



# MASTER OF SCIENCE (MSC) CENTRALESUPÉLEC-ESSEC ENTREPRENEURS



# ESSEC BUSINESS SCHOOL



Vincenzo Vinzi
Dean and President
of ESSEC Business School

CREATED IN 1907, ESSEC
BUSINESS SCHOOL IS A
WORLD-SCHOOL WITH
FRENCH ROOTS. ITS PURPOSE
IS TO INFUSE TOMORROW'S
LEADERSHIP WITH MEANING.

ESSEC is a **business school** with programs ranging from Bachelor to PhD, a wide range of Masters programs including our flagship **Master in Management** and **Global MBA** programs. ESSEC also offers executive education and custom training designed and developed on-demand for our partners from the private sector. ESSEC holds the "**Triple crown**" of accreditations for global business education: **EQUIS, AACSB** and **AMBA.** 

At the core of the ESSEC learning experience is a combination of excellence and distinctiveness.
ESSEC's unique educational model is based on education by experiences, that foster the acquisition of cutting-edge knowledge with the development of know-how and life skills. At ESSEC, we aim to empower students and give them the keys to imagine, create, lead and have a positive impact in the business world of tomorrow that will be more complex and changing ever more rapidly.

ESSEC is a world-school. Our International campuses in **Asia-Pacific** and Africa are dual gateways that allow students to really immerse themselves into different cultures worldwide and develop genuine expertise about business in those regions. They allow our school to build deeper alliances with academic, private and public partners in those regions that are growing at an accelerated pace and will be leaders of economic growth in tomorrow's world. ESSEC has built a network of alliances with academic partners worldwide so that its students' learning journey is a true international one.

ESSEC is a school with French Roots that trains responsible leaders. Being a responsible leader means being able to see beyond business as usual. Responsible leaders are able to value **long-term benefits** over short-term profits: they are able to blend corporate performance with employees' well-being. To prepare its students for the world of tomorrow, ESSEC's pedagogy seeks to awaken and develop creative and critical thinking, together with the learning-by-doing method. Responsible leaders are those who can see the broader picture.

ESSEC is a **full ecosystem** at the crossroad of rigorous and relevant research, innovation, business and society. At ESSEC we believe in bringing research and companies into the classroom, we also believe that learning doesn't end with a degree: learning at ESSEC means becoming a **life-long learner** and joining a close-knit **community of alumni** with over **71,000 members** all across the globe.



#9 European Business School (2023) #10 Master in Management (2024) #4 Master in Finance (2024) #9 Executive Education Programs (2024)

# Key figures



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campuses in Cergy, Paris-La Défense, Singapore and Rabat augmented digital campus

222

partner universities in 49 countries



double degree programs (24 international, 6 national)

170

permanent faculty of 36 nationalities including 24 Emeriti professors

24

learning and research chairs

+1000

partner companies



students in full-time undergraduate and graduate programs

38.32% - +100

international students

nationalities represented

82 PhD

students

+100

student organizations



managers in executive education





Our world today is undergoing unprecedented changes. The digital revolution, massive data and globalization are real revolutions that raise huge challenges and expectations for society.

Businesses are looking for high-level scientific professionals who are true "integrator-innovators", able to pool wide fields of expertise, generate new solutions, initiate and bring about change with a strong sense of ethics, responsibility and civic engagement, particularly in the face of social and environmental concerns.

# Today, CentraleSupélec has all the assets to meet the needs of 21st century companies and businesses:

- By training multidisciplinary engineers-entrepreneurs and experts in complex systems.
- By developing innovative responses to major technological, economic, social and environmental challenges through research.
- By enabling working professionals to acquire the skills they need to adapt to change and make their companies more competitive.

It develops its academic excellence and research through robust and fruitful cooperation with major national organizations such as CNRS, CEA, INRIA, INSERM and ONERA.

# RANKED AMONG THE BEST UNIVERSITIES IN THE WORLD:

 $6^{\text{TH}}$  worldwide for employer reputation.

 $9^{\text{TH}}$  in the world for institutions under 50 years of age.

13TH worldwide at ARWU.

1ST worldwide on Mathematics at ARWU.

CentraleSupélec has a network of 55,000 active graduates in all sectors around the world.

