



International MBA Program

2007 / 2008



SCHOOL OF ECONOMICS AND MANAGEMENT
TSINGHUA UNIVERSITY

Contents



Messages from the Deans	2
Tsinghua SEM	4
International MBA Program	6
International Exposure	10
Curriculum	12
Faculty	18
Student Profile	22
Beyond the Classroom	24
Career Development	28
Alumni	31
Admissions	34

Mission



We cultivate future management elite 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 the nation's and world's economy.

Messages from the Deans



Welcome to the International MBA Program at Tsinghua University School of Economics and Management (Tsinghua SEM). In collaboration with MIT Sloan School of Management, this program is widely recognized as a top MBA program in China. In this program, all courses are taught in English; the student body is diversified with a mix of students from China and overseas; and most teaching faculty received their Ph.D.'s from North American universities.

As a leading business school in China, Tsinghua SEM has been a pioneer in advancing internationalization of its programs. We are one of the first to engage in international student exchanges. By now we have student exchange programs with over 50 leading business schools around the world. In a unique multicultural setting, we encourage the Chinese students and their fellow students from different parts of the world to exchange ideas and to learn from each other. Our students truly benefit from the environment that is conducive to learning with a global perspective.

Over the past decade, more than 800 students graduated from Tsinghua International MBA Program. On behalf of Tsinghua SEM, I warmly welcome all of you who have the ambition to become future global leaders to join this program. Tsinghua International MBA Program will not only provide you with the best business education, but also opens your gateway to the best of China.

Prof. QIAN Yingyi
Dean
School of Economics and Management
Tsinghua University

We at MIT Sloan are very proud of the MIT China Management Program, of our relationship with Tsinghua SEM and its International MBA Program, and of the impact we have had together on management education in China. Over the last decade this unique collaboration has brought more than 150 Chinese business faculty members to MIT Sloan to improve their management teaching skills and graduated 1500 high-quality International MBA students who find good employment with good salaries. International MBA graduates are playing and will play increasingly important leadership roles in China and beyond. We are proud to consider them members of the extended MIT alumni family. We at MIT Sloan are committed to continuing this important collaboration with Tsinghua SEM and our other partner schools and to contributing to the remarkable transformation of management education in China.

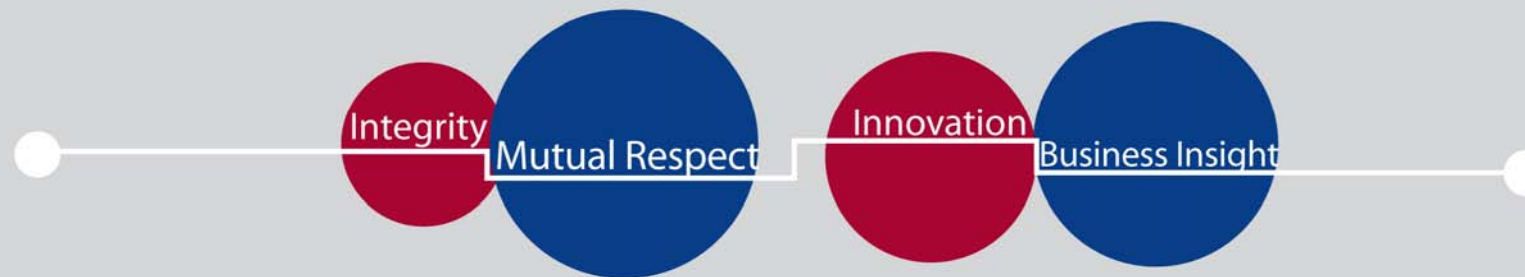
Prof. Richard SCHMALENSSEE
Dean
MIT Sloan School of Management

MIT has engaged in the International MBA Program because of our objective to learn about China. We feel the best way to learn is to engage with our Chinese colleagues in activities that contribute to China and the development of its future leaders. For more than a decade we have engaged in the International MBA Program with Tsinghua, and the International MBA Program and related undertakings between Tsinghua and MIT have exceeded our expectations.

Alan F. WHITE
Senior Associate Dean
MIT Sloan School of Management



Our Core Values:



About Tsinghua SEM

Tsinghua School of Economics and Management, founded in 1984, was the first economics and management school 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 powerful and influential alumni network. Tsinghua SEM also has the largest student exchange program in China with more than 50 world-class business schools as well as strong relationships with both domestic and multinational corporations.

Milestones

- 1991** Tsinghua SEM was among the first nine schools in China that began a pilot program in MBA education and recruited MBA candidates;
- 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
2004** Tsinghua MBA Program cited "The most valuable MBA program in China" by Fortune (Chinese edition);
- 2004** Tsinghua SEM celebrates its 20th Anniversary;
- 2006** Tsinghua MBA program was ranked the top MBA program in China by "Manager" magazine in October 2006;
- 2006** The International MBA Program celebrates its 10th anniversary.

Tsinghua SEM prepared the leaders for tomorrow's world. For any international student, it is the best gateway to China.

Gerard J. KLEISTERLEE
Chairman of the Board of Management
President and CEO, Royal Philips Electronics
Member of the Advisory Board of Tsinghua SEM

Tsinghua MBA Programs

The Tsinghua MBA programs are among the most prestigious business programs in the People's Republic of China. First launched in 1991, over 4000 students have now received their MBA degrees from Tsinghua SEM.

By shaping top MBA programs and providing first-class professional education, SEM aims to foster students with best potentials into qualified managerial personnel. They are armed with a global vision, originality, leadership and sound professional ethics. Simultaneously, they master the law of the market economy, are familiar with its operational rules and have a thorough understanding of the unique Chinese situation.

Tsinghua SEM now offers International MBA Program - a fully English Program, Full Time MBA Program and Part Time MBA Program.

International MBA Program

This entirely English Program is offered in collaboration with MIT Sloan School of Management. Supported by the MIT-China Management Education Program, the Tsinghua International MBA Program was launched in September 1997. Both schools are dedicated to working together to provide International MBA Program candidates with greater opportunities to learn international communication skills, to gain access to international business practices, and to develop a better understanding of China's role in the global economy and the management of the multinationals around the world.

After two years of business 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.

