



BMI partner schools:



Programme quality



EVERY CEILING IS ANOTHER FLOOR

BMI International Executive MBA for managers who don't stop at the top



You may think you've reached the "ceiling",
but there's no limit at the top — you can always go higher!

Now is the time to see and seize new opportunities
by using the practical knowledge you gain in
the BMI International Executive MBA programme.

Don't stop at the top. Apply to BMI.
And find a new solid "floor" for personal and business growth.



As an experienced manager or rising professional, you may be qualified for top level **International Executive MBA** (EMBA) studies at the Baltic Management Institute. This brochure explains how you can reinvent yourself and continue ascending to the heights of international business success amid today's economic challenges.

Our message for you is simple: **Don't stop!** Go beyond your already significant achievements and overcome current limits by training at BMI under renowned professors from Europe's leading business schools and alongside many other talented managers.

For a decade, together with our top-ranked partner schools, we've been helping business leaders rise to ever higher levels of personal and corporate growth. The BMI EMBA offers strategic insight into the business world, advanced management know-how, leadership skills, networking and innovation. Designed for busy managers with high potential, it is delivered in Vilnius in English over 18 months.

The ongoing success of our more than 400 distinguished alumni — many of whom were already prominent when they enrolled at BMI — proves you should never stop at what seems to be the top, since today's ceiling can always become a new floor, a base for even more impressive achievements tomorrow.

Jaunius Pusvaškis,
Director General



The BMI Executive MBA Programme is academically endorsed by CEMS, an alliance of 54 multinational companies and 28 leading business schools (one per country of membership) dedicated to nurturing global excellence in management education.

Cooperation in teaching and research is a core objective of the CEMS alliance, meaning BMI has access to outstanding professors from top schools in many countries. The BMI consortium schools HEC, CBS, LSM and NHH are full academic members of CEMS.



Dear Prospective Student,

As a former president of the Louvain School of Management and a lecturer at BMI from the beginning, I have always been impressed by the international calibre of both the faculty and the students in this remarkable Executive MBA programme.

The curriculum provides a comprehensive general business education, focused on the specific skill and knowledge needs of high-level managers. It combines advanced courses with small-group projects to apply the know-how from each stage to a real business case. Part of the 18-month programme is delivered during a study trip to China.

BMI offers the only degree programme in the Baltic countries accredited by the European Foundation for Management Development with the EPAS Programme Quality Label.

That seal of approval from the EFMD, Europe's most prestigious management education body, alongside the growing family of BMI alumni in corporate leadership roles, is the best guarantee of the value this investment can bring your company and your career.

Prof. Pierre Semal,
Academic Dean

PRESTIGIOUS ACADEMIC ACCREDITATION



BMI's Executive MBA was awarded EPAS accreditation by the EFMD in 2007, after a thorough review by international peers confirmed the programme's academic quality, international relevance and high standing in the business community.

EPAS accreditation also commits BMI to an ongoing process of innovations and enhancements in order to maintain the world-class character of its education and training for corporate executives.

BMI Academic Consortium — European Leaders in Business Education

BMI combines the knowledge, resources and experience of five European business schools. All are leaders in their own countries with academic links around the world. That gives our Executive MBA a maturity beyond its years as well as global relevance.

BMI consortium members include:



HEC School of Management (HEC Paris), France.
 France's premier business school. A *Grande École*, founded in 1881. Ranked by the Financial Times as Europe's No. 1 Business School, Europe's No. 1 Master of Management and No. 2 in the world for custom Executive Education Programmes. Research by HEC faculty is regularly published in the most prestigious management journals.



Copenhagen Business School (CBS), Denmark.
 Ranked Europe's No. 6 MBA by the Aspen Institute. Recognised for practical leadership training programmes and for an entrepreneurial approach to executive education. Host of the European Foundation for Management Development's groundbreaking 2008 Meeting of Deans and Directors General.



Louvain School of Management (LSM), Belgium.
 Founded in 1898 at the University of Louvain (UCL), which boasts more than 500 years of academic leadership in the heart of Europe. Belgium's representative to the Partnership in International Management (PIM) as well as to the CEMS global alliance.



