

**QTEM**  
INFO SESSION

Why Join the QTEM  
Masters Network?

Thursday October 8, 2020  
Internef, Auditorium 121, 12:15

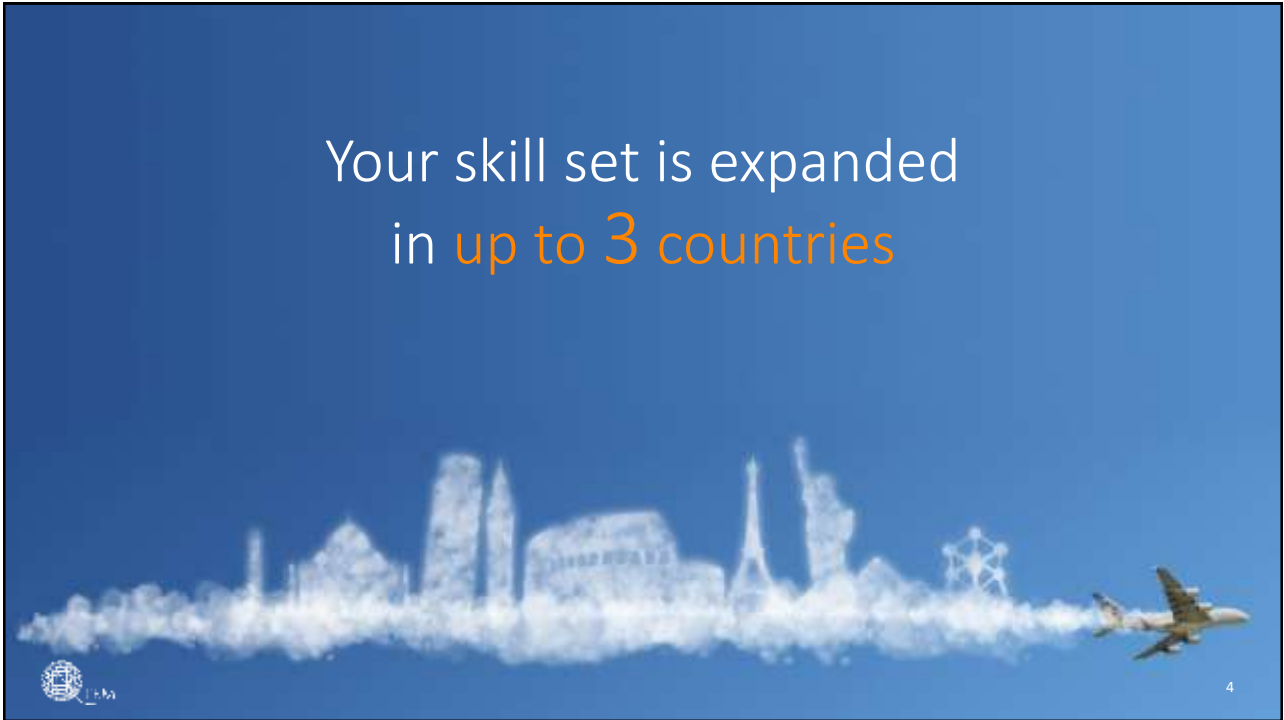
“Using analytics to  
create a better world,”

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QTEM selects **outstanding students**  
from each academic partner

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You acquire **digital leadership skills**

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### Academic Partners

#### A global network

QTEM (Quantitative Techniques for Economics and Management) is a global expanding network involving more than 20 outstanding universities from four continents and corporate partners from various sectors.



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**Academic Partners**

The universities behind QTEM

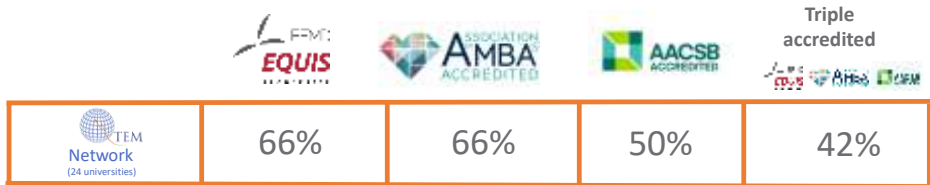


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**Why join QTEM?**

A network comprising of highly ranked universities

QTEM Academic Partners are outstanding universities, internationally and nationally high-ranked, accredited EQUIS, AMBA and/or AACSB



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**Why join QTEM?**

**Corporate & Social Partners**

Corporate and Social Partners interact with our students through recruitment fairs, internship offers, and presence at analytic conferences.