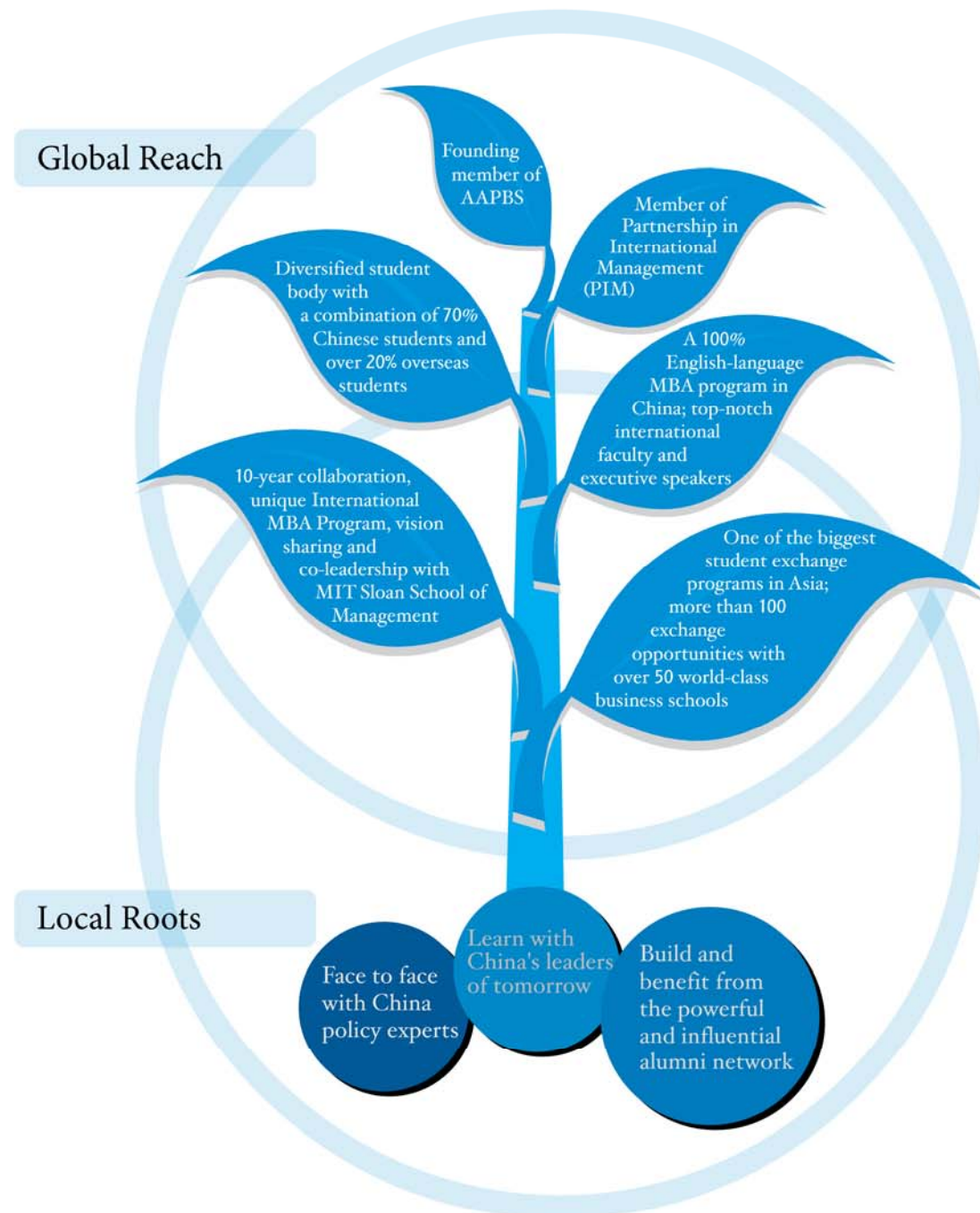
International MBA Program

It is difficult to imagine any serious student in today's world who is not interested in China. If he or she is interested in the future, then he or she should be well versed in China and its future. What better way to enter the topic than through Tsinghua.

John L. Thornton

John L. THORNTON
 Professor and Director of Global Leadership Program
 Tsinghua SEM
 Retired President and COO, The Goldman Sachs Group, Inc.
 Member of the Advisory Board of Tsinghua SEM

Program Advantages



Facts & Figures

- Full-time study for **2** years, all courses are taught in English.
- Topics on Tsinghua-MIT International Management: so far, **29** Sloan faculty members have visited Tsinghua to teach in the International MBA Program and learn more about China.
- Team-project and communicating face to face with about **20** MIT MBA students in March of each year.
- Transnational Video Conferences: Tsinghua SEM use video conference technology to enable International MBA students to conduct real-time case discussions with MIT MBA students.
- Case-based teaching system: SEM faculties use a combination of local and foreign cases in order to enhance students' analyzing and solving problems abilities.
- Summer Internship in China or Overseas: more than **40** multinational companies have provided opportunities to our students such as BP, Goldman Sachs, McKinsey and Morgan Stanley etc.
- Over **75** foreign exchange students joining the International MBA class in 2006 academic year.
- 30%** International MBA Students from countries outside China.
- MBA Student Exchange Program with more than **50** top-notch business schools overseas.





Program Features

Case Study: Local and International Contents

Putting great emphasis on case study, Tsinghua SEM utilizes a case-based teaching system that supplements actual circumstances in China. The school has furnished a fund to develop a case center of business administration and purchased the usage of Harvard cases. Its faculty are constantly using a combination of Chinese and foreign cases in their teaching so that students can enhance their abilities to analyze and solve problems.

Curriculum Emphasis on China Business Practice

Upon the completion of core courses, International MBA Program students are encouraged to further their studies by taking electives on different subjects in order to develop professional competencies in line with their personal career interests and objectives. Elective courses cover a wide range of China business practices as well as global business experience and lessons.

Top-quality Diverse Student Body

The credibility and reputation of the Tsinghua International MBA Program draws top students from within China and abroad. Tsinghua MBA ranks first in the number of applications received annually. Test scores of these applicants ranked the highest among all the domestic universities since 1997. A rigorous interview process is then used to further ensure a top quality student body. The ratio of admission to application is the lowest in China making it the most challenging program in which to obtain admission.

