

EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (EMBA)

For A Better You and the best return on your career investment



The Executive Master of Business Administration

Part time (i.e. evenings and weekends) program



We are proud to offer the **most advanced, action-oriented and field focused** international EMBA in Vietnam!

Launched for the first time in Vietnam in 1995, through a cooperation with Université Libre de Bruxelles, a top university in Belgium and Europe, the Executive Master of Business Administration (EMBA) program, has been permanently updated to fulfil the management needs and knowledge of **strong, ambitious and confident professionals**

Solvay EMBA offers a unique curriculum delivered by a cast of outstanding Western faculty in cooperation with Vietnam based coaches and co-teachers. The curriculum focus on the development of management skills but also on interpersonal skills. We believe that the combination of these two skills is important to become effective leaders.

Whether you are looking for a career change or a career boost, Solvay EMBA Vietnam offers you the tools, insights and confidence you need to lead your transformation. You will at the end of your study journey join the more than 2.600 alumni of Solvay in Vietnam.

Michel Allé,
Solvay Vietnam Dean

A handwritten signature in blue ink, appearing to read 'Allé', written over a thin blue line.

Who should attend?

- A** ...> You hold a university degree (bachelor or master) and show solid English skills. You are **working in middle management** as business owner or as general manager. You have great potentials to become leaders
- B** ...> You are able to demonstrate maturity and professional experience (minimum 3 years) and you have a clear interest in **boosting your career in management**;
- C** ...> You want a quick **return on your personal investment** in terms of promotion, responsibilities and salary increase;
- D** ...> You want to gain the most advanced world class knowledge from the best international professors and experts and get an EMBA degree delivered by one of **the most renowned European University**.
- E** ...> You want to become better in your jobs and increase the overall level of professionalism of your companies.
- F** ...> You have ambition, analytical mind, creativity, and ability to communicate with others. You feel that you have leadership potential.

Students (max 40) will be carefully selected by admission board.

Be a true leader and a better manager!

We will provide you with a full combination of skills & knowledge needed to be a great business leader and a real general manager

Strong analytical skills

Communication skills

Negotiation skills

Creativity skills

Team empowerment

Leadership

Project management

Understanding world complexities

International exposure



The Content

The Master of Business Administration is a world class program following the **most advanced internationally recognized standards**. It is structured in 4 modules with 486 contact hours of evening or weekend classes (6:00 till 9:00 p.m. or weekend daytime), spread over a 2-year period.

Management Fundamentals courses take place during the first year while Integrative Management courses and activities are scheduled during the second year. Business Environment and Soft Skills classes are split over the 2 years.

The philosophy of the program is to train for **general management** and, as such, all subjects are mandatory.

Business Environment 96 contact hours	Management Fundamentals 162 contact hours	Integrative management 174 contact hours	Soft skills 54 contact hours
<ul style="list-style-type: none"> • Global economic & geopolitical issues • Law, society, corporate governance and social responsibility • Managing the Future <ul style="list-style-type: none"> • International Business Law 	<ul style="list-style-type: none"> • Strategy and Corporate Governance • Financial Accounting <ul style="list-style-type: none"> • Corporate Finance • Marketing Management <ul style="list-style-type: none"> • Human Resources Management • Management of Business Systems • Business Case 	<ul style="list-style-type: none"> • Business & Financial Planning • Business Game • Management & Organization <ul style="list-style-type: none"> • Management of Innovation • Project Management <ul style="list-style-type: none"> • Strategic Business Intelligence • International Business Field Project 	<ul style="list-style-type: none"> • People leadership & team empowerment • Personal communication, business argumentation & negotiation <ul style="list-style-type: none"> • Career management & personal branding • Final Master's Presentation ("grand oral")



What you will learn

Business Environment Module

4 courses of 24 contact hours each

1 Global economic & geopolitical issues

Focus on the major geopolitical forces shaping the world and the relationship between Asia and the Western world. Specific attention is brought to the situation of Vietnam as a new player in the international business environment (WTO,...).