Norwegian School of Economics & Business Administration (NHH), Norway.
 Norway's top business school, representative to PIM and CEMS. More than 100 international partner universities. Faculty achievements include the 2004 Nobel Prize for Economics as well as significant contributions to the development of modern risk theory and the Capital Asset Pricing Model.



Vytautas Magnus University (VMU), Lithuania.
 Closely linked with the history of Lithuanian independence and its development as a modern European nation, VMU stands out as a free, open and independent university whose mission of serving the nation involves developing extensive international ties.



"The Executive MBA of BMI is the top international EMBA in the region in terms of content, faculty, and relationship with the business community. The quality of interactions between participants, their diversity in terms of background and professional interest, the strength of the alumni network are key assets for individuals embarked on an ambitious management career or entrepreneurial project."

Jean-Paul Larçon,
 Senior Associate Dean for International Development,
 HEC School of Management, France.

Distinguished BMI Faculty

Lecturers with superior academic credentials and hands-on experience in international business are the most valued element of the BMI Executive MBA. Professors from BMI partner schools are complemented by a handful of highly select practitioners and consultants, international specialists in the development of leadership and other core management competencies.

For a detailed list and biographies of all BMI faculty members, see <http://www.bmi.lt/en/faculty/>. The following is a partial list.



José María ALVAREZ DE LARA

ESADE (Barcelona) Director of Executive Education Program on Management Control. Former CEO of Masson-Vivendi, Executive at Corn Products Corp., and Engineer at Monsanto. Author of articles on the plastics and chemical industries, intellectual value creation and culture industries.



Hugh-Joel BESSIS

HEC (Paris) Professor of Corporate Finance and Financial Markets. More than 20 years' professional experience, including work as Head of Risk Analytics at CDC IXIS Investment Bank in Paris, Director of Research at Fitch Ratings and as a consultant to Banque Paribas. Author of numerous books and articles.



Rolf Jens BRUNSTAD, BMI Academic Council Chairman and Board member

NHH (Bergen) Professor of Economics since 1986, Chairman of International Affairs Committee. Training Director at NORLET (Nordic-Russian Leadership Executive Training). Board member of the Norwegian Association of Economists.



Moncef CHEIKH-ROUHOU

HEC (Paris) Professor of Managerial Economics and International Finance. Founder of the Maghreb Merchant Bank, and of the Institute of Development Finance (IFID), which provides top-level training and research in banking and insurance in countries of the Southern Mediterranean.



Eric CORNUEL

HEC (Paris) Affiliate professor of Strategy and Change Management. EFMD Director General, Brussels. Has created and managed own companies, consulted international corporations, including Renault. Is a board member, among others, of the Global Foundation for Management Education (GFME), the European Institute of Advanced Studies in Management and the European Business Journal EPB.



Carlo GALLUCCI

ESADE (Barcelona) Professor of Operational and Strategic Marketing. Executive Director of University Programs Unit. Visiting Professor at several universities in America and Europe. Numerous research projects, articles and conferences in a variety of countries.



Lars OHNEMUS

CBS (Copenhagen), Associate Professor of Strategy, Department of International Economics and Management. Held top managerial positions at Philip Morris and other international corporations, currently Managing Director of Baltic Property Trust Partner Services. Has taught in numerous executive education programmes around Europe.



Antoine HYAFIL

HEC (Paris) Professor of Finance and former Dean. Taught at MIT Sloan School and INSEAD. Executive trainer for Philip Morris, TotalFinaElf, American National Can, Amora-Maille and other clients. Held executive and research positions at First National Bank of Chicago and Merrill Lynch.



Keld JENSEN

MarketWatch Management A/S (Copenhagen), Partner and CEO. Internationally recognised negotiations trainer, consultant and author, whose clients have included AstraZeneca, Ernst & Young, KPMG, Rolls-Royce, SAAB, Volvo, BP Amoco, IKEA, Ericsson, Phillips, Siemens, Statoil and others.



Jean-Paul LARÇON, BMI Board Vice Chairman, Academic Council member

HEC (Paris), Senior Associate Dean for International Development, Professor of Strategic Management; Developer of HEC academic projects in Central Europe, Central Asia, Russia and China. Consultant to numerous companies, governments and agencies.