It has been ten years since the launch of the International MBA Program. It started with some of the best and brightest student from China. Then talent from overseas. The diversity of the student today adds to the unique Chinese experience. We look forward to an even more exciting second ten years!

Marjorie YANG

Chairman and CEO, Esquel Group
Member of the Advisory Board of Tsinghua SEM

Program Options

Tsinghua SEM-HEC MBA (International MBA with HEC, taught in English)

Dual Degree MBA option

Tsinghua SEM and The HEC business school in Paris offer a dual degree MBA option to each prospective International MBA 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 rankings in Business Week and Wall Street Journal.

Tsinghua International MBA 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.

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 School of Economics and Management and those at the Stanford Graduate School of Business (GSB). Selected students will participate in a sequential two-way exchange where first the Tsinghua International MBA 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.



International Exposure

MBA Student Exchange Program

Currently, Tsinghua SEM has built up student exchange program with over 50 top business schools from 19 different countries, the largest exchange program of all Asian business schools. In 2006, we opened over 110 seats for our International MBA students to go abroad and study in our partner schools in their 3rd term.

Europe

Vienna University of Economics and Business Administration, Austria
 Norwegian School of Economics & Business Administration, Norway
 WHU - Otto Beisheim School of Management, Germany
 Copenhagen Business School, Denmark
 ESSEC Business School, France
 Euromed Marseille Ecole de Management, France
 HEC School of Management, France
 Reims Management School, France
 European Business School, Germany
 RWTH Aachen University, Germany
 University of Cologne, Germany
 SDA Bocconi University, Italy
 Warsaw School of Economics, Poland
 ESADE, Spain
 Instituto de Empresa Business School, Spain
 Stockholm School of Economics, Sweden
 University of St. Gallen, Switzerland
 University of Manchester, UK
 Warwick Business School, UK

Asia

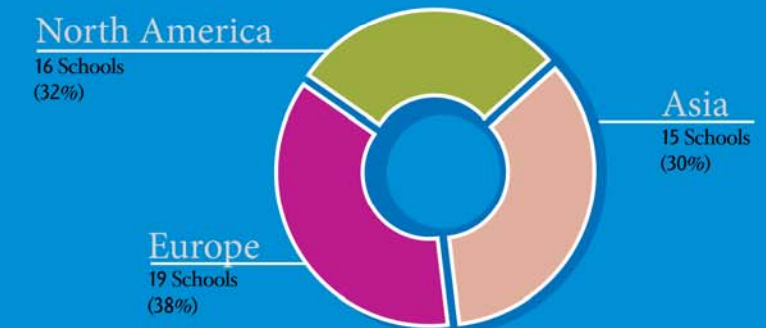
Chinese University of Hong Kong, Hong Kong
 Hong Kong University of Science and Technology, Hong Kong
 Indian School of Business, India
 Bond University, Australia
 Melbourne Business School, Australia
 Monash University, Australia
 Waseda University, Japan
 KAIST Graduate School of Management, Korea
 Korea University Business School, Korea
 Seoul National University, Korea
 Yonsei University, Korea
 Nanyang Technological University, Singapore
 National University of Singapore, Singapore
 Asian Institute of Technology, Thailand
 Thammasat Business School, Thailand

North America

Richard Ivey School of Business
 University of Western Ontario, Canada
 Sauder School of Business, The University of British Columbia, Canada
 Segal Graduate School of Business, Simon Fraser University, Canada
 Haskayne School of Business, University of Calgary, Canada
 Rotman School of Management, University of Toronto, Canada
 Anderson School of Management, UCLA, USA
 Babson College, USA
 Fuqua School of Business, Duke University, USA
 Goizueta Business School, Emory University, USA
 Graziadio School of Business, Pepperdine University, USA
 Johnson Graduate School of Management, Cornell University, USA
 Kellogg School of Management, Northwestern University, USA
 Kenan-Flagler Business School, University of North Carolina, USA
 Mays Business School, Texas A&M University, USA
 Stern School of Business, New York University, USA

Geographic Distribution of Partner Schools

(Up to Nov. 2006)



Program Curriculum

International MBA Program Curriculum

The International MBA Program is a two-year full-time program. If extension is needed, the maximum length of the program should not exceed three years. The program is composed of three parts: course studies, required activities, and graduation report/thesis. Students will make their choice between report and thesis options.



Aug.		Fall Semester, Sept. - Dec.	
MIT - Tsinghua Opening Ceremony Pre-course: Introduction to Management Program Orientation		Accounting Data, Models and Decisions English or Chinese Macroeconomics and Policy Environment Managerial Communication Managerial Economics Organizational Behavior MIT Sloan Module: Business Law, Business Ethics and Communication etc. Stanford Tsinghua Exchange Program (STEP)	
Spring Semester, Mar. - Jun.	Summer, Jul. - Aug.	Fall Semester, Sept. - Dec.	Spring Semester, Mar. - Jul.
Business Law Corporate Finance Marketing Operation Management Strategic Management 3-5 Electives MIT Sloan MBA China Trip	Summer Internship	Option I: Exchange overseas Option II: Electives at Tsinghua SEM	Electives Graduation Thesis Thesis Defense Commencement

Seminars

All International MBA Program candidates are required to attend at least 10 seminars before graduation. A summary of no less than 500 words is required for each seminar.

Course exemption

International students with HSK 8 certificates can apply for exemption from Chinese language course. Chinese students with CET8 certificate can apply for exemption from English

Foundation Cores

Introduction to Management

This course is designed to provide fundamental knowledge and concepts and management theories to first year MBA students. It prepares students for other advance MBA courses.

Accounting

The objective of this course is to make students gain the basic understanding of the financial statement, with focus on the basic concepts, theories and technical methods (double-entry) as tools to read the reports.

Basic Chinese

This course will focus on useful expressions and sentences for overseas students which they need in their daily life in China.

Data, Models and Decisions

This course mainly introduces fundamental concepts and modeling methods of management decisions, with focus on training students to evaluate the uncertainties, understand the dynamic characteristics of decision makings, utilize the historical data and finite information effectively, the simulation of the complicated system and the effective distribution of limited resources.

English (Second Language)

This course is to teach students English vocabulary related to commerce and management and improve their English listening, speaking, reading and writing skills through training and practice.