CentraleSupélec is a founding member of the Paris-Saclay University, the T.I.M.E. network, the Alliance 4Tech, a strategic partner of ESSEC Business School and president of the École Centrale Group.

# WITH ITS INTERNATIONAL COVERAGE ACROSS 4 CAMPUSES (PARIS-SACLAY, CASABLANCA, HYDERABAD AND BEIJING). CENTRALESUPÉLEC ACCOUNTS FOR:

- 4,500 students and 420 professors and researchers interacting with its international network
- 600 doctoral students in 18 laboratories and research teams
- 3 schools abroad (China, India, and Morocco) and 5 associated international laboratories (Brazil, Canada, Singapore, United States, and China)
- 180 foreign partner universities
- 150 partner companies
- 176 foreign partner universities.
- 140 partner companies.

# A MAJOR INSTITUTION OF INTERNATIONAL STANDARD

Ranked among the 200 best universities in the world by QS, CentraleSupélec has a network of 180 partner universities in 50 countries, 80 double-degree agreements, 30% foreign students, 24% foreign professors, and a network of 55,000 men and women working on all continents

Like the best higher education institutions, CentraleSupélec is continuously developing its presence in the major countries of the future:

In 2005, École Centrale Paris, with the École Centrale Group over which it presides, became the first major French engineering school to export its educational model abroad with the creation of École Centrale Beijing in China.

In 2015, École Centrale Casablanca was launched in Morocco

The school also implements an active policy of partnerships with academic and research institutions worldwide, with 5 associated international laboratories (China, United States, Singapore, Brazil, and Canada).

CentraleSupélec is also a key founding member of the Paris-Saclay University (13<sup>th</sup> in the Shanghai Ranking 2024), the TIME (Top Industrial Managers for Europe network, and the CESAER association of European engineering schools

CentraleSupélec is continuously building a worldwide group of interconnected schools and laboratories.

Welcome to CentraleSupélec!

# DUAL COMPETENCIES

# FOR FOUNDER'S TRAINING AND DEVELOPMENT TO EXECUTION

Our world is evolving and facing numerous challenges.

- What will be the energy sources of tomorrow?
- How can we preserve the environment?
- What is sustainable exploitation of the planet's resources?
- How can we ensure the efficient movement of people, goods, processes, and ideas?

To tackle these challenges, our societies need individuals capable of understanding issues from technical, economic, human, political, and societal perspectives.

We know that a technical solution is only viable if there is an economic model to support it. Likewise, no economic model is acceptable unless it is sustainable for the planet.

A transdisciplinary approach is now essential.

These challenges will only be met by individuals with the drive to change the world, the will to innovate.

Thinking beyond the norm, seeking and deploying new solutions, and creating new models are the engines of progress that are eagerly awaited.



Jean-François Gallouin
Co-Academic Director,
Master in Artificial Intelligence,
University of Orsay
Professor of Entrepreneurship and
Innovation at CentraleSupélec
Member of the Advisory Board of
several start-ups
Ex-Director of Paris&Co



Anne-Sophie de Gabriac
Co-Academic Director,
Doctor in Business Administration,
University Paris Dauphine - PSL
Professor of Entrepreneurship
Practice, ESSEC Business School
Member of the Advisory Board
of several start-ups

Key facts

2 partners schools

 $2_{\text{sites}}$ 

- **ESSEC** (Cergy)
- **CentraleSupélec** (Gif-sur-Yvette)

Startup created

Learn and Apply: alternate between 60 days of courses and work on your startup

Taught in English

incubators

16

1 international Study Trip 1 Professional Dissertation

# TRAIN AND LAUNCH

The MSc CentraleSupélec-ESSEC Entrepreneurs encompasses all the fundamental disciplines of management, in particular, focusing the creation and ideation phase of an enterprise.

# THE POWER OF SCHOOLS SPECIALISED IN ENTREPRENEURSHIP

- L'ESSEC Business School is recognized as the premier institution for entrepreneurs. Entrepreneurial spirit is one of its core values, and fostering a passion for entrepreneurship and innovation has led ESSEC to undertake pioneering initiatives in this field.
- CentraleSupélec, renowned worldwide for the quality of its engineering education, has consistently produced great entrepreneurs such as Blériot, Eiffel, Latécoère, Leclanché, Michelin, Peugeot, Schlumberger, and more recently, Bouygues. In the realm of new technologies, notable alumni include Chappaz (Kelkoo) and Liautaud (BusinessObjects), to name just a few.



