessible on the QTEM website
• Courses can be easily filtered by University, Module, Semester and Academic Year

• Each course has a quantitative rating: “highly quantitative” or “semi-quantitative” or “non quantitative”
  • **Quantitative courses** are those rated “highly quantitative” or “semi-quantitative”
• Each course is assigned to at least one module
Your QTEM experience

How many quantitative courses to be taken?

• All QTEM students should successfully complete a given amount of quantitative courses during their QTEM Master's program:

  ➢ A minimum of 50% of the credits of the Master's program overall* should consist of successfully completed quantitative courses

  ➢ A minimum of 22 QTEM credits of quantitative courses on average per QTEM exchange should be successfully completed

• All QTEM students should successfully complete at least one QTEM Module.

  ➢ A QTEM Module is a recognition of a topicfunctional specialization awarded to a QTEM student upon successful completion of a minimum of 20 QTEM credits of courses in the same QTEM Module, during the QTEM Master’s program.

* Including credits taken at home and during all QTEM exchanges but excluding credits from the Master’s thesis, if applicable.
Your QTEM experience

The QTEM Modules

Each student has the opportunity to specialize in a minimum of one QTEM Module (at home university and/or when on exchange). A QTEM Module consists of a minimum of 20 ECTS of courses within a given specialization area.

<table>
<thead>
<tr>
<th>QTEM Modules</th>
<th>QTEM Sub-Modules (as per the QTEM course database*)</th>
</tr>
</thead>
</table>
| **1. Finance and Risk Management** | 1) Controlling & Accounting  
                                     2) Finance - Actuarial Sciences  
                                     3) Finance - Banking and Management of Financial Institutions  
                                     4) Finance - Corporate Finance  
                                     5) Finance - Financial Markets and Derivatives  
                                     6) Risk Management |
                                           2) Policy-Making, Regulation and Pricing  
                                           3) Tax Management and International Optimization Strategies  
                                           4) Macroeconomic Models and Forecasting, Computational Economics |
| **3. Innovation and Strategy** | 1) Entrepreneurship  
                                    2) Strategy; Industrial Organization; Applied Game Theory |
| **4. Marketing and Supply Chain** | 1) Marketing and Sales  
                                         2) Supply Chain, Operations and Logistics Management |
| **5. Business Intelligence and Big Data** | 1) Quantitative Techniques & Tools  
                                              2) Business Intelligence |
| **Others**                    | 1) Society and Culture |


** Residual category (cannot become a QTEM Module on the QTEM Degree).

This sub-division is only to help students better understand the content of the courses, the 20 ECTS needs to be reach in one QTEM Module, not in QTEM Sub-Modules.
Your QTEM experience

The Analytical Internship

Depending on the track chosen, students need to find a long-term or short-term quantitative internship:

- Covers a period of minimum 240 hours full-time equivalent
- The timing is at the discretion of each QTEM Participant; however, the internship must contain at least two consecutive weeks. Can be done during or after the master.
- The minimum duration can be achieved through more than one internship
- Only the internship time done by the student as of the Masters will be considered
- QTEM students can choose to validate an internship / job offer after the completion of the QTEM Master, provided the internship / job fulfills all the conditions of the QTEM internship
- Can be done at home or abroad
- Does not necessarily bear ECTS credits
- Must be related to a quantitative topic and have a significant analytical content
Your QTEM experience

The Analytical Internship: What Students Are Saying

Joining the QTEM network has provided me with multiple experiences that would not have been feasible with my local masters program alone. From expanded academic exchange partners to dedicated time to prioritize my professional experience with an internship, I know that QTEM has added value to my education.

Lindsay Ryan, Technical University of Munich, TUM School of Management

QTEM gave me the chance to combine technical and business competencies, hard and soft skills. I have acquired a strong capacity to make sense of data, and this is an inestimable asset in my current startup environment. But what I will never forget about my QTEM journey were the friends I made, the adventures I had and the wonderful places I saw during my exchanges. This is the most enriching part of this program.

Lorenzo Piovani, Politecnico di Milano School of Management

QTEM was perfect for me since I was interested in applying my analytical skills to the field of business and I also wanted to have a chance to study abroad. During my exchange I enjoyed meeting new people from all over the world. For my internship, I learned finance from a practical point of view. These experiences enabled me to stand out during job hunting.

Rinto Kon, Waseda University
Your QTEM experience

The Global Business Analytics Challenge

Two online trainings followed by a data challenge

1. The online trainings:
   • Data science training + Digital leadership training
   • Fully online

2. The QDC (QTEM Data Challenge):
   • International teams of 3 QTEM students analyze real world data and present the results to a jury of academic and corporate experts.
   • Work with your QTEM classmates around the world for the chance to win great prizes. You and your team will gain visibility towards top companies that will be part of the jury.
   • You will have the opportunity to learn analytical tools used in a corporate environment while doing a fun project.
Your QTEM experience
The Global Business Analytics Challenge: What Students Are Saying

What students are saying

I have thoroughly enjoyed my experience. The excitement of being systematically trained in data analysis and multicultural collaboration skills, the sense of achievement of cracking data to solve real business problems, and the joy of making new friends and collaborating with them to achieve our goals together.

Xiao Bai
Warwick Business School

What students are saying

...an experience I can only recommend. It has allowed me to improve my analytical skills and apply the knowledge acquired during my studies to a real-world setting. I enjoyed working with two other students from different universities and different backgrounds.

Ellie Bakuridze
HEC Leuven

What students are saying

A great opportunity for personal growth, but because the real-life case motivates oneself to produce the most thorough analysis and relevant policy recommendations, or because working remotely in a multicultural team while studying abroad is certainly not in any sort of "comfort zone" out of the equation.

Miguel Maganinho Oliveira
FEUP, Porto
Joining us

The application process and selection timeline

- **01.02.2023** Deadline to submit QTEM application
- **- End of February** Feedback on your QTEM application
- **- Middle of March** Feedback on your QTEM allocation for the fall semester 2023/24
- **02.05.2023** Deadline to submit GMAT/GRE test score
- **01.06.2022** Hand in list of preferences to go on exchange in spring 2024
- **Beginning of July** Feedback on your QTEM allocation for the spring semester 2024
If you have any further questions please let me know:

Melanie Voigtländer, QTEM local coordinator, voigtlaender@wiwi.uni-frankfurt.de