Macroeconomics and Policy Environment

This course teaches students the basic concepts and indicators of macroeconomics, the analysis of aggregate supply and demand, the determination of output, interest rate, inflation and employment, basic fiscal and monetary theories and policies, open economy and economic policies, the characteristics of China's economic reform, opening and development, and China's economic fluctuations and macroeconomic policies.

Managerial Communication

The course is designed to help students improve their oral and written communication skills with primary goals on fostering and building up their strategic thinking and planning in undertaking communication tasks, and to give them opportunities to practice their skills under simulated settings.

Managerial Economics

This course applies economics theory and tools to examine how an organization, whether a company or not-for-profit organization, can achieve its objectives most efficiently.

Organizational Behavior

This course is organized around three levels of focus: individuals, groups (or teams), and organizations. At the organizational level, the course will discuss culture, the basis for much of what happens in organizations. At the individual level, the course will cover topics such as personality, interpersonal perception, values, ethics, and motivation, followed by how individuals fit together into groups and teams.

Function Cores

Business Law

This course teaches the China legal mechanism of socialist market economy, commercial law, economic law, trade law, macro-regulation act, labor and social protection law, as well as how to solve economic dispute and the penalties of economic crime.

Corporate Finance

This course is to teach students basic theories and applications of modern corporate finance from investment, financing, value creation, business growth, to corporate control.

Marketing

This course aims at helping students to develop correct marketing concepts and strategic techniques. The focus is on the important concepts in marketing management.

Operations Management

This course covers the basics of operation management including: Operation strategies, the design of operation system, planning, organizing and control of operation activities, the improvement on the operation system and process pertaining to performance evaluation, performance measurement and methods of improvement.

Strategic Management

This course systematically introduces the concept and characteristics of strategies as well as various ideas on the formulation of strategies.



Electives

Advanced Managerial Communication

The course discusses ways that corporate communication can best support organizational strategy, help communicating corporate policies and concerns, and forecast and handle problems. Crisis management communication is one of the topics that are discussed in detail. The course also examines the role of top managers in changing and reshaping business environment, specifically how they communicate corporate vision to various stakeholders such as employees, customers and the media and public.

Business Analysis Using Financial Statements

This course teaches students to analyze and evaluate business using financial statements. Specially, the course discusses how a company may use financial statement information to monitor and evaluate companies' performance relative to their competitors, communicate with external investors, decide financial policies, and assess new investment potentials. The course also covers the applications of financial statement to rate and value companies, make decisions to extend a loan, determine and monitor the loan's terms, and to assess and analyze perspective buyouts, mergers, and acquisitions.

Tsinghua is unique for its culture and beliefs, for its education and vision, for its students and passion. I wanted to be in Tsinghua for its focus on building future business leaders, for its passion to excel the limits and boundaries, and for its vibrant pulse of team spirits and friendship among Chinese local students, exchange students and international students. I believe the rewards of living and studying at Tsinghua granted me with great Chinese environment exposure, continued focus on international standards, enhanced our cross-cultural teamwork efficiency and absolutely strengthened our leadership skills. This is all in Tsinghua MBA.

Franklin Lei TSUI (Brazil)
International MBA' 06

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. I have grown with each passing moment within the program and I believe a degree from Tsinghua will open endless doors in the future for me to many great opportunities in China and beyond.

Shu Wei CHANG (USA)
International MBA' 06



Cross-Cultural Management

This course helps students to understand cultural differences and conflicts, develop and implement global strategies, conduct international negotiations and communications, and to manage daily operations with colleagues, employees and clients all around the world.

Debt Instrument and Market

The course covers the following topics, overview of fixed-income market and basic valuation, treasury securities and treasury markets, agencies and municipals, term structure of interest rates, forward rate, and spot rate, bond market risk measures, asset backed securities, credit risk measurement and management, Swaps, options, fixed income portfolio risk analysis and hedging strategy, and structured finance and hybrid bonds.

Human Resource Management

This course teaches basic theories, methods and techniques of human resource development and management.

International Economics

This course discusses global business environment facing by firms with particular emphasis on economic variables such as GNP, inflation, interest rates, exchange rates, international trade and Balance of Payment.

International Marketing

This course helps students understanding the changing global business environment. It emphasizes those marketing approaches that are important in doing business globally.

Integrated Marketing Communication (IMC)

This course is designed mainly for students whose career plans involve making marketing communication decisions.

Managing Global Innovation

This course introduces four key issues in international innovation management: MNC and R&D organization, international R&D location decision-making, international R&D unit management, and international project management. Each issue is organized as a module.

Microeconomics of Competitiveness

This course explores the determinants of national and regional competitiveness building from the perspective of firms, clusters, sub-national units, and entire economies.

Theory of Investment

This course mainly covers price-fixing of stocks and securities, review of concepts and applications of statistics, Capital Asset Pricing Model (CAPM), ATP (arbitrage pricing theory), management of interest rate and securities investment, stock options and the price-fixing of stock options, long-term contract and futures contract, evaluation of performances of investment, risks and returns of international investment.

Career Developments

This course introduces to students methods and tools used in career management and human resource (HR) development.

Compensation and Motivation

This course teaches theories and practice of compensation management, the major function of Human Resource Management.

Principle of Financial Engineering

This course introduces the fundamental principles of financial engineering. On the basis of non-arbitrage analytical tools and the replication technology of financial tools, it introduces the design and development of new financial products, the fundamental techniques and methods of their applications, interprets the relationships between the variations of interest rates and their value of currency, the price-fixing of capital and techniques of risk management.

Besides, there are up to 50 elective courses taught in Chinese in Tsinghua SEM open to International MBA Program students.