Stephen NEALE

bcs international ltd (London) Founder and Managing Director. Management consulting and training in leadership development, teambuilding, emotional intelligence, career development and personnel management. Co-author of English-language edition of the book *Communicative Competence*.



Pierre SEMAL, BMI Academic Dean and Board member

LSM (Louvain) Professor of Logistics and Operations Management since 1993. President from 1999–2005; Has lectured as a visiting professor at business schools in Poland, China, Russia and Bulgaria. Managed prize-winning research projects at Philips Research Centre in Germany.



Isabelle SCHUILING

LSM (Louvain) Professor of Strategic Marketing; Marketing Director at Proctor & Gamble Europe in 1985–1997. Executive trainer and consultant for Petrofina, Fortis AB, Smithkline Beecham and other clients in the fast-moving consumer goods and pharmaceutical industries. Co-author with J.J. Lambin and R.Chumpitaz of the bestseller *Market-Driven Management* (2nd edition).



Jens Aaris THISTED, BMI Academic Council and Board member

CBS (Copenhagen) Dean of Department of Operations Management, Vice President for International Affairs; Professor of Financial Accounting. External examiner and quality assessor of management education programmes in Mexico, Bulgaria, Poland, Kazakhstan, China and African countries.

"What adds huge value to the BMI programme is the top professors, taken from the best universities in Europe. The classes were excellent and practical, at a level that exceeded my highest expectations. I also benefited from the other students' smart contributions in discussions, case analysis and teamwork, especially because of the very different backgrounds and businesses."

Morten Christensen, Director General, Lietuva Statoil
EMBA 2006/2008



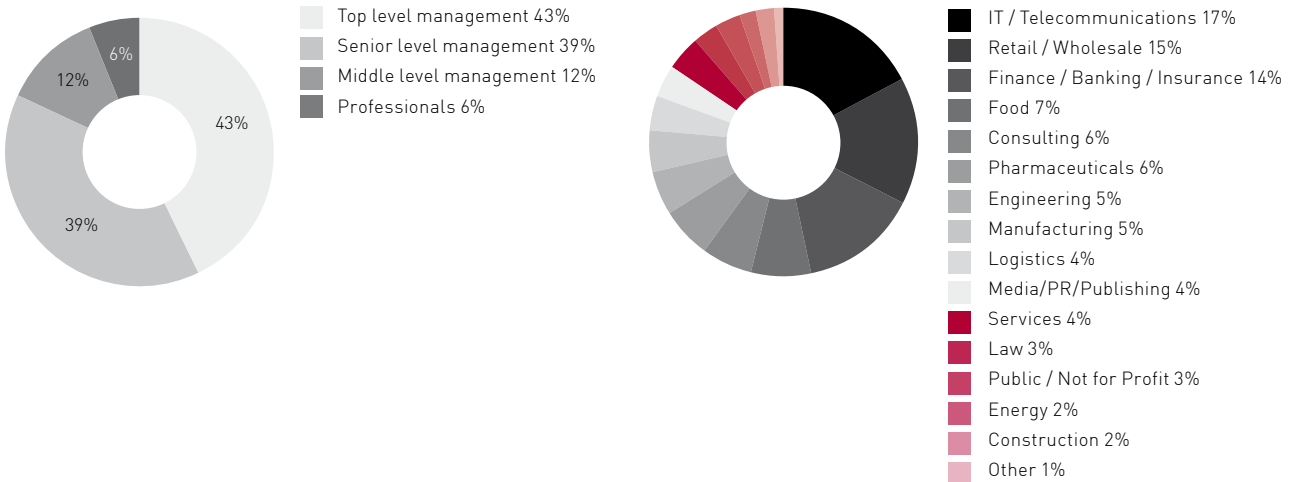
Executive MBA Student Profile

BMI Executive MBA students' ages range from 27 to 52, with an average age of 34 years.

Most students hold top-executive or senior management responsibilities in their organisations.

High-level business professionals, including lawyers and consultants, plus a few middle managers of proven talent and potential, make up the rest of the 45-member classes.