# A UNIQUE RHYTHM: 60% TIME DEDICATED TO PROJECT CREATION

SEPTEMBER OCTOBER - JUNE

Courses: Full time Courses:
2 days per week
Startup
Incubation:
3 days per week

Professional Thesis
Startup
Incubation:
Full time

JULY - DECEMBER

# A ROBUST PROGRAM TO ACCELERATE YOUR DREAM ENTREPRENEURIAL PROJECT

# CORE TRACK With students of other MS and MSc

### LAST WEEK OF AUGUST TO SEPTEMBER

- Team Building & Leadership Seminar
- · Climate Day Seminarw
- Social and Sustainable Innovation Seminar
- · Diversity Fresco Workshop
- Introduction to Negotiation Seminar
- Financial Accounting
- Cost Analysis
- Principles of Management
- SPOC: Entrepreneurship
- SPOC: Artificial Intelligence (AI)

# PHASE 1: STARTUP PROJECT OPPORTUNITY EVALUATION Students propose or join a Startup project

### **OCTOBER TO DECEMBER**

- Marketing
- · Creativity Seminar
- Innovation Marketing
- · Business Modelling

- Design Thinking Seminar
- Digital Prototyping for Startups
- Strategy
- Overview of Artificial Intelligence (AI)
  Use Cases for Business

# JANUARY: PROJECT OPPORTUNITY DEFENSE IN FRONT OF A JURY

# PHASE 2: ENTREPRENEURSHIP SOFT & HARD SKILLS

### **JANUARY TO JUNE**

- Financial Business Plan
- Legal Toolbox
- Pitch Practise Oral Communication
- Go-to-market
- · Digital Marketing

- Overview of Tech Innovations
- Financial Engineering
- Fundraising
- Entrepreneurial Leadership

# **CHOOSE A TRACK FOR IN-DEPTH STUDY (COMPULSORY)**

- STARTUP LAUNCHPAD: TRACK IN ENGLISH
- For team projects selected in Phase 1: students will get access to the student incubator and co-working space
- **Courses:** Entrepreneurship and Personal Equilibrium, Financial Aid and Support Scheme, Cost Management in Startups, Human Resources in Startups.
- Learning Expedition: International Study Trip

- ENTREPRENEURSHIP: TRACK IN FRENCH AND/OR ENGLISH
- Internship: obligatory 6-month internship as right-hand of CEO in Startup or ESSEC Momentum Deeptech Studio Project or CentraleSupélec Research Lab Project
- **Courses:** Digital Week Competition, Entrepreneurship, Corporate Entrepreneurship, Advanced Steps in Entrepreneurship.
- 1 Elective (choose one elective among the following): Growth Drivers, Impact Assessment of Social Innovations, Strategies for Impact Business, Cleantech Entrepreneurship & Innovation, Intrapreneurship & Management Models
- **Learning Expedition:** in Parisian Entrepreneurial Ecosystem with advanced steps in Entrepreneurship

### PHASE 3: JULY TO DECEMBER FOR PROFESSIONAL DISSERTATION



# CREATING YOUR STARTUP

Students work in teams on their own Startup incubation project or collaborate as a right-hand CEO to develop an existing Startup or a project for Momentum (ESSEC Deep tech studio) or a project for one of Centrale Supelec research labs, alternating with their coursework throughout the year. This approach meets a concrete need, combining strategic thinking and operational implementation.

The alternating training schedule allows immersion in the entrepreneurial ecosystem, providing hands-on experience with the challenges a young startup faces during its development.

# Frédéric,

graduated in 2014 and CEO and Business Developer, LPS-BIOSCIENCES

# PROFESSIONAL DISSERTATION

As an apex of the program, the professional thesis must be presented for defence before a jury. Here are a few examples of professional theses:

- The Cultural Schism between Public Research and Business Creation in the ICT sector.
- Value Creation by Private Equity Funds in Growth Capital or Buyout Investments during the Governance Period of Companies.
- How can new companies emerge in France today in a vast and mature Agro-Food market?
- How can large companies integrate a portion of Social Entrepreneurship into their strategy? The case of Grameen Danone Foods Ltd.
- The concept of CSR applied in SMEs.
- Will new modes of collaboration between large corporations and Startups foster more efficient relationships leading to the implementation of real synergies?
- Analysing and Enhancing the Performance of a UCITS: The Case of the Infrastructure PPP Africa Fund.

