MOSCOW SCHOOL OF MANAGEMENT SKOLKOVO

Est. in 2006

One of the leading private business schools in Russia
MISSION

To inspire for transformation of the region and the world

To empower and support leaders on their path to success

Principles

- Openness to the world
- Entrepreneurial Leadership
- Continuous Development
- Partnership as a Form of Cooperation
SKOLKOVO BUSINESS SCHOOL TODAY

2200 alumni, incl. 900 graduates of Degree programmes

18350 attendees of corporate programmes

150 client companies

9 institutes and research centres

20 formats of educational programmes

150 published research reports in different sectors

150+ professors of international level

25 business cases on Russia

$1 mln+ educational grant fund

No1 Brand among Russian business schools

2018 EFMD Excellence in Practice Gold Award
FOR LEADERS, BY LEADERS

SKOLKOVO Business School, our students and alumni, professors and staff, the entire community extend their deep gratitude to all those who supported our School:

**10 Russian and international companies**

- Alexander Abramov
- Roman Abramovich
- Ruben Vardanyan
- Valentin Zavadnikov
- Leonid Melamed
- Leonid Mikhelson
- Konstantin Nikolaev
- Roman Popov
- Sergey Popov
- Andrey Rappoport

**10 individual philanthropists**

- Credit Suisse
- SUN Group and personally Shiv Vikram Khemka
- Russian Standard Bank and personally Rustam Tariko
- Vnesheconombank
- ITERA International Group of Companies
- Severstal and personally Alexey Mordashov
- Sberbank and personally Herman Gref
- GUM and personally Mikhail Kusniro维奇
- TNK-BP and personally Robert Warren Dudley
- Troika Dialog and personally Gor Nakhapetyan
## GOVERNING AND ADVISORY BODIES

### International Advisory Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dmitry Medvedev</td>
<td>CHAIRMAN</td>
<td>Prime Minister of the Russian Federation</td>
</tr>
<tr>
<td>Steven DeKrey</td>
<td>CHAIRMAN</td>
<td>Associate Dean at HKUST Business School</td>
</tr>
</tbody>
</table>

### International Academic Council

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alexander Voloshin</td>
<td>CHAIRMAN</td>
<td>President of the Moscow School of Management SKOLKOVO</td>
</tr>
</tbody>
</table>

### Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Marat Atnashev</td>
<td>CHAIRMAN</td>
<td>Dean of the Moscow School of Management SKOLKOVO</td>
</tr>
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</table>

### Management

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
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<tbody>
<tr>
<td>Andrei Sharonov</td>
<td></td>
<td>President of the Moscow School of Management SKOLKOVO</td>
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<table>
<thead>
<tr>
<th>Education</th>
<th>Expertise</th>
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<tr>
<td><strong>DEGREE PROGRAMMES</strong></td>
<td>• Institute for Emerging Market Studies</td>
</tr>
<tr>
<td>• HKUST-SKOLKOVO EMBA for Eurasia</td>
<td>• Wealth Transformation Centre</td>
</tr>
<tr>
<td>• Executive MBA</td>
<td>• Healthcare Development Centre</td>
</tr>
<tr>
<td>• SKOLKOVO MBA</td>
<td>• Financial Innovations and Cashless Economy Centre</td>
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<tr>
<td><strong>SME PROGRAMMES</strong></td>
<td>• Consumer Market Development Center</td>
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<tr>
<td>• Startup Academy</td>
<td><strong>SKOLKOVO FAMILY</strong></td>
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<tr>
<td>• Practicum</td>
<td>• Institute for Emerging Market Studies</td>
</tr>
<tr>
<td>• Practicum Global Shift</td>
<td>• Executive Coaching, Career and Development Centre</td>
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<tr>
<td><strong>COLLABORATIVE PROGRAMMES</strong></td>
<td>• Energy Centre</td>
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<tr>
<td>• ESMT Fellowship Programme</td>
<td>• Education Development Centre</td>
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<tr>
<td>• LIFT by IMD &amp; SKOLKOVO</td>
<td>• Centre for Digital Transformation</td>
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<tr>
<td><strong>OPEN ENROLLEMENT</strong></td>
<td><strong>EXECUTIVE EDUCATION</strong></td>
</tr>
<tr>
<td>• Skills development programmes</td>
<td>• Master in Public Strategy</td>
</tr>
<tr>
<td>• Executive-coaching</td>
<td>• The next step for schools</td>
</tr>
<tr>
<td>• Chief Digital Transformation Officer (CDTO)</td>
<td>• Rectors’ School</td>
</tr>
<tr>
<td>• Clinic management system</td>
<td>• Programmes for cities and regions</td>
</tr>
<tr>
<td>• Best in class marketing in healthcare</td>
<td><strong>PUBLIC SECTOR PROGRAMMES</strong></td>
</tr>
<tr>
<td><strong>EVERYTHING YOU NEED</strong></td>
<td>• Master in Public Strategy</td>
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<tr>
<td><strong>TO SOLVE PRESSING BUSINESS</strong></td>
<td>• The next step for schools</td>
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<tr>
<td><strong>PROBLEMS AND</strong></td>
<td>• Rectors’ School</td>
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<td><strong>TO ACHIEVE PERSONAL GROWTH</strong></td>
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CUSTOM PROGRAMMES