Faculty

International MBA Program Faculty in focus



CHEN Taotao

Assistant Professor
PhD, Tsinghua University
Expertise: FDI Spillovers
International Economics and Management
Globalization and Strategy
Corporate Finance
Business Valuation and Valuation of Intangibles



CHI Wei

Assistant Professor
PhD, University of Minnesota
Expertise: Human Resources Management in China
Performance and Incentives
Labor Market
Multinational Human Resources Practices in China



DI Ruipeng

Assistant Professor
PhD, University of New Orleans
Expertise: Corporate Finance
Investment Management
Sport Management
Sports Capital Market
Securities Market Analysis



GAO Xudong

Associate Professor
PhD, MIT Sloan School of Management
Expertise: Strategy and International Management
Competitive Strategy and Technology Strategy
Management of Technological Innovation



JIANG Lu

Assistant Professor, CFAC (Chartered Financial Analyst)
PhD, Duke University
Expertise: Organizational Behavior
Cross-Cultural Communications and Management
Leadership Development
Corporate Culture in China



LI Daokui, David

Freeman Chair Professor
Chair of Department of Finance & Director of the CCWE
PhD, Harvard University
Expertise: Economics of Transition
Corporate Finance
International Economics and China's Economy

Tsinghua SEM is proud of its widely recognized faculty members including many of the China's leading management experts. Here, they both are teachers and scholars, undertaking leading-edge research and in the meantime, conducting attractive classes. 70% of the 120 full-time faculties have studies abroad. Those who undertake International MBA Program courses also have rich backgrounds in consulting and business practices.

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

LI Mingzhi

Associate Professor
PhD, University of Texas at Austin
Expertise: Microeconomics
Industrial Organization
Electronic Commerce



LIU Xi

Assistant Professor
PhD, University of Iowa
Expertise: Integrated Marketing Communications (IMC)
Corporate Public Relations in China
China's Mass Media



QIAN Xiaojun

Associate Professor
Former Director of the Tsinghua SEM MBA Programs
PhD, Purdue University
Expertise: Statistical Application in Economics and Management
Cross-cultural Communications
Management Education in China



WANG Kun

Associate Professor
PhD, Hong Kong University of Science and Technology
Expertise: Financial Accounting
Earnings Management
Accounting and Capital Market
Corporate Governance
Firm Valuation
Ownership Structure



XIE Qun

Associate Professor
PhD, Yale University
Expertise: Credit Risk Management
Statistical Modeling and Applications in Business
Commercial Banking Industry in China



ZHU Yingzi

Associate Professor
PhD, New York University Stern School of Business
Expertise: Asset Pricing
Financial Derivatives and Risk
Chinese Investment Banking and Financial Markets



Having been teaching on the Tsinghua-MIT International MBA Program since 1999, I am a witness of the ever escalating pace of the program's internationalization process. 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

China is venturing to a market economy, and this conversion not only adopts existing principles of economics but innovates more practices. In Beijing you will witness and even become part of this process; at Tsinghua you will learn with the next generation of decision makers and your future business partners.

XIE Qun
Associate Professor

Faculty from MIT



Leigh G. HAFREY
Senior Lecturer
PhD, Yale University

Management communications and ethics expert Leigh HAFREY relates rhetorical competence to larger organizational challenges, such as mentoring, enterprise, conflict resolution, cross-cultural relations, and leadership. His work in ethics focuses primarily on professional education and standards across the professions. He has written and spoken widely on the humanities in society today, using both the philosophical texts of the Great Books tradition and current film and fiction. In 2005 he published *The Story of Success: Five Steps to Mastering Ethics in Business*, which explores how individuals and organizations use story to build ethical norms.



HUANG Yasheng
China Program Associate Professor
PhD, Harvard University

HUANG Yasheng's research focuses on international business, political economy and institutional issues. His recently published book, *Selling China* (Cambridge University Press, 2003) examines the institutional drivers of foreign direct investment (FDI) in China. This book has been profiled in numerous publications, including *The Wall Street Journal*, *Economist*, *Businessworld*, *Le Monde*, *Economic Times*, and *Liaowang* (Outlook) in China. Unlike many other studies of FDI in China, this book shows that some of the inefficiencies of China's financial and legal institutions have served to drive up FDI inflows. The principal effect of these inefficiencies is lowering of the average level of competitiveness of domestic firms, which creates a number of propitious conditions for foreign firms. Huang is extending this way of looking at FDI, examining the competitiveness of domestic firms to other countries by analyzing the institutional environment for local firms and entrepreneurship. He is currently working on projects on private sector development in China and in India and is writing several papers on the institutional determinants of foreign ownership and FDI.



Neal A. HARTMAN
Senior Lecturer
ABD, University of Texas

Neal HARTMAN's teaching of management communication and intercultural communication emphasizes working in teams, conflict and conflict solution, leadership, and cross-cultural communication. He has lectured on cross-cultural, leadership, and organizational communication issues.

If you haven't been to China, you are missing out on the most exciting economic development experience that you could have anywhere. China is where the action is. Check it out for yourself.



John AKULA
Senior Lecturer
PhD, Harvard University

John AKULA returned in 1991 to academia after practicing law for 15 years, most recently as a partner in GoodwinProcter in Boston. He has primary responsibility for the business law curriculum at MIT Sloan, and also teaches in the MIT/Harvard Health Sciences and Technology program. His teaching focuses on general business law; law and ethical standards for companies and managers; and the legal framework of health care services and products.



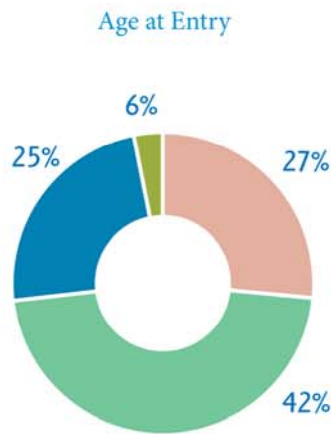
Thomas BROERSMA
Visiting Professor
PhD, University of Texas

Thomas BROERSMA, as Visiting Professor (2001 – present) in Tsinghua University SEM, is actively involved in the teaching of MBA program. Since 1998, he has also worked in China as a consultant with many companies, government agencies and organizations.