Numerous industries are represented in the composition of each Executive MBA class, such as:



BMI Executive MBA Admissions

Following are the basic admission criteria which will be considered by the International Admissions Committee in the evaluation of each candidate:

- Successful business experience at the managerial level.
- The candidate's potential for top-level management responsibilities.
- A high degree of motivation and ambition as well as clear career objectives.
- Vision for personally contributing to the development of one's company.
- Showing enthusiasm and being a good team player.
- Strong personal qualities and maturity.
- Communication abilities.
- Good command of the English language.

To apply, please contact the EMBA Programme Director:
 Ms. Jurga Bendikaitė at +370 5 248 7247, +370 686 24474 or jurga@bmi.lt
 The deadline for applications to EMBA class XI is 22 October 2009.

Classes start November 27, 2009
 For more complete information about admission criteria and procedure
 please see our web page: www.bmi.lt



"I took the EMBA programme at BMI myself and consider it a good investment. The world-class knowledge from the programme is useful and applicable in practice. It was a very good build-up based on my practical experience in business management. And since it is important for the leader and his core team to speak the same language, I send a few key managers to the EMBA at BMI every year."

Tomas Kučinskis, Chairman of the Board, Švyturys — Utenos alus
 EMBA 2000/2002

Programme Structure



ACADEMIC STAGE LEADER:

INTRODUCTORY SESSION

November — December 2009

- Teambuilding and Group Dynamics
- Communicative Competence
- Financial Accounting and Analysis (optional)

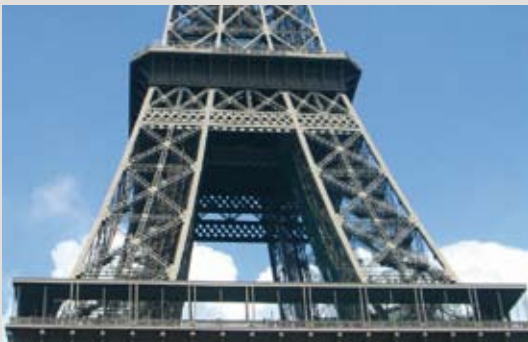


NHH NORWAY

STAGE 1: ECONOMICS OF THE FIRM

January — March 2010

- Advanced Financial Accounting
- Cost and Competition Analysis
- Management Control Systems
- Real-Life Project for Stage 1
(application of course materials to a business case)



HEC FRANCE

STAGE 2: FINANCE

March — June 2010

- Quantitative Methods for Decision Makers (optional)
- Corporate Finance
- Financial Performance and Company Valuation
- Global Economic Environment
- Corporate Governance and Legal Environment
- Real-Life Project for Stage 2
(application of course materials to a business case)



CHINA STUDY TRIP

- A week of lectures, company visits and management briefings designed to broaden horizons, increase direct experience of the global business world, create networking opportunities and foster original thinking.

Each Stage is supervised by a Stage Leader — one of the BMI Partner Schools.
Classes are held in Vilnius on Thursday, Friday and Saturday every second week.

LSM BELGIUM

STAGE 3: MARKET-DRIVEN MANAGEMENT June — November 2010

- Strategic Marketing and Branding
- Operational Marketing
- Operations and Supply Chain Management
- Project Management
- Real-Life Project for Stage 3
(application of course materials to a business case)



HEC FRANCE

STAGE 4: STRATEGY AND ENTREPRENEURSHIP November 2010 — February 2011

- Business and Corporate Strategy
- Entrepreneurship and New Ventures
- Business Plan Development
- Negotiation Skills
- Real-Life Project for Stage 4
(application of course materials to a business case)



CBS DENMARK

STAGE 5: ORGANIZATIONS AND LEADERSHIP February — April 2011

- Managing People for Competitive Advantage
- Organisation Design and Management of Change
- Corporate Culture and Ethics
- Emotional Intelligence in Leadership and Coaching



DIPLOMA PAPER

To be completed for defence in June 2011.

GRADUATION June 2011



Note: Information is correct as of the time of publication.

For detailed course description: www.bmi.lt/programme-structure



"The immediate practical application of knowledge to life is what I most value at BMI. Lecturers present relevant real cases from international companies they know, and high-level classmates bring a lot of local experience to projects and discussions. You see new perspectives, new angles, and realize your grasp of some business situations was incomplete."