Unique education programmes to solve business problems
We change people. And we help companies to change

Formats

<table>
<thead>
<tr>
<th>Strategic planning programmes</th>
<th>Employee competency development programmes</th>
<th>Project-oriented business development programmes</th>
<th>Consortium programmes for industry growth</th>
</tr>
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</table>

The basis of the method

Unique environment
Learning through practice
Active involvement of senior executives in the programme

Result

Teams: the creation of a team of leaders capable of managing their company’s strategically important activities
Projects: development and testing of new business development projects in collaboration with globally recognized business experts
Evaluation: professional evaluation of programme participants to develop plans for their further growth in the company
WE HAVE BEEN DEVELOPING CUSTOM PROGRAMMES SINCE 2006

18,350 attendees of custom programmes

>150 companies that have developed their management team

10 Companies from the Fortune list

>300 programmes implemented

70% projects developed during custom programmes then implemented in companies

>50% programmes participants get promotion
OPEN ENROLLEMENT

Leadership development programmes

Leaders as teachers
LIFT
Executive-coaching
Trusted brand
Personal strategy: an investment in your future

Business development programmes

Grow your leadership potential
HR as a business partner
Managing transformational projects
Operating performance
Active negotiations: goals, obligations, and relationships

Healthcare programmes

Clinic management system
Best in class marketing in healthcare

More than 20 unique cases in the most convenient format, more than participants for 2 years
DEGREE PROGRAMMES

Professors from the world’s leading business schools
Practice-oriented, systematic understanding of business
Integration in the SKOLKOVO graduates’ community

SKOLKOVO Executive MBA

Business education for senior executives and business owners
The programme focuses on aligning management knowledge and strategic business management

18 months
International modules in the USA and China

SKOLKOVO MBA

Education for ambitious managers and entrepreneurs ready to change and reach new heights

18 months
International modules in the USA and China
Consulting module with McKinsey
Leadership course and module in Kamchatka

HKUST-SKOLKOVO EMBA for Eurasia

Global double degree programme in collaboration with HKUST Business School. Focus on Eurasian markets, innovation, and leadership

Double degree (HKUST and SKOLKOVO Business Schools)
16 months
7 focus countries (Russia, China, India, USA, Switzerland, Kazakhstan, Israel)
SME PROGRAMMES

Short-term education programmes
Proprietary training methodology
Solving specific business problems
Environment of like-minded peers and integration in the SKOLKOVO community

SKOLKOVO

Practicum
Programme for entrepreneurs designed around business development and personal strategies in an environment of your peers

5 months
Intermodule work in teams and with instructors
Working on your own business model and development strategy

Practicum Global Shift
Innovative programme for entrepreneurs in need of a new international market development strategy

5 months
Module system, international module
Developing a pilot project to enter global markets

SKOLKOVO

Startup Academy
Education for startup entrepreneurs at the early sales stage or engaged in scaling

5 months
Individual work with a mentor
Investor Day: perfect your pitch for investors and venture funds
The Institute for Public Strategies provides manpower training and develops education programmes for all kinds of public organisations in the field of education; state, regional, municipal administration; science, etc.