2 Law, society, corporate governance and social responsibility

You will develop a critical outlook on law issues connected to labor law and regulations, which deals with the whole socio-economic perspective of our society (especially the case of Vietnam), and the corporate social responsibility.

3 Managing the Future

Project yourself into the future ! You will be forced to imagine how business will be run in the coming years, taking into account major trends as the technology revolution, sustainable development, social conduct and globalization. Creativity will be at the hub in terms of skill acquisition here...

4 International Business Law

How to safely run a business in an international environment, considering legal issues, using arbitration courts (very much used in Vietnam); special attention to antitrust laws, competition and international transactions.

Management Fundamentals Module

6 major courses of 24 contact hours each, plus a business case analysis

1 Strategy and Corporate Governance

The strategic process will be reviewed: external analysis, internal analysis, SWOT matrix, strategic scenarios, decision making, implementation issues and the role of the major players in the strategic decision making process.

2 Financial Accounting

Understanding financial statements and how to prepare them, you will be confronted with key financial analysis tools and planning/control systems.

3 Corporate Finance

The course mainly deals with valuation and capital budgeting as well as financing analysis and decisions. It covers issues such as: (1) cash flows generated by a project (2) timing of cash flows and (3) risk of project. Back to fundamental concepts and exposure to practical cases.

4 Marketing Management

Using case studies, this course will make you aware of the importance of marketing, understand the contemporary approach and culture of marketing in business and non profit organizations and provide you with key marketing concepts and basic tools, especially the strategic ones.

5

Human Resources Management

HRM can make a difference by adding value to an organization! The course covers topics such as motivation and satisfaction key drivers, job analysis and job description, recruitment and selection processes, training and development programs and appraisal & compensation systems.

6

Management of Business Systems

Business strategies lead to nowhere if they are not implemented through efficient systems including organization process flows, supply chains and IT architecture. You will examine this issue from a transversal point of view, understanding how crucial it is to bring consistency in the system while , at the same time managing conflicting objectives (costs vs quality and service levels,...)

7

Business Case

At the end of the 6 management fundamentals courses, you will have to choose one of the subjects, find a company and solve a business case. You will make critical review of the business situation and recommend a solution based on an analytical approach of the tools and techniques learned in the fundamental courses. You will be closely coached to use the suitable analysis and decisions making methods.

Integrative Management Module

5 major courses of 24 contact hours each, plus a business game & a major integrative field project

1

Business & Financial Planning

Used in the context of starting ventures or existing businesses, the business plan is a key tool used for management. You will learn how to build a full business plan and go deeper into the financial part of it since it is the translation of all recommendations in quantitative forecasts used by decision makers to make their final opinion.

2

Management & Organization

Exploring traditional and new models of business organization, the course will cover the impact of environment and technology on the various types of organizational structures. Linked to organizational structures, the role of culture will then be examined in order to understand the consequences in terms of functioning and decision making.

3

Management of Innovation

This is a course on the strategic management of innovation and Intellectual Property Rights. Its purpose is to explore the innovation phenomenon and to understand the managerial and organizational challenges presented by the management of innovation. Crucial in our times!

4

Project Management

Starting from an analysis of how strategic management decision making should use proper information, the course covers issues such as information sourcing, business intelligence systems and trade offs between cost, quality and relevance of collected data. You will «learn by doing», working on practical cases covering strategic decision making in a number of areas (marketing, corporate strategy, etc...)

5

Strategic Business Intelligence

This discipline is about planning and organizing the operations as well as securing and managing the resources needed to successfully complete a project. Starting with the basics (process approach, information and management issues), the course will develop process approaches (piloting, support and operational processes) and offer a cartography of project management processes.

