• population of over 38 million people – which makes Poland the sixth most populous member of European Union

• Poland is the best known post-communist member: the Polish trade union Solidarity heralded the collapse of communism across Eastern Europe in the early 90’s; Leszek Balcerowicz (SGH graduate) carried out reforms from socialist-style planned economy into market economy

• Member of NATO since 12 March 1999

• EU member since 1 May 2004

• Crisis-resistant economy

• Constant GDP growth since 1992
• over 1000 years of history
• mixture of cultures and tradition
• legendary hospitality
• all in one – diversified landscape and attractions all year round
• safe place to live
WARSAW – THE CAPITAL CITY

• Warsaw is the capital city and at the same time the largest urban area in Poland

• Warsaw is one of the fastest growing cities in Europe – the investment boom is visible everywhere

• Warsaw, a city with a population of nearly 2 million, is the country's largest university and research centre with an enormous and highly skilled workforce

• the largest academic centre in Poland – nearly 300,000 young people from Poland and all over the world study here

• an exceptional place offering its inhabitants and tourists a wide range of possibilities of spending free time
FALL IN LOVE WITH WARSAW!

- Merchants’ origin – Royal tradition
- Capital city advantage
- Young, vibrant, modern, green and trendy
- ‘You will never get bored!’
- Cosmopolitan
- Gateway to Poland and the region

Bottom left Photo: Capital City of Warsaw. Author: Michał Janiszewski. Middle right photos: Capital City of Warsaw.
SGH Warsaw School of Economics is the oldest and the highest ranked university of economics and management in Poland. Its history dates back to 1906. Its mission has continuously been to educate economists and business leaders serving the nation, country and the region. SGH is famous for its tradition, flexible adjustments of programmes to students’ needs, unquestionable education level, and successful alumni.
EDUCATIONAL HUB FOR POLISH ELITES

In the last 25 years SGH alumni were:

- 2 Speakers of the Polish Parliament
- 1 Prime Minister
- 5 Deputy Prime Ministers
- 1 EU Commissioner
- 9 Ministers of Finance
- 2 Ministers of Foreign Affairs
- 1 Minister of Economy
- 1 Minister of Transportation and Maritime Economy
- 2 Presidents of The National Bank of Poland
- The main negotiator of Polish membership in the EU
- Many CEOs of biggest Polish companies, MPs, EU MPs, members of Polish Monetary Councils

SGH graduates hold the most important decision-making positions in business and governmental structures both in Poland and abroad.
Some current prominent examples of functions held by SGH alumni include:

• Marek DIETL, Ph.D. – President of the Warsaw Stock Exchange
• Marek CHRZANOWSKI, Ph.D. – President of the Polish Financial Supervision Authority
• Prof. Adam GLAPIŃSKI – President of the National Bank of Poland
• Prof. Leszek BALCEROWICZ – representative of president Petro Poroshenko in the Ukrainian government
• Prof. Andrzej KAŻMIERCZAK – Member of the Polish Monetary Council
• Ryszard PETRU – president of the *Nowoczesna* opposition party
• Members of the European Parliament:
  • Prof. Bogusław LIBERADZKI,
  • Prof. Danuta HÜBNER,
  • Prof. Dariusz ROSATI
Prestigious diploma valued by employers, the highest-paid graduates

57% SGH graduates are hired within a month after graduation, another 17% after 3 months, and the rest of those who were looking for a job succeeded within the next 3 months. Moreover, SGH alumni are the highest paid graduates in Poland (Sedlak&Sedlak 2015)

Top position in national and international rankings

SGH is the best economic university in Poland in the "Perspektywy" and "Rzeczpospolita” rankings. CEMBA and MBA-SGH the best MBA programmes in the region in the Eduniversal ranking. 83rd place in the ”Financial Times” ranking for Masters in Management.
SGH UNIQUE COMPETITIVE ADVANTAGES

Unique, flexible educational model
Joint 1. year of studies for all students and broad range of specializations for Bachelor and Master level diplomas.

International learning environment
Students of 58 different nationalities, around 1000 international students;
Cooperation agreements with ca. 300 schools in around 60 countries;
Double diploma programmes offering a Master's diploma at SGH as well as at a partner University, like Nova School of Business and Economics (Portugal), University of Economics (Czech Republic) or Toulouse Business School (France).
Membership in CEMS, PIM, EUA, PRME

CEMS – The Global Alliance in Management Education, a strategic alliance of leading business schools and multinational companies. Its first mission is to set a global standard of excellence for pre-experience Master’s in management.

PIM – The Partnership in International Management is a consortium of top business schools from around the world that exchanges select graduate students.

EUA – European University Association, the largest and most comprehensive organisation representing universities in Europe.

PRME – Principles for Responsible Management Education, an initiative that serves as a framework for gradual, systemic change in business schools and management-related institutions.