# A FEW MORE...

- Can Entrepreneurship save our Healthcare System?
- Is there a market for Strategy Consulting for Startups?
- Why is Innovation in Urban «Last Mile» Logistics a key factor in supporting the growth of e-commerce and the rise of Omnichannel Retail in France?
- First Fundraising: Should the Entrepreneur accept a loss of control in favour of raising more capital?

# ACCELERATE YOUR PROJECT WITH THE COMBINED STRENGTH OF FRANCE'S TOP 3 INCUBATORS

Station F ESSEC Alumni Incubator

ESSEC VENTURES

ESSEC ANTROPIA 21<sup>ST</sup> BY CENTRALE SUPÉLEC

### STATION F ESSEC Alumni Incubator

This incubator, launched in 2023 by ESSEC and ESSEC Alumni, is aimed at startups ambitious projects with a strong impact founded by ESSEC graduates within the world's largest startup campus: Station F. The incubator offers tailored support to address various challenges faced by startups, including go-to-market strategies and fundraising. Startups benefit from daily guidance by a startup manager, access to a network of experts-in-residence, and dedicated mentoring. This holistic approach aims not only to develop projects but also to support the entrepreneurs behind them.

### **ESSEC VENTURES**

The ESSEC Ventures incubator, created in **2000**, is a complete support system for founding a start-up. Entrepreneurs receive individual follow-up, benefit from a dedicated co-working space at the Paris-Cergy Campus. A strong focus on peer learning along with regular events with renowned speakers: VCs, entrepreneurs, etc. provides an immense networking opportunity with free consulting time and discounted benefits. A network of experts (lawyers, accountants, innovation financing consultants, etc.), spending office hours with experienced entrepreneurs, CFOs, CTOs, Business Angels and VCs in residence, thanks to the support of the ESSEC Alumni network, provides holistic coaching.

- **200** student start-up projects currently being supported
- **2,000** entrepreneurs active in the ESSEC Alumni network
- **■€4** billion of capital raised in one year

### **ESSEC ANTROPIA**

ESSEC Antropia is a program that supports ESSEC students with social enterprise projects, ensuring that social, environmental, and economic goals align to serve a better world.

- 400 projects accompanied since 2008
- 75% of the accompanied projects are active today
- **4,000** jobs created by active Startups

### 21<sup>ST</sup> BY CENTRALE-SUPÉLEC

21st by CentraleSupélec is an accelerator that supports students, researchers, or entrepreneurs in the development of breakthrough innovations and digital Startups

- 10 + projects are incubated continuously
- **■€280** million of cumulative turnover
- **■€186** million of funds raised
- **750 +** jobs and **100 +** offers of internships created
- ■88% survival rate
- **64%** of startups benefit from tax credits on research and development





# EXCELLENCE, EXPERTISE, AND EXPERIENCE

**The professors:** complementary skills in entrepreneurship, management, and innovation, our high level of teaching is based on the excellence and richness of the training of the professors from ESSEC Business School and CentraleSupélec, the value of their research, their professional experience, and their international scope.

The professional speakers: additionally, students benefit from the participation and involvement of professionals renowned for their entrepreneurial experience: Allociné, Deezer, CompinnoV, Be@ work, OpenMind Dirigeant, Paris&Co., INPI, ASTREA, Luminances, Incwo, Le Ker, Melcion, Chassagne & Cie, Winamax, and others.

# HIGH STANDARDS, DYNAMISM, AND INTERACTION

Sharing experiences in a context of diverse backgrounds (age, education, professional experience), group work, real case studies, problem-solving, practical exercises, collective projects, e-learning, and numerous events throughout the year.