6

International Business Field Project (IBFP)

You will manage a real consulting project in teams for a company with a real problem to solve. This problem will be related to any management discipline but will have some international content or occur in an international company. The project will take place on a 3 to 4 months period, free from classes or any other academic work. Your group will be placed under guidance from specially trained coaches following a strict coaching procedure. At the end of the process, you will deliver a written report and an oral presentation to the client company. For those willing to get a major in Finance/Control or Marketing/Strategy, the IBFP will also offer the opportunity to get the needed credits if they choose a project in one of these disciplines

Soft Skills Module

3 workshops of 18 contact hours each, plus a final Master presentation

Soft skills are now part of any modern MBA program as people's ability to handle the soft skills side of business is now recognized as key to successful business conduct. Increasingly, companies aren't just assessing their current staff and future recruits on their knowledge but also on a whole bunch of soft skill competencies including how well they relate and communicate to others.

1

People leadership & team empowerment

Focusing on group behaviors and personal (self) understanding, you will become aware of your own leadership style, better understand other's behaviors and get to know available tools offered to managers to cope with all this. You will be confronted with leadership and power and influence issues looking more deeply at interpersonal relationships, group dynamics, conflict resolutions, charisma, etc.

2

Personal communication, business argumentation & negotiation

You will learn how to use the adequate tools to better convince other parties, inside or outside your own organization. Focus will be on verbal and non verbal communication, clarity and deep meaning of message as well as talents to persuade. Some will also be used to introduce basics of cooperative negotiation techniques.

3

Carreer management & personal branding

The main reason for following an MBA program is to get immediate and long term return on time and money spent. This workshop will help you maximize your own ROI. Career management is not only about negotiating your next position in your company : it's about monitoring your career journey in order to cope with personal, family and, of course, financial and personal goals. You will write your own personal strategy and create your « personal brand », based on a clear positioning statement and extensively using social networking.

4

Final Master's Presentation ("grand oral")

This final test is intended to convince a jury that the title of Master of Business Administration can be rightly awarded. The jury will evaluate if you're able to solve a business problem under stress and time constraint using concepts and tools taught in the program and if you can explain how you grew your competencies and personality through the MBA experience.

The Solvay EMBA: What is different?

● The most practical, field oriented EMBA in Vietnam

Theory is good but it is nothing without practice ! At Solvay Brussels School, we have been teaching business practice for years. Action learning, learning by doing, experience sharing are our key words. The vast majority of our teachers are business people and experts in their field. So, be prepared to apply new knowledge on the spot!

● The only truly international EMBA in Vietnam

Most EMBA's in Vietnam are taught by teachers coming from one country only. At Solvay Brussels School, we are truly global with professors coming from all over Europe and the world: from France, Belgium, Germany, Italy, Netherlands, Switzerland, Australia, the USA... You will learn from different cultures, confront different environments, and hear different views.

Your degree signed by the Rector of Université Libre de Bruxelles, one of the most reputed in Europe, will open doors for international careers.

● The best return on your personal investment

With one of the most competitive entrance fee in Vietnam, you will, as do all of our graduates, enjoy significant salary increases at the end. You will be worth more for your company because you will add more value. You will recover your entrance fee in 2 years on average.

After that, it is all gain, for you, your families, your loved ones!

And think about this: if you would like to follow the same program in Europe, it would cost you at least 3 times as much, only for the fee!

The Business Game

- 2-day intensive session using a « Serious Game »
- Five groups of students take the responsibility to manage each an airline competing in the ASEAN market
- To learn how to manage all these dimensions in a coherent way and how to act and react in a competitive market.

The Business Case

- At the end of the 1st year
- Learn analysis techniques
- Practice problem solving

IBFP-International Business Field Project

- At the end of 2nd year
- Lead a real consulting project for a real company
- A unique field experience in teams
- Under close supervision of professional experts

The Master Presentation

- At the very end of all
- Prepare a case in 24 hours
- Present convincing solutions to a panel
- Show that you deserve your Master title

“ The Vietnam-Belgium Master of Management Program conducted by Solvay Brussels School of Economics and Management and the Open University provided a high quality education. Many of Alumni successfully contributed to fast and effective development of their enterprises. ”

Mr. TRAN HUU CHINH
Class MMVB1
Chairman, Fideco



Know your style!