As an active member of these prestigious international organizations SGH is in the forefront of the highest international quality standards in management education.
PKA – Polish State Accreditation for Higher Education
Three programmes: Finanse and Accounting, Quantitative Methods and Information Systems, Economic Analysis of Law marked as „Exceptional” in standards

AMBA – Association of MBA’s
Accreditation for CEMBA and MBA-SGH programme.

CEEMAN – Central and East European Management Development Association
IQA – International Quality Accreditation for SGH

ACCA – Association for Chartered Certified Accountants
Accreditation for Bachelor and Master in Finance and Accounting programmes

ECA – European Consortium for Accreditation in Higher Education
International Economics certified with CeQuInt for its international standards
Leading research units in Poland: 2 with A+, 3 with A category

**Collegium of Economic Analysis** – Research in the field of macro- and microeconomics, economic policy, mathematical economics, financial and insurance mathematics, econometrics and decision making theory, statistics and demography, operational research, information systems in business and allied fields.

**Collegium of Socio-Economics** – research related to i.a. theory of economics, micro- and macroeconomics, international economics, economic history, regional and local economy, public finance and international financial markets and banking, in particular central banking, social insurance and environmental issues.

**Collegium of World Economy** – research mainly refers to the international aspects of the national economies and industries as well as enterprises in the international environment and international integration, in particular including the issues of the European Union.

**Collegium of Business Administration** – research deals with various aspects of business administration and development strategies in the modern market economy.

**Collegium of Management and Finance** – research concerns key theoretical issues in the field of economic and legal sciences.
• **contracted research** studies corresponding to the needs of Polish economy and founded by the Ministry of Science and Higher Education,

• ‘**tailor-made’ expertises** for different institutions and enterprises,

• **research projects with:** UNIDO, United Nations, Council of Europe, World Bank, OECD, ESPON

• and many others international projects within the Visegrad Fund, ERSTE Foundation, CERGE-EI, Polish-Norwegian Research Fund, 7th Framework Programme as well as Horizon 2020.
PUBLICATIONS:
• annual ‘Poland, International Economic Report’,

SELECTED SCIENTIFIC JOURNALS:
• e-mentor
• Gospodarka Narodowa (National Economy)
• Organizacja i Kierowanie (Organisation and Management)
• Kwartalnik Nauk o Przedsiębiorstwie (KNOP Quaterly)
• Prace i Materiały Instytutu Rozwoju Gospodarczego (IRG Working Papers)
• Roczniki Kolegium Analiz Ekonomicznych (KAE Yearbook)
• Studia i Prace Kolegium Zarządzania i Finansów (KZiF Studies and Working Papers)
• International Journal of Management and Economics
• Edukacja Ekonomistów i Menedżerów (Quarterly of Department of Human Capital Development)
• Journal of Management and Financial Sciences
• Department of Applied Econometrics Working Papers
• Kobieta i Biznes (Women and Business)
BLOSSOMING COMMUNITY OF STUDENTS AND ALUMNI

- 8796 full-time students (including 983 international students)
- 4948 part-time students
- 289 full-time PhD students
- 4939 postgraduate and post-diploma students
The total number of academic staff at Warsaw School of Economics is 790:

- 80 full professors
- 170 associate professors
- 309 assistant professors
- 231 lecturers and senior lecturers, language tutors and librarians
13* Bachelor’s level programmes
*4 in English

~150 Postgraduate programmes

2 Masters of Business Administration

22* Master’s level programmes
*5 in English

5 Doctoral programmes
*1 in English (part-time)

CEMS Master in Management
1. Register in the Internet Registration System for Foreigners (RSF)
2. Submit required documents:
   ✓ Internet enrollment form
   ✓ Certified photocopy of passport
   ✓ Higher education diploma (MA) legalized or endorsed with an apostille
   ✓ Secondary school-leaving certificate (BA) legalized or endorsed with an apostille
   ✓ Language certificate of English (B2 level)
   ✓ Medical certificate and insurance document
   ✓ 1 current photograph

All documents ought to be translated by certified translator to Polish
Bachelor’s level Programmes delivered in English

1. Global Business, Finance and Governance
2. International Economics
3. Management
4. Quantitative Methods in Economics and Information Systems

Master’s level Programmes delivered in English

1. Advanced Analytics – Big Data
2. Finance and Accounting with ACCA Qualification
3. Global Business, Finance and Governance
4. International Business
5. International Tourism, Hotel Industry and Leisure Services

PHD level Programme in English in management and economics
[part-time] offered by Collegium of World Economy
CEMS Master in International Management (MIM) educates business leaders proficient in running business activities in innovative, international business environments.