Representatives of McKinsey & Company, Solvay and SAS in a conference with QTEM students about Artificial Intelligence (Lausanne, Switzerland November 2017)



**Your QTEM experience**

**QTEM Program for HEC Lausanne students**

The following Masters give access to QTEM. Earn the QTEM Certificate together with these Master's Degrees:



- Master of Science in Management (MScM) – 120 ECTS
  - Master of Science in Finance (MScF) – 120 ECTS
  - Master of Science in Economics (MScE) – 120 ECTS
  - Master of Science in Accounting, Control and Finance (MScCCF) – 90 ECTS
- Track 2 Exchanges  
Track 1 Exchange
- Track 1 Exchange



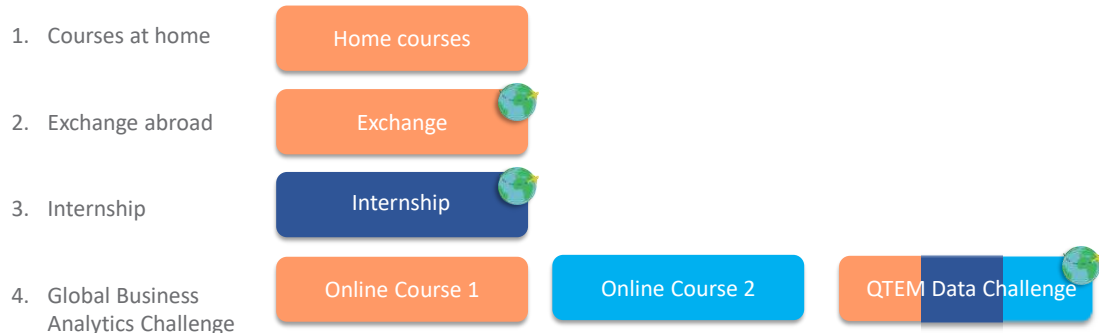
**GMAT (or GRE) is a compulsory entry pre-requirement for the QTEM Program:**

- ≥ 650 student meets the common acceptance pre-requisite for QTEM
- 600<650 student can be considered for QTEM if s/he has an exceptional file



**Your QTEM experience**

**The different parts of the program - Track 1 Exchange**



Educational dimensions:

- Analytics learning
- Digital leadership
- Professional experience
- International experience



**QTEM Track 1 Exchange**

**Master in Management and Master in Finance (120 ECTS)**

Minimum 50% quantitative credits (45 ECTS)					G R A D U A T I O N
	MSc 1 <sup>st</sup> year Semester 1 Fall	MSc 1 <sup>st</sup> year Semester 2 Spring	MSc 2 <sup>nd</sup> year Semester 1 Fall	MSc 2 <sup>nd</sup> year Semester 2 Spring	
<b>Courses at home + exchange + internship:</b>	HEC Lausanne	HEC Lausanne	Exchange	Internship Master's thesis	
+					
<b>QTEM Data Challenge:</b>			Online trainings QDC		



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**QTEM Track 1 Exchange**

**Master in Economics (120 ECTS)**

Minimum 50% quantitative credits (45 ECTS)					G R A D U A T I O N
	MSc 1 <sup>st</sup> year Semester 1 Fall	MSc 1 <sup>st</sup> year Semester 2 Spring	MSc 2 <sup>nd</sup> year Semester 1 Fall	MSc 2 <sup>nd</sup> year Semester 2 Spring	
<b>Courses at home + exchange + internship:</b>	HEC Lausanne	HEC Lausanne	Exchange	Academic thesis Internship ----- Internship Master's thesis	
+					
<b>QTEM Data Challenge:</b>			Online trainings QDC		



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**QTEM Track 1 Exchange**

**Master in Accounting, Control and Finance (90 ECTS)**

	Minimum 50% quantitative credits (37,5 ECTS)				G R A D U A T I O N
	MSc 1 <sup>st</sup> year Semester 1 Fall	MSc 1 <sup>st</sup> year Semester 2 Spring	MSc 2 <sup>nd</sup> year Semester 1 Fall	QTEM Spring	
<b>Courses at home + exchange + internship:</b>	HEC Lausanne	HEC Lausanne	Exchange Master's thesis	Internship	
	+				
<b>QTEM Data Challenge:</b>			Online trainings QDC		





















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**Your QTEM experience**

**Real examples**

The skill set of QTEM students is expanded in at least 2 different countries.