Managing and leading demands more than knowledge. Emotional intelligence, communication, creativity are key today to empower teams. You will follow 3 workshops and care more about you to better care about others!

People leadership & Team empowerment

- Leadership styles interpersonal relationships
- Group dynamics
- Conflict resolutions



Career management & Personal branding

- "Product me"
- Monitoring your career
- Balance job, personal & family life
- Maximize your personal ROI



Personal communication Business argumentation & Negotiation

- Better convince Verbal & non verbal communication
- Building trust and confidence In win negotiation



An Outstanding cast of teachers

100% Western teachers

Solvay Vietnam has made the choice to have a Faculty made of 100% teachers with Western education and professional experience. This guarantees that the most up-to-date management techniques and knowledge will be brought to our Vietnamese students. As most of our teachers have professional international experience, it guarantees also openness and flexibility to different business cultures. In 2017, 77 teachers from 14 nationalities taught at Solvay Vietnam.

The Solvay stamp

Solvay Brussels School of Economics and Management has high standards to recruit its teachers. They must prove their academic and/or professional experience at high level (through publications and/or achievements) together with strong education skills. The same selection criteria are applied in Brussels and in Vietnam and a very large majority of the Solvay Vietnam Faculty teaches also in Brussels. The assessment of their performance in delivering courses through students feed-back is continuous.

Vietnam Knowledge

Our teachers are not only 100% Western, they have also an in-depth knowledge of Vietnam, its economy, its society, its business culture. As most of them are seasoned teachers at Solvay Vietnam, they have had the opportunity to meet many Vietnamese leaders and future leaders and teaching to them on Vietnamese or Asian cases to understand the specificities of business in Vietnam. Moreover they are all passionate about the country, its people and its quick changes.

Practice supported by the theory

Solvay Vietnam has made the choice to deliver the most practical EMBA and specialized management Master programs in Vietnam. Sharing the field experience of the participants is key in their development process and give them the capability to use rapidly at work their improved skills. But theoretical concepts are also used to give the participants the opportunity to acquire broader and longer term views on the challenges they meet in business.



Michel Verstraeten - HR Professor

I teach in Vietnam for more than 10 years. Each experience is fascinating. Discussions on HR topics with students are always enriching and rewarding. I particularly appreciate their involvement and the way they challenge knowledge and practices in the field of HR. But, what really draws me back in Vietnam is the opportunity to meet extraordinary people.



The Faculty

Non-exhaustif list of some of our outstanding professors

More information about our teachers and a completed list of our teachers are available on our website.

Michel Allé

Civil Engineer from Universite Libre de Bruxelles (ULB) and Economist from Ecole de Commerce Solvay. He did mainly his career in finance.

He has been director in the 1980's of the Belgian R&D program in new and renewable energies. Later, after 13 years experience in Private Equity, he became CFO of Brussels Airport and after that CFO of Belgian Railways. Today, he is directors of listed companies (Elia, D'Ieteren SA,...). He teaches at Solvay Brussels School of Economics and Management since 1990 and have been the dean of the School from 1997 till 2001. Since 2016, he is the Solvay Vietnam Dean and academic director of the EMBA.

Jean-Pierre Baeyens

EMBA Harvard Business School, MSc in Management Solvay Brussels School, Prof Baeyens holds the Chair of Marketing at Solvay Brussels School, where he teaches Marketing Theory, Strategic Marketing Management and International Marketing. He has been teaching regularly in Vietnam for the last 10 years. His management career includes various tenures in MNC's (Procter &Gamble,...) and nearly 20 years as consultant, board member and advisor.

Jean-Paul Loozen

Has been Professor of accounting at Solvay Brussels School for more than 20 years, teaching in various programs such as MSc in Management, executive programs and Solvay EMBA in Vietnam. Professor Loozen is a practitioner, specialized in real estate finance, and he's owner at Deloitte Real Estate Corporate Finance in Brussels. He's also the Academic Director of the Real Estate Executive Program of Solvay Brussels School, Belgium.