# INTERNATIONAL STUDY TRIP

Our week-long international study trip, offered only in Launchpad Track, offers students the opportunity to meet with entrepreneurs and apply the program's theoretical concepts to real-world, prominent business situations. Recently, students traveled to San Francisco, where they were hosted by leading organizations such as the Entrepreneurs Club, Golden Gate VC, IMO Labs, NUS Incubator, OutdoorInAsia, Parakito, Bpifrance, PayPal, Orange Lab, Go Factory, Prescient Healthcare Group, French Tech Hub, SpringIncubator, Street-deal, and Business France. Students in the Entrepreneurship Track will carry learning expedition in Parisian Startup and Entrepreneurial Ecosystem.

# WORKSHOPS ON CREATION OF STARTUPS AND BUSINESS MODELLING

Guided throughout the year in our business creation workshops, students develop a comprehensive business plan. This plan encapsulates every aspect of their project and serves as an integrative tool for all the knowledge they have acquired.

# **ICONIC EVENTS**















# **DIGITAL WEEK COMPETITION (Only for Entrepreneurship Track)**

The DWC, only open in the Entrepreneurship Track, is an inter-master competition. Students act like 'Junior Consultants' in teams and provide innovative solutions to real time problems faced by companies.

### **IMPACT DAY**

'Create, Challenge, Change' Entrepreneurs' Day at ESSEC.

### **ENTREP DAY**

Annual gathering event of MSc CentraleSupélec-ESSEC Entrepreneurs

### SOCIAL ENTREPRENEURSHIP COMPETITION

It rewards top projects with professional coaching and prizes up to €25,000.

### **IMPACT NIGHT**

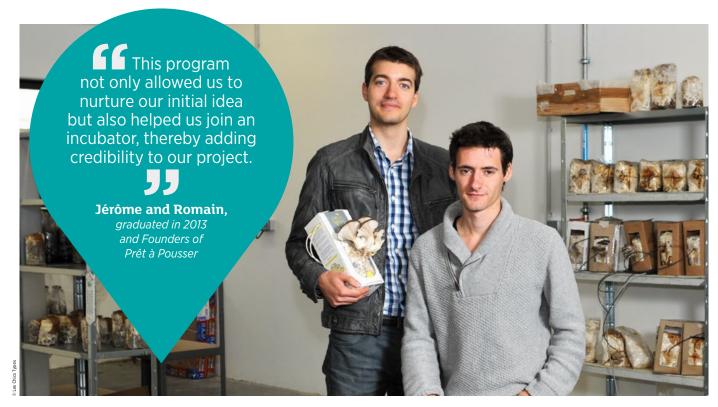
It brings together the entrepreneurial community of ESSEC, its partners, and all entrepreneurs eager to share innovation, expertise, and know-how in a 100% networking-focused environment.

### **MASTERCLASS**

Conference and Networking opportunity for Entrepreneurs, event supported by Paris Incubator.

### **DEMO DAY**

10 Startups selected by ESSEC Incubators for pitching in front of Investors.





# YOUR CAREER BOOSTER

# The MS program leads to a broad range of entrepreneurial opportunities:

Business founder, Right-hand to a Small and Medium Scale Enterprise (SME), Profit Centre Manager or Business Unit Manager, Subsidiary Manager, Business Developer in an incubator, Research Commercialization Unit, Economic and Industrial Development Support Structure Analyst, Investor in a Project or Business Financing Structure, Project Manager, Analyst in a Mergers and Acquisitions Firm, Lawyer specialised in Fundraising.



Graduates become entrepreneurial employees in companies, financial institutions, or business creation support organizations.



# Inspiring Success Stories from the Program

- EALICO (simplifying regulatory procedures for business)
- Coach for Eyes (visual aid solutions)
- Compagnie des Sens (organic essential oils)
- Percko (support for your back)
- NovelClass (tutoring and mentoring the new generation learners)
- FinX (electric finpropelled boat motor)
- Les Deux Gourmands (local products from Ile-de-France)
- FOB (pocket watches)
- Localers (Explore France Like a Local)
- Talentoday.com (web tool for career guidance)
- Javelo (annual performance review software for digitisation of HR)
- Greenly (mobile application for individuals and businesses to calculate their carbon footprint)
- MyBrazil Factory (cold-pressed fresh fruit and vegetable juices)
- PANAMAKO (100% natural Franco-African beverages)
- WeBotit (turnkey solution for conversational e-commerce via multi-platform chatbots)
- WESUR (simulator of coverage of insurance)