	 Home university	 1 <sup>st</sup> Semester abroad	 2 <sup>nd</sup> Semester abroad	 Internship
 Student A	 HEC Lausanne	 Waseda University	 EDHEC Business School Nice	 MSCI Ltd, London
 Student B	 HEC Lausanne	 LUISS Rome	 University of Amsterdam	 Nestlé France
 Student C	 HEC Lausanne	 Exeter Business School		 PwC Luxembourg



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**Your QTEM experience****How many quantitative courses for QTEM?**

- Minimum of **50%** of the credits are quantitative courses
- Minimum of **22 ECTS credits** of quantitative courses **on average per QTEM exchange**
- No more courses than in the “regular” program

In the MScCCF - Track 1 Exchange, 22 ECTS credits to be taken during the exchange

- Minimum of 15 ECTS credits for HEC
- Minimum of 7 ECTS credits for QTEM (quantitative course-s)



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**Your QTEM experience****The QTEM Modules**

**1 QTEM module = minimum 20 ECTS**

**1 or 2 QTEM modules to be undertaken at home university and/or when on exchange**

1. Finance and Risk Management
2. Applied Economics and Public Policy
3. Innovation and Strategy
4. Marketing and Supply Chain
5. Business Intelligence and Big Data

**Can be a complement  
of the orientation  
of your Master:**

Examples:  
MScM BA with a  
QTEM Finance module

MScM SOL with a  
QTEM Business Intelligence  
& Big Data module

**Credits towards the QTEM modules will count starting the first semester of your Master !**



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### Your QTEM experience

## The Analytical Internship

- Covers a period of minimum **240 hours full-time equivalent (1.5 months)**
- The internship can be done during or after the master
- Can be done in Switzerland or abroad
- Does not necessarily bear ECTS credits
- Must be related to a quantitative topic and have a significant analytical content



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### Your QTEM experience

## Global Business Analytics Challenge (GBAC)

#### 1. Online trainings:

- Data science course + Digital leadership course
- Fully online



**Two intakes : Fall semester & Spring Semester**



#### 2. The QTEM Data Challenge (QDC):

- International teams of 3 QTEM students analyze real world data and present the results to a jury
- QTEM classmates around the world work together for the chance to win great prizes
- QTEM students will have the opportunity to learn analytical tools used in a corporate environment while doing a fun project



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### Joining us

The application process and selection timeline – Track 1 Exchange (MScCCF, MScM, MScF, MScE)



QTEM Application	February 15, 2021	Master students in their 1 <sup>st</sup> year
GMAT or GRE	May 20, 2021	Extended deadline for submission
Exchange	Fall 2021	

HEC Lausanne QTEM contact: Isabelle Schmid, [Isabelle.Schmid@unil.ch](mailto:Isabelle.Schmid@unil.ch)  
 Internef, office 256.1  
 Phone 021 692 36 85



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### Application Form

How to apply to the QTEM program ?

1. [QTEM Application Form](#)
2. [QTEM Student Engagement Form](#)
3. Cover letter (max. 2 pages) – in English
4. Curriculum vitae
5. [Learning agreement \(study program\), one for each chosen destination](#) – choose at least 3 destinations
6. If Bachelor not undertaken at HEC: copies of all university results & certificates obtained
7. GMAT score 650 recommended, 600 mandatory ; GRE also accepted
8. Proof of proficiency in English if available (mandatory for Monash University)
9. Any relevant document

