

POLIMI GRADUATE
SCHOOL OF
MANAGEMENT

WHU 
Otto Beisheim School of Management

DOUBLE DEGREE IN ENTREPRENEURSHIP



POLIMI GRADUATE SCHOOL OF MANAGEMENT

At POLIMI Graduate School of Management we create meaningful paths for future business leaders and the businesses they will lead, guided by the over-arching belief that we have a crucial role to play in shaping a better world for all. Based in Milan, Italy's main business centre, our school was created over 40 years ago as MIP Politecnico di Milano and today it is a not-for-profit Consortia Limited Company composed of the University and a group of leading Italian and multinational companies. We offer more than 40 master's degrees, including MBAs and EMBA's, and a catalogue of over 200 open programmes, along with customised training for companies. We continue to innovate; our digital learning systems allow us to seamlessly integrate personalised and continuous learning experiences into our programmes and have placed our courses among the top-ranked Online MBA rankings globally. As part of the School of Management of Politecnico di Milano, we are among the few "Triple Crown" accredited schools across the world. With over 15,000 alumni and 3,000 students every year, we are an innovative and entrepreneurial community made up of diverse people and partners. We see the power of relationships as a constant source of enrichment, innovation and inspiration, personal and professional. At POLIMI Graduate School of Management we take sustainability seriously and continue to work towards a better, more conscious, more equitable and more inclusive future. In 2020 we were the first European Business School to become a B Corp certified business.



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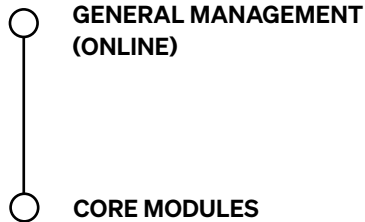
WHU – Otto Beisheim School of Management is a privately financed business school based in Vallendar and Düsseldorf. Founded in 1984, WHU is now one of the most renowned German business schools with an outstanding national and international reputation. This excellent standard has been certified by accreditations from EQUIS, AACSB, and FIBAA as well as through leading positions in national and international rankings. WHU students profit from a large international network of partner universities, companies, and alumni.



PROGRAMME OVERVIEW

1ST YEAR AT POLIMI GSOM - IMIE

TERM 1



- Financial Accounting
- Corporate Finance
- Digital Transformation
- Business Statistics
- Business and Industrial Economics

- Entrepreneurial Thinking and Acting
- Design Thinking

TERM 2



Students participating to the 2 year programme will gain the following titles:

- **1st level Specialising Master “International Master in Innovation and Entrepreneurship”**, awarded by Politecnico di Milano, after the completion of the 1st year.
- **MSc Programme “Master in Entrepreneurship”**, awarded by WHU – Otto Beisheim School of Management, after the completion of the 2nd year.

* The offer of elective courses may be subject to change.

2ND YEAR AT WHU

TERM 3

CORE MODULES

- Sprint2Berlin
- Accounting for Entrepreneurs
- Platform Markets and Regulations
- Advanced Entrepreneurial Finance (recognized due to Programme Content at POLIMI GSoM)

14 DIFFERENT ELECTIVES, BY CHOOSING THREE COURSES, FROM*

- Value Creation in Family Firms
- Actionable Customer Analytics
- Entrepreneurial Selling
- Venture Capital Finance

TERM 4

CORE MODULES

- Corporate Entrepreneurship

18 DIFFERENT ELECTIVES, BY CHOOSING TWO COURSES, FROM*

- Visual Prototyping
- Strategic Technology and Innovation Management
- Data Driven Entrepreneurship
- Building and Scaling Successful Companies

FINAL THESIS including 20 weeks work on their own thesis and optional participation in the “Academic Research and Writing” course.

ADDITIONAL OPTIONAL COURSEWORKS

- Digital transformation track (replacing two Electives at WHU)
- Pre-incubation Lab (replacing Internship)

* The offer of elective courses may be subject to change.



SELECTION PROCESS

REQUIREMENTS

1.1

Eligible applicants must hold a Bachelor Degree of 180 ECTS credits or equivalent, issued by a recognized University, followed by one to three years of working experience (not compulsory). There will be one in-take per year beginning in September for students admitted.

APPLICATIONS

2.1

Please submit the following documents (English only):

- Application form (apply.gsom.polimi.it)
- Application fee receipt (€100 non-refundable fee)
- CV or resume
- Copy of valid passport
- Copies of University degree or degrees and academic transcripts
- Proof of English proficiency (TOEFL, IELTS or equivalent), except for Native speakers and students who studied at least 70% of the courses in English during their undergraduate degree
- A letter of motivation
- Two reference letters
- Passport-sized digital picture

TUITION FEES

3.1

The tuition fees are €20,000 for the first year and €19,500 for the second year. Partial contributions to tuition fees are available based on the merits of the candidate.

POLIMI GSoM organises regular information sessions in Milan and online. Please email for further information.

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