Pierre Motyl

Civil Engineer in Applied Physics from Universite Libre de Bruxelles, with a vast experience in managing IT projects, Prof Motyl defines himself as a senior project and crisis manager in telecom and information technology, experienced both in the private and public sectors. His international experience is tremendous, having managed operations in Africa, South America, South-East Asia, Central and Eastern Europe. He's been teaching in Vietnam Belgium programs for many years.

Craig Nathanson

Ph.D in Human Development from the Fielding Graduate Institute, M.S. in Telecom Management from Golden Gate University and B.A. in Human Relations and Organizational Behavior at University of San Francisco, USA, Craig is Professor of leadership and HR management. He spent 30 years at senior levels in both technology and HR related areas (Intel,...). Besides Solvay Brussels School, Craig has been lecturing for the Academy of National Economy in Moscow, Shenyang University of technology in China and is an online professor for Liverpool University in England.

100% Western Professors
+ Visiting Lecturers

André Nayer

Holds a Ph.D. in Law and a Master in Social law from the Université Libre de Bruxelles where he is now full Professor and was Vice-Rector. His teachings at the Law Faculty and Solvay Brussels School include international social law, history and prospective in social law and labour law. He's been teaching for several years in Vietnam Belgium programs and an extended knowledge of Vietnamese legal system and regulations. He was awarded the medal "for the cause of Education" by the Vietnamese Ministry of Education & Training (MOET).

Arnaud Nuyts

PhD in Law from Université Libre de Bruxelles and a LL.M. from University of Cambridge, is a member of the Brussels Bar and Professor of Law at the Université Libre de Bruxelles, where he holds the Chair of Private International Law. Previously, he was a Visiting Scholar at Columbia University, Visiting Researcher at Harvard University and Visiting Fellow at Cambridge. Besides Solvay Brussels School Vietnam, he taught in several foreign universities, including Duke Law School and Athens University.

Clara Portela

PhD in Political Science in European University Institute, Florence, Italy, she is Assistant Professor of Political Science at Singapore Management University. She was research fellow at Berlin Information Centre for Transatlantic Security, Germany and the University of Bradford, UK. As, she teaches Global economics and geopolitical issues in Vietnam-Belgium master programs in Vietnam, and some other relevant subjects in other universities in European, Canada, and Singapore

Mathias Schmit

Holds a Ph.D. in Finance from Solvay Brussels School, where he is a Professor of Finance. He worked in banking and public sector-related activities for 15 years. He founded SAGORA in 2005, a consulting company coping with financial public affairs and risk management assessment, and is leading a network of senior risk professionals combining extensive banking experience with strong analytical skills and innovation. He is also a regular speaker at major conferences around Europe on topics relating to the banking industry, with a special focus on strategic risk management.

Michel Verstraeten

Holds a PhD from Université Libre de Bruxelles and a MSc in Management from Solvay Brussels School where he is now full Professor of Human Resources Management and Organizational Behavior. He is also board member at CFIP, a non-profit organization active in management consulting and training. He's the Vice-Dean of Solvay Brussels School and in charge of managing human resources at Université Libre de Bruxelles.

Bruno Van Pottelsberghe

PhD in Economics at Université Libre de Bruxelles, he is today a Full Professor at the Solvay Brussels School of Economics and Management. As holder of the Solvay SA chair of Innovation he teaches and performs research in the field of innovation and intellectual property. He has been Dean of the Solvay Brussels School for 6 years and a half, (2011 - 2017).



I was very impressed with the lectures of the program's professors. They provided me the comprehensive professional knowledge, which is not only theoretical but very practical. Applying this knowledge on the job, I feel more confident and gain more successes in my career. Thank you, professors, for your exciting and useful lectures!

Le Thi Minh Thao (Ms.)