MIM is an international master’s level programme composed of:
• advanced managerial lectures
• managerial skills seminars
• business Projects in companies
• 8-week international professional internship

CEMS MIM is ranked number 4 in the world by the Financial Times in 2015 and on top five position since 2005.
<table>
<thead>
<tr>
<th>PARTNER</th>
<th>LEVEL</th>
<th>MAJOR(S) AT SGH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kyungpook National University  (South Korea)</td>
<td>Bachelor</td>
<td>• International Economics</td>
</tr>
<tr>
<td>University of Economics, Prague (Czech Republic)</td>
<td>Master</td>
<td>• International Business</td>
</tr>
<tr>
<td>Toulouse Business School (France)</td>
<td>Master</td>
<td>• Management</td>
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<tr>
<td></td>
<td></td>
<td>• International Business</td>
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<tr>
<td>EBS Universität für Wirtschaft und Recht (Germany)</td>
<td>Master</td>
<td>• Management</td>
</tr>
<tr>
<td>European University Viadrina (Germany)</td>
<td>Master</td>
<td>• Management</td>
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<td></td>
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<td>• International Business</td>
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<td></td>
<td></td>
<td>• Finance &amp; Accounting</td>
</tr>
<tr>
<td>Johannes Gutenberg University of Mainz (Germany)</td>
<td>Master</td>
<td>• Management</td>
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<td></td>
<td></td>
<td>• Finance &amp; Accounting</td>
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<tr>
<td>Technische Universität Berlin (Germany)</td>
<td>Master</td>
<td>• Management</td>
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<tr>
<td>University of Cologne (Germany)</td>
<td>Master</td>
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<td></td>
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<td>• International Business</td>
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<tr>
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<td>Master</td>
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<tr>
<td>Universita degli Studi di Firenze (Italy)</td>
<td>Master</td>
<td>• Finance &amp; Accounting</td>
</tr>
<tr>
<td>Universidade NOVA de Lisboa (Portugal)</td>
<td>Master</td>
<td>• Management</td>
</tr>
<tr>
<td>ZHAW School of Management and Law (Switzerland)</td>
<td>Master</td>
<td>• Global Business, Finance and Governance</td>
</tr>
</tbody>
</table>
• **Polish-German Academic Forum** with Johannes Gutenberg University Mainz

• Partner in Erasmus Mundus Joint Master Degree programme *“European Master in Law and Economics – EMLE”*

• Associated partner in the Erasmus Mundus Joint Master Degree programme *”QEM – Models and Methods of Quantitative Economics”* (created by: Université Paris 1 Panthéon-Sorbonne, Universitat Autònoma de Barcelona, Universität Bielefeld, Università Ca' Foscari Venezia)
Canadian Executive Master of Business Administration Program is conducted as a joint venture with ESG – University of Quebec at Montreal (ESG – UQAM). It has an AMBA accreditation and is consistently ranked among the top two E–MBA programs in Poland taught 100% in English.

MBA-SGH – prestigious MBA programme, AMBA accredited, taught in Polish, ranked as the best Executive MBA in Polish.
Centre for Open Education

✓ E-learning at SGH

• [www.e-sgh.pl](http://www.e-sgh.pl) → 60+ online and blended courses with study materials and slides dedicated to such areas as: corporate governance, negotiations, e-marketing, business ethics, finance, law, leadership, the European Union, quality management, development of the economy and others

• [www.e-sgh.pl/niezbednik](http://www.e-sgh.pl/niezbednik) – an application which enables lecturers to create their own websites with didactic materials for students (300+ teachers / 1500+ course website)

• [www.econet.pl](http://www.econet.pl) – virtual space of cooperation of Polish economic universities

• International online lectures with University of Illinois (Springfield)

Centre for Open Education

✓ Economic courses and platforms for primary and secondary level education students:
  • the Children Economic University and the Academy of Young Economist -> educational programs focused on economy and management issues directed to primary and junior high school’s students (12 meetings yearly)
  • the Summer University Warsaw -> summer school for university students from all over the world (64 hours of lectures and workshop within two weeks, equals 8 ECTS points)
  • the Entrepreneurship Olympics -> an annual national competition addressed to pupils from secondary schools

✓ e-Mentor: bi-monthly on e-learning and management issues
✓ commercial courses for companies
✓ courses for SGH Staff -> including language courses
More info: www.sgh.waw.pl/coe
PROGRAMME

One or two courses to choose from:
• Marketing
• Brand Management
• Corporate Governance
• Management and Economics of Innovations
• Investment Project Management
• Intercultural Negotiations

Details at: http://suw.sgh.waw.pl

BENEFITS AND COSTS

• 4 or 8 ECTS points
• Workshops and team projects on real-life cases
• Lectures by academics and professionals
• Opportunity to explore Warsaw, visit Cracow and Wieliczka Salt Mine
• 430 EUR for one course, 230 EUR for second course

