



**POLITECNICO**  
MILANO 1863

DIPARTIMENTO  
DI INGEGNERIA GESTIONALE

A Perfect Match. The Benefits of Studying at a Top Ranked  
European Business School

# THINK INTERNATIONAL

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# Why Erasmus?

- Old but young
- Practical reasons:
  - On average, academic progress abroad is higher than during a corresponding period at home
  - The language proficiency of Erasmus students is about three times more than non-Erasmus students
  - Internationally experienced students turn out to be superior in many professionally relevant competences than formerly non-mobile students
  - A study period in another country makes the job seeker's CV distinct: the Erasmus increases the probability to obtain the first job of about 60%
- Personal reasons:
  - You wake up!
  - You learn about new cultures
  - You visit new places
  - You will feel the freedom and you will make several experiences that will shape and change your life
  - You meet new friends, and maybe your future partner

## What are the numbers of exchanges programs involving the Management Engineering department?

- In the last six years, our department hosted 1700 students from 130 institutions and we sent 1320 Management Engineering students to 140 institutions
- We can count on more than 200 exchange partnerships distributed across 44 countries



## Some reflections on our exchange programs

- Back to 2020, during the pandemics, after managing the emergency, we decided to analyse more in depth our overall international exchange program, by reflecting on the increasing numbers of students and on the type of agreements in place
- In particular, we noticed that:
  - The number of applications was much higher than the number of available Erasmus positions
  - Some agreements were with university not well positioned within the international rankings
  - Several agreements were established with other Polytechnic universities that were offering no or few courses on management and economics

## A change of strategy

- Based on these considerations, we decided to take advantage of the pandemic period to revise our international exchange strategy
- In particular, we decided to:
  - Increase the number of available positions in existing agreements and expand the number of agreements
  - Increase the “quality” of the new agreements by relying on international rankings;
  - Establish new agreements with Business Schools

## Why Erasmus in a Business School?

- The advantages of studying in a Business School:
  - They offer courses in Management, Finance and Economics, in line with most of our M.Sc. program and majors
  - They have a more practical and work-oriented approach, which helps to develop the soft skills that are well appreciated in the job market;
  - They have several connections and agreements with private companies, which allows to take part to international project works and internships that makes the CV even more distinct

## How to select your business school?

- To select your Business School, pay attention to:
  - The study programs and the extent to which they match with courses of your own program and major;
  - The semester in which courses are offered, in order to select the best period for your exchange;
  - The practical activities, project-works and internship opportunities offered by the business school;
  - The country, city and location within the city in which the Business School is located, based on your preferences and on the language you would like to develop

# How to plan your exchange experience?

- Tips to prepare your exchange experience:
  - Start planning your experience as much in advance as possible;
  - Surf the website of the host university and don't be afraid to contact their administrative offices for not available information (e.g. program, timing, and available places in each course, accommodation, facilities, language requirements, CV, motivation letters, recommendation letters (if needed));
  - Contact your Erasmus referent and office at Polimi, but be as much independent and efficient as possible, by reducing at minimum the email exchange and by proposing program substitutions that make sense;
  - Be patient, don't expect to receive answer immediately, give referents and administrative office (who are overwhelmed) the time to answer your email.
  - Don't think that "one size fits all" and don't be afraid to be the pioneer with the new exchanges programs!



# Existing Agreements with Business Schools

MANAGEMENT CENTER INNSBRUCK – MCI	AUSTRIA
UNIVERSITÉ LIBRE DE BRUXELLES, (SOLVAY BRUSSELS SCHOOL OF ECONOMICS AND MANAGEMENT)	BELGIUM
KATHOLIEKE UNIVERSITEIT LEUVEN	BELGIUM
LAPPEENRANNAN TEKNILLINEN YLIOPISTO	FINLAND
GROUPE SUP DE CO MONTPELLIER BUSINESS SCHOOL	FRANCE
AUDENCIA BUSINESS SCHOOL	FRANCE
UNIVERSITÉ CATHOLIQUE DE LILLE (IESEG SCHOOL OF MANAGEMENT)	FRANCE
GROUPE ECOLE SUPERIEURE DE COMMERCE DE RENNES	FRANCE
ECOLE SUPERIEURE DES SCIENCES COMMERCIALES D'ANGERS (ESSCA)	FRANCE
ECOLE SUPERIEURE DE COMMERCE DE TOULOUSE (TBS)	FRANCE
ECOLE DE MANAGEMENT DE NORMANDIE	FRANCE
NEOMA BUSINESS SCHOOL	FRANCE
KEDGE BUSINESS SCHOOL	FRANCE
BI NORWEGIAN BUSINESS SCHOOL	NORWAY
UNIVERSIDADE DE LISBOA	PORTUGAL
UNIVERSIDADE DO PORTO	PORTUGAL
OREBRO UNIVERSITET	SWEDEN

# New Agreements with Business Schools

## Northern Europe

COPENAGHEN BUSINESS SCHOOL – CBS	Denmark
AALTO UNIVERSITY SCHOOL OF BUSINESS	Finland
HANKEN, SCHOOL OF ECONOMICS	Finland
STOCKHOLM SCHOOL OF ECONOMICS – SSE	Sweden

## Central Europe

WU WIEN UNIVERSITY OF ECONOMICS AND BUSINESS	Austria
GOETHE UNIVERSITY FRANKFURT	Germany
HHL LEIPZIG GRADUATE SCHOOL OF MANAGEMENT	Germany
UNIVERSITY OF WARSAW	Poland
KOZMINSKI UNIVERSITY	Poland
UNIVERSITY OF LJUBLJANA, SCHOOL OF ECONOMICS AND BUSINESS	Slovenia

## Western Europe

HEC LIÉGE MANAGEMENT SCHOOL	Belgium
UNIVERSITY OF ANTWERP	Belgium
EMLYON	France
EM STRASBOURG BUSINESS SCHOOL	France
SKEMA BUSINESS SCHOOL	France
UNIVERSITÉ CATHOLIQUE DE LILLE (FACULTY OF MANAGEMENT, ECONOMY AND SCIENCES)	France
ROTTERDAM SCHOOL OF MANAGEMENT	Netherlands
UNIVERSITY OF AMSTERDAM	Netherlands

## Southern Europe

CATOLICA PORTO BUSINESS SCHOOL, UNIVERSIDADE CATOLICA PORTUGUESA	Portugal
CESINE CENTRO UNIVERSITARIO	Spain
ESADE BUSINESS SCHOOL, RAMON LULL UNIVERSITAT	Spain
IE UNIVERSITY	Spain

# Thank you!

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...and stay tuned!

Why give my CV an international twist? Exploring the added value of a study abroad experience (Ospite il Career Service Polimi)

[www.som.polimi.it/event/think-international-why-give-my-cv-an-international-twist-exploring-the-added-value-of-a-study-abroad-experience/](http://www.som.polimi.it/event/think-international-why-give-my-cv-an-international-twist-exploring-the-added-value-of-a-study-abroad-experience/)

Is the World your Oyster? An “Open Mic” event on what it means to study abroad today (colloquio con Hans Borgman, Academic Director of International Affairs, UvA e testimonial studenti)

[www.som.polimi.it/event/think-international-is-the-world-your-oyster-an-open-mic-event-on-what-it-means-to-study-abroad-today/](http://www.som.polimi.it/event/think-international-is-the-world-your-oyster-an-open-mic-event-on-what-it-means-to-study-abroad-today/)

The list of the ThinkInternational events is available here:

[WWW.SOM.POLIMI/EVENTI](http://WWW.SOM.POLIMI/EVENTI) > THINK INTERNATIONAL