Acting Director, Personal Finance Marketing

TECHCOMBANK





Université libre de Bruxelles
(www.ulb.ac.be)

Université libre de Bruxelles, a great European University A tradition of academic excellence The highest teaching standards Open to the world from the heart of Europe. The ULB is a founding member of UNICA, a network of excellence of major universities from the capital cities of Europe that plays a leading role in international R&D and mobility programmes. The ULB, with its 11 Faculties, one Graduate School and the Institute for European Studies, is a multicultural and comprehensive University, covering all disciplines and all study cycles. The ULB meets to its social, societal and scientific responsibilities with great commitment, combining broad-based teaching with cutting edge research. Founded on the principle of free inquiry (libre examen), that is independent judgment and the rejection of all dogma, the ULB has remained true to its original ideals: to be an institution that does not have supervisory constraints, committed to the defence of democratic and humanistic values.

**Solvay Brussels School of
Economics & Management**
(www.solvay.edu)

The Solvay Brussels School is the faculty of economics and management of the Université libre de Bruxelles, with a century-old tradition of excellence in higher education. Solvay Brussels School is the reference for participants, businesses and institutes seeking the highest levels of teaching and research in the disciplines of economics and management in Europe. It offers 2 Bachelors, 6 Masters, 2 Complementary Masters, 5 Advanced Masters, EMBA (part-time), 20+ Executive Education programs, custom-made trainings for companies, PhD training in Economics and Management and 7 Masters in Vietnam in cooperation with local partners (Ho Chi Minh City and Hanoi)

Ho Chi Minh City Open University
(www.ou.edu.vn)

Ho Chi Minh City Open University (HCMC OU), founded in 1990, offers an open way of training. HCMC OU provides a variety of programs from undergraduate to postgraduate ranging from on-site, distance learning, learning at satellite academic centers, aiming at meeting various learning needs. The joint Master programs with ULB have been provided successfully since 1995.

7 reasons to join this program!

- 1 A unique career preparation leading to general management positions, immediate advancement, promotion and salary increase. Payback of program cost is around 2 years in most cases;
- 2 A Western degree from a prestigious School of Management and top European University. Solvay Brussels School is ranked in the top 25 in Europe for its masters in management;
- 3 A state-of-the-art curriculum taught by top international senior professors. The most practice-oriented teachers in Vietnam, truly international bring in a solid base for performance and career success;
- 4 A learning process based on real practice, business case discussions and professional projects rather than pure theory;
- 5 Concrete results for yourself-A Better You. You will come out of this program with strong confidence, in depth knowledge in all areas of management, and enhanced soft skills for managing and leading;
- 6 A flexible schedule allowing you to keep your working activities. Classes take place in the evening (6pm-9pm) and weekends;
- 7 Joining a great network of alumni, more than 2,600 in Vietnam and 23,000 worldwide...

Employers of the students of previous intakes



Practical Information



Admission requirements:

- Recognized university bachelor degree;
- At least 2 years of professional experience;
- Proficiency in English (TOEFL 530, IELTS 5.5, TOEIC 600, B2 or equivalent evidence);
- Pass the admission process.

Admission procedure:

1/ Get applications

- Download the application and guide from www.solvay-mba.edu.vn
- Or visit the office and get the hard copies
 - +Graduate School, Room 211, HCMC OU 97 Vo Van Tan, Dist. 3. HCMC.
 - +SBS-EM (VN), Room 101, 1st Fl., HCMC OU 35-37 Ho Hao Hon, Dist. 1, HCMC.

2/ Submit application

- Send documents via email to infovietnam@solvay.edu
- Or submit hard copy to the Graduate School, Room 211.
(In any cases, hard copy must be submitted before joining on campus assessment)

3/ Application screening

- The co-directors of the program reserve the rights to discard some candidates if their application doesn't meet program standards.

4/ On-campus assessment

- Shortlisted candidates after application will take a written test.
- Interviews will take place in front of a mixed jury of professors from HCMC Open University and Solvay Brussels School.
- Time: about 1 – 2 weeks after deadlines. Notification will be given upon application submission.

5/ Admission results

6/ Program commencement

Promising Leader
Scholarship

USD 5,000
USD 2,500

Early Bird
Scholarship

USD 900

For more information, please contact:

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Graduate School

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