Optional
• 230 EUR for accommodation for the entire stay and meals during classes days
• 170 EUR for 3-days trip to Cracow and Wieliczka
• 60 EUR for cultural events after classes like visit in Chopin Museum and Old Town + Royal Castle

• TOTAL 890 EUR or 1120 EUR

• 2017 Edition: 3-14 July 2017
DEDICATED SUMMER SCHOOLS FOR PARTNER SCHOOLS

PROGRAMME

Lectures will include:

• Introduction to Poland including cultural issues
• Introduction to Europe including cultural issues
• Basics of Polish language
• Economic competition and cooperation from European and Asian perspective
• Start-ups in Poland
• Knowledge management in modern companies and organisations
• Innovations and new technologies in Poland and EU
• Managing cultural differences

BENEFITS AND COSTS

• **6 ECTS points**
• Site visits (Google Campus, Warsaw Spire or Targowa Creativity Center, National Bank of Poland, Warsaw Stock Exchange)
• Fee for academic programme 950 EUR
• Accommodation in the dormitory 70 EUR
• Meals 20 EUR/day
• Transfer from/to the airport 30 EUR
• Social activities 50 EUR
• 2.5-day trip to Cracow and Wieliczka Salt Mine 170 EUR

• **TOTAL 1550 EUR**
Doing Business in Poland (DBI Poland) is an intense, short-term programme addressed to executives, business students and professionals interested in discovering business opportunities and settings in the CEE region. It offers flexible curriculum, customized in accordance with your preferences and educational objectives.

DBI Poland is a fine combination of:

- Intense immersion into local business reality
- Practical insight into the specifics of local business activities
- Real-life interaction with a different culture
- Networking opportunities with business high-flyers
- Unforgettable academic adventure

The programme might last for one to three weeks, and be delivered either on continuous or modular basis. The average number of ECTS/credits gained within one week is 3/1.5.

The general structure of DBI curriculum includes the following components:

- Theoretical foundations
- On-site experience
- Cultural immersions

To get your tailored DBI Poland curriculum, please contact DBI Programme Office at SGH Centre for Corporate Relations.
SGH offers a broad range of opportunities for students to participate in exchange programmes during the studies. SGH exchanges students with ca. 300 universities from around 50 different countries from 5 continents.

Exchange programmes available at SGH include:
- CEMS MIM
- Erasmus+
- Partnership in International Management (PIM)
- Bilateral agreements
- Double-degree programmes
- EU SHARE

An average number of outgoing and incoming students per year is 500.

All mobility activities are coordinated by SGH International Centre (CPM)
STUDENTS EXCHANGE PROGRAMMES - THE OFFER

• Wide choice (over 700) of courses in English – after selection: 300+ available to all students
• Polish for foreigners (from beginners to advanced levels)
• Possibility of joining our tutorials in other major languages (upon request)
• Buddy system and cross-cultural training during orientation week
• Extensive extracurricular programme and open access to major student organisations (Erasmus Student Network, AIESEC, CEMS Club, other)
• Potentially, possibility to meet our corporate partners for internship or employment
• Accommodation on-campus and/or assistance in finding off-campus apartments
SGH is famous for active engagement of students into the University life. Currently there are 69 students associations registered at SGH, with a grand total of 2700 participants. This means that around 25% of our students are in some way active in shaping SGH’s environment.

Students undertake projects in a wide spectrum of areas, which are related to:

- Science
- Business
- Education
- Social
- Entertainment
- Charity

All projects undertaken by our students are characterised with top quality and momentum.

**Example organisations:** AEGEE, AIESEC, CEMS Club Warsaw, Erasmus Student Network, Choir, Dance Ensamble, Theatre, Film Club, SGH TV, „Magiel” monthly, Academic Sports Association.
COOPERATION WITH BUSINESS: SGH PARTNERS CLUB

Klub Partnerów SGH

Accenture
Millennium Bank
Bank Pekao
Santander
Bank Zachodni WBK
DB Schenker
Deloitte
EY
GPW
ING
KPMG
L'Oréal Polska
Mastercard
McKinsey & Company
PwC
P&G
PZU
COOPERATION WITH BUSINESS: OTHER FORMS

Efficient facilitation of contacts with business in one of the key strengths of SGH.

The example areas in which we cooperate with business include:

Executive education – SGH provides companies with top-class support in creating and implementing tailor-made development programmes like short trainings, longer-term general or specialized programmes in the field of economics, management and leadership, or postgraduate studies.

Teaching activities – seminars, workshops, guest lectures, study visits allow companies to share knowledge and promote their image among our students.

Employment opportunities – companies can hire top-class specialists in the field of management and economics graduating from Warsaw School of Economics.

Sponsoring – companies give financial support to our University to a number of projects and events happening at SGH.
Thank you for your attention!

SGH INTERNATIONAL CENTRE
www.sgh.waw.pl/international