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## Your QTEM experience

## GMAT &amp; GRE

GMAT	GRE
Total GMAT score minimum: 600	Predicted GMAT Total Score minimum: 600
<a href="http://www.mba.com/global">www.mba.com/global</a>	<a href="http://www.ets.org/gre">www.ets.org/gre</a> <a href="#">GRE Comparison Tool for Business Schools</a>
HEC Lausanne GMAT code: VTR-GM-28	HEC Lausanne GRE code : 0076
QTEM GMAT code : QTEM	

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## Application Form

## Financial supports for an exchange

- Reduced UNIL semester fee of CHF 180.- per semester instead of CHF 580.-
- No registration fee at the partner university
- Grants:
  - **SEMP agreements:** CHF 1600.- per semester
  - **HEC Faculty agreements:** CHF 2500.- per semester
- SEMP grants for internships in European countries:
  - CHF 440.- per month
- Financial Assistance from the UNIL ([information at the SASME](#))

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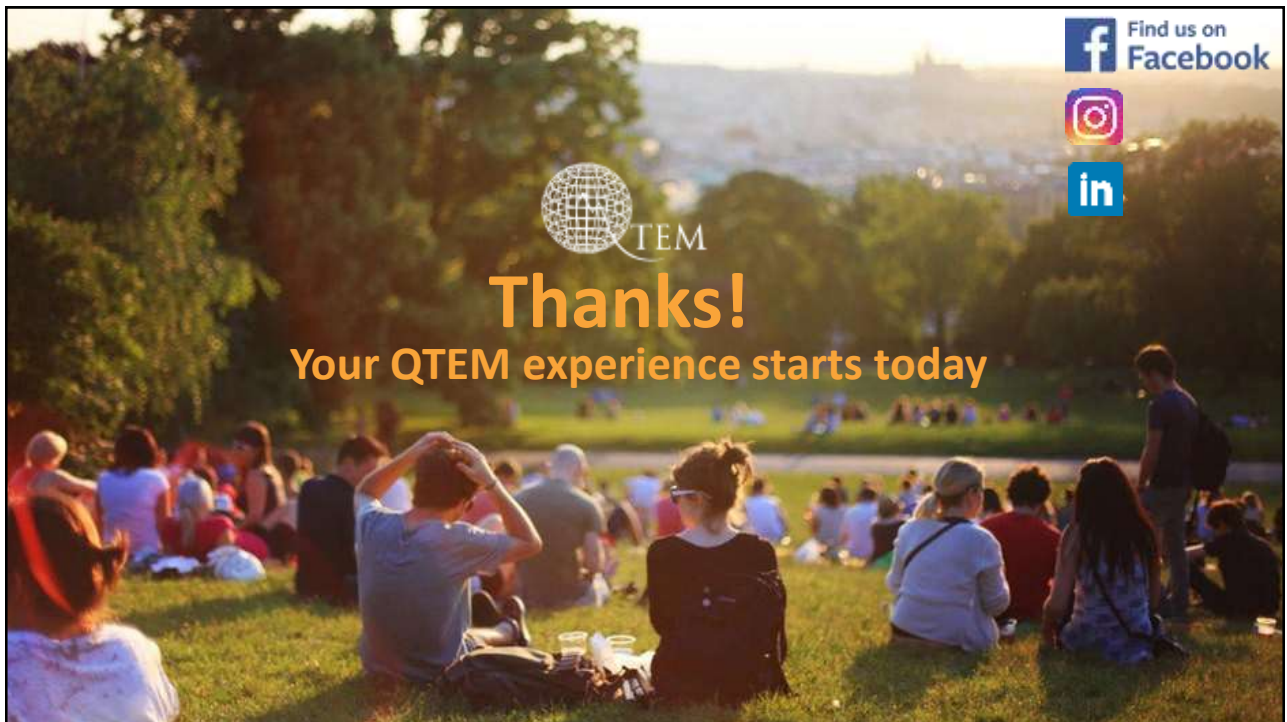
**Why join QTEM?**

Because the QTEM Certificate validates that you have:

- ✓ A qualifying **GMAT**
- ✓ An international experience in at least 2 countries  
1 or 2 exchanges  
Minimum 22 quantitative ECTS per exchange
- ✓ An analytical internship, in Switzerland or abroad
- ✓ 50% quantitative courses
- ✓ 1 or 2 QTEM Modules, to be completed during the Master
- ✓ The Global Business Analytics Challenge



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