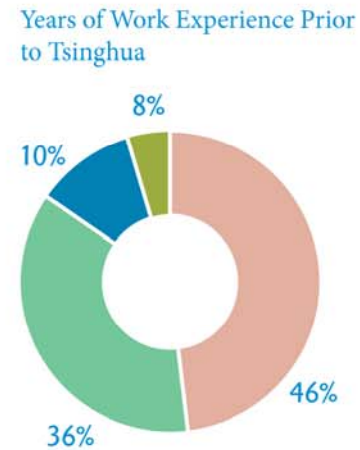
Student Profile

International MBA Program Student Profile
Class of 2008

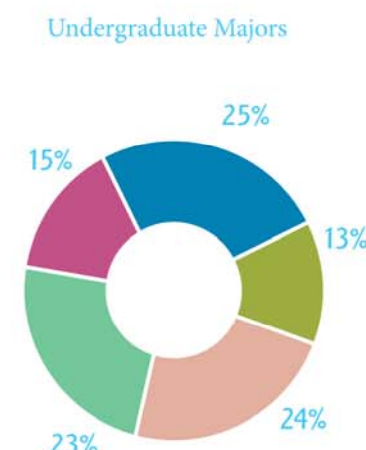
Total number of the students: 118
International students: 34
Female students: 44
Average years of work experience : 7 years
Average age prior to entering to the Program: 29



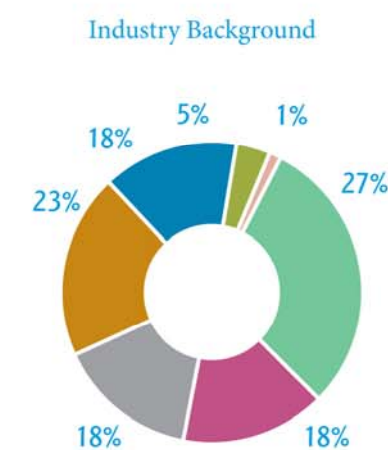
42% - 27 - 29
27% - 26
25% - 30 - 34
6% - 35



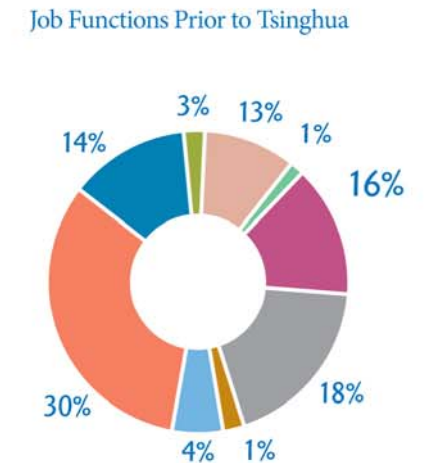
46% - 2-4 Years
36% - 5-7 Years
10% - 8-10 Years
8% - 10 Years



25% - Others
24% - Arts
23% - Science
15% - Business
13% - Engineering



27% - IT/Telecom
23% - Manufacturing
18% - Finance/Consulting
18% - Others
5% - Government
1% - Service



30% - Others
18% - Operation Management
16% - Marketing/Sales
14% - Project Management
13% - General Management
4% - Consulting
3% - HR
1% - Finance/Accounting
1% - Information System Management

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 (USA)
International MBA' 06

At Tsinghua, you have a golden opportunity to better understand the dynamic business environment in China. It is the best place to prepare your future career in this fast-developing and ever-changing country.

Hee Jung KANG (Korea)
International MBA' 06



The students at Tsinghua School of Economics and Management (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.

Beyond the classroom



The opportunity to participate in the Tsinghua International MBA Program was eminent: an international faculty with excellent teachers from all over the world, a very diversified course offer, and close collaboration with Chinese and overseas students. To put it in a nutshell, this immersion in an international working environment, the intense work, the experience of cultural differences, paired with the different look at the business world, in a country with one of the most hyped economies have incontestably helped me in terms of an international career.

Frank F. SHÜLLER (France)
 International MBA' 06
 Exchange Student from Reims Management School

Student Activities



Orientation

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 of MBA academic resources, career development center and various ceremonies. The Outward Bound portion begins with a trip to the beautiful countryside surrounding Beijing. Students take part in outdoor team-building exercises such as role-playing scenarios, simulations and team competitions. Jump Start Training gives students the opportunity to participate in an entrepreneurship simulation competition, case study discussions and business simulations.

Orientation is considered by premier business schools as a unique pre-semester training opportunity for MBA students. Tsinghua International MBA Program was the first in China to recognize the importance of orientation activities and it has become an indispensable part of the first-year MBA student experience. Through these activities, students are introduced to the school and program, create relationships that carry on throughout their two years in the program and begin developing their managerial skill sets.

MBA Student Union

The MBA Student Union is an organization founded and operated entirely by MBA students. It represents the interests of and provides services to all MBA students. The Union's primary objective in recent years has been to strengthen communication between MBA students at Tsinghua SEM and other domestic and international universities. It also serves as a communication bridge between students, faculty, the school and various enterprises.

Business Trips

Tsinghua SEM staff and students arrange many visits to domestic and multinational companies. These trips give students practical business and operation exposure as well as networking opportunities.

Cultural Visits

Every year, International MBA Program students visit fascinating places in and around Beijing. Student favorites include: the Great Wall, the Shijing Mountains, the Forbidden City, and Tian'anmen Square.

Language Exchange Partners

Many international students choose to participate in one of the language exchange programs organized by various university organizations. It is a fun way of learning Chinese and making new friends without the costs of tutoring or extra courses. Of course in addition to this all foreign MBA students are required to complete a Chinese course for credit.

Business Competitions

Tsinghua MBA students are encouraged to participate in both domestic and international case competitions. The school won "the Best International Business" prize in 2004 at USF International Business Plan Competition; a competition attended by 150 teams from 12 countries. Tsinghua MBA students won the gold prize in the 2004 National Business Plan Competition with their outstanding performance.



Student Clubs

Students at SEM also have various clubs of their own, which have greatly contributed to their campus life experience. The clubs allow students to meet other students with similar academic, athletic, career and social interests as well as pursue learning opportunities outside of class. The clubs also offer students an opportunity to utilize the university resources to their advantage for personal and career advancement.

Summer Internship Opportunities

During the summer vacation between the two academic years, International MBA students will have internship opportunities with leading domestic and overseas enterprises. This is a crucial part of the International MBA Program, which helps to train students and improve their practical capabilities. The internship also paves the way for their future careers and can lead to employment offers.