# FUNCTIONS AND SECTORS

36% Marketing/Sales

19% Rest

Top Management

Consulting

Research & Development

Supporting **Functions** 

# THEY TRUSTED OUR GRADUATES WITH **ENTREPRENEURSHIP ROLES**

- ADOPALE
- AGC GLASS EUROPE
- AGORANOV
- AGORIZE
- AMAZON
- APPLIDGET
- ATOS
- BEIJAFLORE
- BOUYGUES
- CAPGEMINI

- CHAPOUTIER
- CRÉDIT DOMUS
- CYLAD CONSULTING
- DELOITTE
- DOCTOLIB
- EDF STORE &
- **FORECAST**
- ESPACE LOGGIA ESSEC VENTURES
- EY

- ICADE
- IMDS GROUP
- JCDECAUX
- LEROY MERLIN
- MAKINGPROD
- MAZARS
- MULTIPOSTING
- SUBVENTIUM
- SYNERGETHIC
- 3T CAPITAL

The strength of the program also lies in all the other entrepreneurs you meet during this invaluable year; with whom you share your first small victories.

> Théophane, graduated in 2014 and Founder of Compagnie des Sens

37%	REST	
18%	BANKING/FINANCE/ INSURANCE	
18%	TELECOM/ICT	
9%	CONSULTING	
9%	ENERGY/ ENVIRONMENT	
9%	INDUSTRY	
9%	INDUSTRY	



# CAREER SERVICES

Beyond the rich entrepreneurial ecosystems of both schools, Career Services supports you throughout your journey.

# **Career Guidance and Support:**

Career Services helps you refine your entrepreneurial career plan, enabling you to confidently embark on your business creation project.

# **Professional Networking and Events:**

Career Services organizes numerous events and connects you with its extensive network. These include company presentations, career conferences, recruitment sessions, workshops, masterclasses, and international weeks.

### **Recruitment Forums:**

- **Start-up & Innovative Companies Forum:** This specialized forum brings together Startups for a day of pitching and speed recruiting.
- **Talent Days Forum:** This recruitment forum gathers around a hundred companies from various sectors.

# 71.000 ALUMNI OF ESSEC BUSINESS SCHOOL

With over 70 branches across 5 continents, ESSEC Alumni is one of the largest alumni associations in France. It supports graduates in their careers and unites them around common interests. Additionally, ESSEC Alumni runs numerous clubs, including the Private Equity Club, the Social Entrepreneurship Club, the Business & Technologies Club, etc.

# 55,000 ALUMNI OF CENTRALESUPÉLEC

Particularly dynamic, the CentraleSupélec Alumni Association encourages all initiatives from its members and organizes numerous events across various sectors such as healthcare, consulting, and more.





# WHO CAN APPLY

The MSc in CentraleSupélec-ESSEC Entrepreneurs is a selective program designed for high-potential graduates or final year students of a 4-year Bachelor's degree (minimum level) or a Master's degree from a top university/school. Future students should showcase a relentless dedication to entrepreneurship, possess an entrepreneurial spirit, and be prepared to turn their dream projects into reality.

- **36%** engineers and scientists
- **56%** economics and management
- 8% humanities, law or political science
- 28 years is the average age
- **80%** are continuing their studies after their Bachelor's or Master's degrees
- 20% are experienced professionals

# The selection process

- Selection is made on an exceptional academic record as well as a strong motivation.
- There are several rounds of admissions per year.

# FOR ALL APPLICANTS:

- Online application file.
- English test score (Minimum score): TOEFL (90), IELTS (6.5), Cambridge (175) or TOEIC (850).

The English test is not required if the applicant has spent at least 3 years in a 100% English higher education program.



entrale Supélec UNIVERSITE PARIS-SACLAY

# NOTES









### **ESSEC Business School**

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# **ESSEC Executive Education**

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www.executive-education.essec.edu

# **ESSEC Asia-Pacific**

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ESSEC | CPE Registration number 200511927D
Period of registration: 30 June 2023 - 29 June 2029
Committee of Private Education (CPE) is part of SkillsFuture Singapore (SSG)

# **ESSEC Africa**

Plage des Nations - Golf City

Route de Kénitra - Sidi Bouknadel (Rabat-Salé)

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