**Master in Public Strategy**

Education for the country’s new leaders of change

- Tools for state development analysis and programming
- Transformation project development in social and state sectors
- 10 modules, 6 locations

**Rectors’ School**

Education to help universities to grow

- Learn from leading expert practitioners in the field of education and business, analyse real cases
- Psychophysiological training for executives. Personal development track
- Meaningful networking with the SKOLKOVO Business School community
- 6 modules, 6–8 months

**The next step for schools**

Education for school owners and school education strategists

- Executive/strategist training and formation of school management teams
- Transformation project development for school education
- 4 modules + demo day, 5 months
Programmes for cities and regions

Development and conducting education programmes and strategic sessions for management teams to implement regional and municipal development strategies

Public administration research and consulting

Monotowns face a long road to transformation

Joint education programme with the Monotowns Development Fund

172 management teams
49 regions of Russia
868 trainees
291 participants, including mayors, heads of administrations, and municipal officials
152 representatives of regional authorities and development institutions
More than 300 presentations from experts, teachers, and representatives of public agencies

Management team training to implement changes in the social sector

Joint education programme with the Agency for Strategic Initiatives

Training of management teams facilitating social changes in Russian regions
Project development and implementation of institutional changes in the social sector
Arrangement of a communication platform to unify regional, federal, and municipal authorities, state and private service providers, and non-governmental organisations
Implementation of the world’s and Russia’s best change practices in the social sector
SKOLKOVO FAMILY

Business school for all generations.
Education for young entrepreneurs and new training formats for everyone who wants to expand their vision of the world.

Humanities for the business world
Lectures, seminars, and workshops with leading experts in the humanities

Lectures
Humanities courses
Club programme
Optional culture course
Communication practice
Special events

Junior Career Navigator
Programme focused on the professional identity of the younger generation (ages 14–17)
Business games and exercises
Excursions
Experts
Reflections
Career consulting
Guidance test

Startup Academy Junior
Entrepreneurship programme for high school students

Interactive workshops
Tests
Business games
Teamwork
ACADEMIC PLATFORM

**Professors and experts**

150 professors from the world’s leading business schools, including 39 SKOLKOVO professors

Education programmes and research projects involving more than 1,300 experts

**Institutes and research centres**

Functional and industry expertise centres

Applied research and consulting projects

Development of new education programmes

Formation of the business school’s intellectual agenda

**Education technologies**

Modern education services for interactions between teachers and students

Online course and computer simulator development

**Research activities**

Solving the urgent business challenges that entrepreneurs and executives face in Russia and around the world

Research on the Russian business world

Preparation of educational materials and business cases

Intellectual centre of SKOLKOVO Business School dedicated to forming the educational and research agenda
We create joint education programmes and lead research projects to facilitate a better understanding between Russia and the world.

We develop partnerships with international business schools, universities, associations, and communities because we understand that the best business school can only be built in collaboration with leading specialists.
**ALUMNI COMMUNITY**

**2200**

alumni, incl. 900 graduates of Degree programmes

**Mission:**
We increase the radius of trust
We change to the better our country and the world
Developing ourselves and our business
Together we create the future

**Purpose:**
To open each other new opportunities in business and communication

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top-managers</td>
<td>31%</td>
</tr>
<tr>
<td>Middle and big business</td>
<td>23%</td>
</tr>
<tr>
<td>Senior management</td>
<td>16%</td>
</tr>
<tr>
<td>Professional</td>
<td>9%</td>
</tr>
<tr>
<td>Small business</td>
<td>10%</td>
</tr>
<tr>
<td>Other</td>
<td>11%</td>
</tr>
</tbody>
</table>

Male: 77%   Female: 23%

**Gender Distribution:**

23%

Degree programmes

23%

Male

77%

Female

92%
SCHOOL FOR ALUMNI

- Alumni Only programmes
- Loyalty programme: special conditions for further education
- More than 30 clubs: business, sport, personal passions, lifestyle
- Convention is the year's main event
- SKOLKOVO Alumni Awards are presented for the most outstanding alumni achievements
SKOLKOVO CAMPUS – A DREAM COME TRUE

One-of-a-kind architectural work
One of the world’s most beautiful campuses

900 Trees in the park
550 Parking spaces
80 000 m² Total area of campus buildings

26 ha Total land area
300 m Distance to the Moscow Automobile Ring Road
21 km Distance to the Red Square
CAMPUS FACILITIES

16 classrooms and 49 rooms for project and group work

Library

Sports centre, swimming pool and spa

Cafes and restaurants

Congress Hall for open events – 660 seats

Park and recreational areas

2 hotels and 7 Cottages for professors and guests
STRATEGIC PARTNERS
of SKOLKOVO Business School
INTELLECTUAL PARTNERS
of SKOLKOVO Business School
Moscow School of Management
SKOLKOVO

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twitter@skolkovo