Guest Lectures

Prominent business leaders and distinguished scholars are attracted to Tsinghua SEM by our 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 Tsinghua SEM Distinguished Guest Speakers

Bill CLINTON	Former President of USA
Carl STERN	Chairman of Boston Consulting Group
Carlos GHOSN	President of Nissan
LIU Chuanzhi	Chairman of Lenovo
Craig BARRETT	Chairman of the Board, Intel
Dan CARP	Chairman and CEO, Eastman Kodak
MAO Daolin	CEO of Sina.com
Dixon DOLL	The cofounder & managing general Partner DCM - Doll Capital Management
Douglas M. MCCRACKEN	Board Chairman, Deloitte & Touche, U.S.A
Elaine La ROCHE	Chairman of CICC
Garth L.MILNE	Vice President and CFO of Motorola
Carlos Gutierrez	USA Business Secretary
GUO Wei	President of Digital China
Henry M. PAULSON, Jr.	US Treasury Secretary
Henry. KISSINGER	Former USA Secretary of State
Isabelle GUICHOT	The President & CEO of Sergio Rossi
James D. WOLFENSOHN	The Business Development Director of GUCCI GROUP
Jorma OLLILA	President of World Bank
Kees J.STORM	Board Chairman, CEO, NOKIA
Ken LIVINGSTONE	Board Chairman, AEGON
Kitao YOSHITAKA	Mayor of London
LEE Kai-Fu	Representative Director & CEO, Softbank Investment Corporation
LIEN Zhan	Vice President Google, Inc., Co-President, Google Greater China
Lord John BROWNE	Chairman of the KMT
Michael ESKEW	Group Chief Executive, BP plc
Michael TRESCHOW	Chairman & CEO, UPS
Peter WONG Tung Shun, JP	Chairman of Ericsson
ZONG Qinghou	Group General Manager & Executive Director, HSBC
Robert E.RUBIN	General Manager of Wahaha
Robert GREIFELD	Board Chairman, Citigroup Inc
PAN Shiyi	President and CEO of NASDAQ
TIAN Shuoning	Chairman of Red Stone Ltd.
Tony BLAIR	Former President & CEO of China Netcom
ZHAO Xinxian	The British Prime Minister
Y. MORISCHITA	Chairman of 999 Group
LIU Yonghao	Chairman, Matsushita Electric Industrial Co.,Ltd
	Chairman of New Hope Group



Career Development

Career Development Center

The Career Development Center (CDC) at Tsinghua SEM is dedicated to actively providing employment service for both students and the business community. CDC functions include career development training and counseling, recruiting service and information resource service.

Recruitment

Various domestic and international recruiters come to Tsinghua SEM every year to find top level talent. The shortage of international managers continues to grow and Tsinghua MBA graduates continue to fill this need. In 2005, career development services received wide support from employers, alumni, and other fields. The graduates joined fortune 500, booming hi-tech companies, prosperous private companies, government and other organizations. The quality of the student pool, their rich experience and the MBA education they receive at Tsinghua make them valuable assets in a diverse array of industries.

Highlights of employment, Class of 2006

- Percentage of students who received offer(s) upon graduation: 100%
- Average No. of offers per student: 2.8
- Average salary increase upon graduation: 91%
- Percentage of students who found their job through CDC's services: 51%
- Percentage of international students selecting employment in home country: 54%

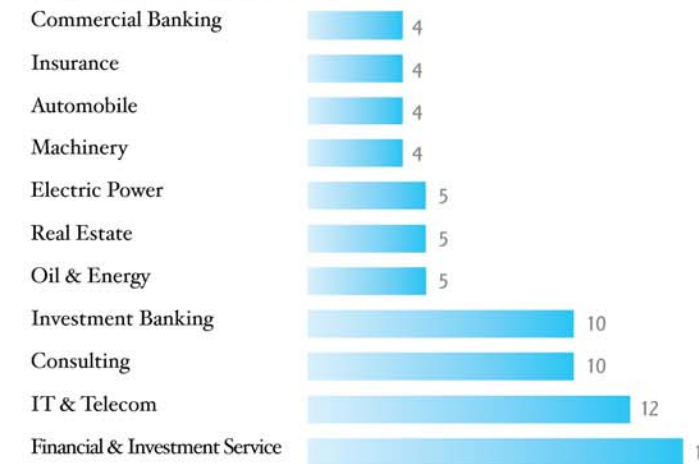
As an MBA student, along with learning general business knowledge, it is very important to chart the right career development orientation. During the two-year program, the Career Development Center helped me understand myself, define correct career development goals, keep track of job postings and improve interview skills. Actually, CDC has propelled me to land the global Graduate Trainee program at Reuters.

ZHAO Yan (China)
International MBA' 05

China is already experiencing a shortage of talented and high potential international managers to support business activities. Tsinghua MBA students have constantly filled this need in the past and demand is continuing to rise.

MAO Donghui, Pearl
Director
International MBA Program

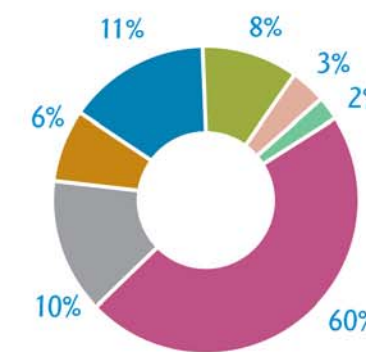
Employment by Industry



Employment by Function

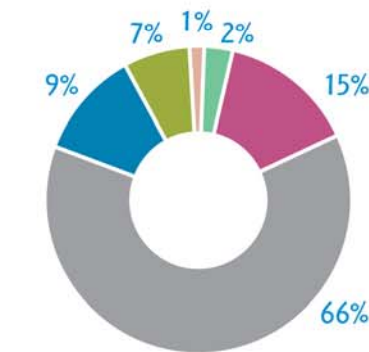


Employment by Location



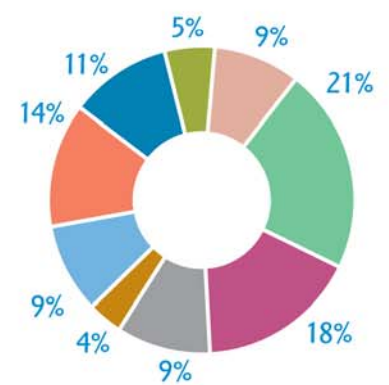
- 60% - Beijing
- 11% - Shanghai
- 10% - South
- 8% - Overseas
- 6% - East (except Shanghai)
- 3% - Other Domestic Areas
- 2% - North (except Beijing)

Employment by Ownership



- 66% - Foreign
- 15% - Private
- 9% - State-owned
- 7% - Public-listed
- 2% - Non-profit Organization
- 1% - Government

Employment by Position



- 21% - Dept. Manager
- 18% - Project Manager
- 14% - Others
- 11% - Consultant
- 9% - Analyst
- 9% - Assistant
- 9% - Director
- 5% - Trainee
- 4% - GM/Assistant GM

Recent Recruiters

Finance/Investment/Insurance

ABN Amco
 BNP Paribas
 CICC
 Credit Swiss First Boston
 Deutsche Bank
 Deloitte
 DTT
 Ernst & Young
 Government of Singapore Investment Corp. (GIC)
 Goldman Sachs
 IDG
 J. P. Morgan
 KPMG
 Lehman Brothers
 Morgan Stanley
 PricewaterhouseCoopers
 Reuters
 Sino Trust
 Standard Chartered Bank
 SWIFT
 Temasek Holdings
 UBS

Commercial Banks

Bank of China
 China Construction Bank
 China Merchants Bank
 Citibank
 HSBC
 Industrial and Commercial Bank of China
 OCBC

Consulting

Accenture
 Adfaith Consulting
 AT Kearney
 Boston Consulting Group
 McKinsey & Company
 Mercer Oliver Wyman
 Samsung Opentide

Other Industries

ABB
 Airbus
 Amazon
 Baidu
 BP
 Carrefour
 China Mobile
 China Post
 China Telecom
 GE
 Google
 HP
 Huawei
 Hyundai Motor
 IBM
 Lenovo
 LG
 Ministry of Foreign Affairs
 Motorola
 Nokia
 People's Bank of China
 PetroChina
 Phillips
 Samsung
 Schneider Electric
 Shell
 SIEMENS
 SK
 Volvo
 Xi'an Janssen
 XinAo Group

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 including: former Premier ZHU Rongji, President HU Jintao, National People's Congress Chairman WU Bangguo, Vice Premier HUANG Ju and Vice Premier ZENG Peiyan. 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.



The International MBA Program of Tsinghua-MIT is the best program I have ever taken and it helps me to achieve my dream as a contributor to the society as Former Premier Zhu Rongji wished. I learned not only the solid business knowledge and the best business practices, but also the business language and the way of thinking that are indispensable to a successful business leader in the globalization business environment. I am very confident with my career development through the combination of my expertise and systematic training of the International MBA Program. I believe that the integration of Tsinghua spirits and western management training would perfect us to drive business to success. I really appreciated International MBA Program of Tsinghua-MIT.

LIU Jianguo(China)
 International MBA' 05

Asia Region Marketing Manager
 GE O&G Group

I appreciate the huge knowledge base that the International MBA education provided me with, as it enables me to maintain cool and delicate thinking when making management decisions. When meeting obstacles, I can always resort to this base for tools or skills in management. We've also studied many cases in the International MBA courses. Although they may not be identical with the practical problems that we encounter, they equipped me with the means to consider and solve problems. I think the greatest advantage that I obtained from International MBA education is a brand new mod of thinking, as well as an elevation of learning capacity.

TONG Zhilei (China)
 International MBA' 00

Board Chairman and President
 Chinese Online





Alumni Services

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 8,000 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.

The International MBA Program opened a door for me, enabling me to search for ideas I needed with definite purposes. It also helped me in choosing ideal partners for my career development.

HE Congrong (China)
International MBA' 03
Head and Partner
Beijing Heli Hospital

I believe my future career will be related to Greater China. It will be advantageous for me to broaden my personal relations in this region. The International MBA Program at Tsinghua has facilitated my career development.

ZHONG Jiaming (Singapore)
International MBA' 04
Senior Consultant
AT Kearney

The study of two years at Tsinghua is like a bridge that connects your past working experience with your future career. What you can gain after graduation will depend on what you put in during the two years. Try to take full advantage of this precious opportunity to get fully prepared for your career development.

LIU Yanzhu (China)
International MBA' 02
Sales Director of Beijing Branch
Hua An Fund Management Co.Ltd.





Admissions operated on the following timeline:

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

We are looking for the following characteristics in our applicants:

- Leadership potentiality
- Learning capacity and attitude, with emphasis on analytic ability, logical thinking and innovation ability
- Professional quality and characteristics
- Individual ambition and social responsibility

Admissions Requirements

Admission to Tsinghua SEM International MBA Program is highly competitive. All candidates are expected to meet or exceed the following requirements:

- A bachelor degree or its equivalent, and
- for Great China students, a minimum 3 years (for applicants holding a master's degree, minimum 2 years) full-time work experience;
- for international students, GMAT score above 560.

The Program Team

MIT-China Management Program Coordination

Ms. Eleanor CHIN
 Program Manager, International Program
 MIT Sloan School of Management

Program Administration

Ms. MAO Donghui, Pearl
 Director, International MBA Program
 Executive Director of MBA Programs

Ms. ZHANG Jing, Sophia
 Associate Director
 International MBA Program

Ms. WANG Aqin, Rebecca
 Program Manager
 International MBA Program

Ms. ZHOU Jun, Nancy
 Program Assistant
 International MBA Program

Program Admission

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 Director
 Marketing and Admissions
 MBA Programs

Ms. CHEN Fang, Fany
 Manager
 Admission Services
 MBA Programs

International Students Admission

Ms. YOU Hong, Jodie
 Director
 International Affairs
 MBA Programs

Ms. CAO Kai, Rachel
 Students Exchange Coordinator
 International Affairs
 MBA Programs

For Admission Inquiries

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 Tel: 8610 62788144
 8610 62785535
 Email: MBAadmissions@sem.tsinghua.edu.cn

International students please contact
International Affairs Office
 Tel: 8610 62796274
 Email: intlmbaadm@sem.tsinghua.edu.cn



- Subway Line NO:1
- Subway Line NO:2
- Subway Line NO:13
- Subway Line BaTong
- Airport
- Railway Station



Visit Us

To learn more about our program, you are highly welcome to:

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.

For more details, please visit <http://mba.sem.tsinghua.edu.cn/mbaen>

Your Gateway
to the Best of China



www.sem.tsinghua.edu.cn/mbaen

International MBA Program

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