Sonata Gutauskaitė,
Head of Eastern Region,
SEB Bankas
EMBA 2008/2010

"What have I got in the BMI EMBA? Broader strategic thinking, sharper skills as a high performance leader, and a network of ardent manager-colleagues. I also got a 'concentrated injection' of the most recent management and leadership knowledge from world-class professors. The programme was compatible with my job and highly applicable, immediately. It was one of the best investments in my life."

Remigijus Štaras, Vice-President,
Chief Commercial Officer
Omnitel
EMBA 2004/2006



BMI Alumni & Corporate Connections

Executive MBA students become full members of the BMI family, gaining access to an exclusive network of corporate connections and accomplished alumni.

The BMI Alumni Association works to support BMI, to strengthen contacts between classmates and to serve BMI graduates as a gateway into the business community. The Association shows initiative to facilitate contacts with prominent business leaders and government officials. It also organises informal social events and information evenings.

BMI places great value on relations with the business community, working in long-term partnerships with companies to coordinate ongoing management development. In return, the region's leading companies give BMI constant feedback about current needs and desires in the area of top management training, also providing excellent guest speakers, assessors and coaches.



"Our corporate clients don't need just legal advice, they need solutions to their problems. We have to understand the client's business, talk in the business language he understands — that's when our consultations have maximum value."

Rolandas Valiūnas, Managing Partner,
Law Firm "Lideika, Petrauskas, Valiūnas & Partners LAWIN"
EMBA 1999/2000.



"The EMBA programme exceeded my expectations, giving me useful tools for dealing with management issues in my own company as well as many networking opportunities."

Per Møller, Managing Partner, Ernst & Young Baltics
EMBA 1999/2000



"BMI Alumni is a friendly environment where you can continue fruitful and informal relationships with BMI graduates, improve your professional capabilities and generate original ideas for business development."

Artūras Abromavičius, President, SWECO BKG
EMBA 2002/2004



"The BMI EMBA is an excellent combination of high-level academics and practical business expertise. This combination gives me a clear advantage over those who studied similar things elsewhere."

Virgilijus Poderys, Chairman,
National Control Commission for Prices and Energy
EMBA 1999/2000



"Omnitel's decision to cooperate with BMI proved absolutely valuable. We have seen a marked rise in the quality of management and decision-making after our top managers completed the Executive MBA programme. Each has broadened his or her strategic and tactical thinking beyond the expected functional tasks."

Antanas Juozas Zabulis, President, CEO, Omnitel

“When my company started expanding abroad, there were new and bigger management decisions. I needed more knowledge. I chose BMI because of its professors — international experts in management theory who also have practical experience in finance or marketing or whatever their field. Now I only wish I had had this knowledge before!”

Inga Nausėdienė,
Chairman of the Board, RAIT, Ltd., Market Analysis and Research Group
EMBA 2008/2010



Companies Whose Management or Staff Have Participated in the BMI Executive MBA Programme:

3M
A. Abišala and partners
AAA
Abakas
ABB
Actavis Baltics
Aga
AgroRodeo
Aideta
Ajonda
AK-NAR Company
Akropolis
Alkovila
Alna
Amadeus Lietuva
Apvalaus stalo klubas
Arijus
Arimex
ASF
Ashburn International
ASI Consulting Baltic
Asstra-Vilnius
AstraZeneca Lietuva
Audimpeksas
Aventis Intercontinental
Avestis
Aviva Lietuva
B. Braun Medical
Baldenis
Baldų rojus
Balkanpharma
Baltermos investicijų valdymas
Baltic Red
Baltic-American Enterprise Fund
Baltijos logistikos sprendimai
Bankas Snoras
Betoneta
Bitė Lietuva
Blue Bridge
BNT Legal & Tax
BNTP
Bonvaldos servisas
BPS Consulting Lithuania
Bull S.A.
Carat
Carlsberg Baltic
Cebeco Timber
Centre of Legal Information
Coca Cola
Comliet
Compservis
Concern SBA
Constructus
Cosmica
Creative Media Services
CVO Group
Deceuninck N.V. Plastics Industries
DeLaval
DnB NORD bank
DnB NORD leasing
Dr. Scheller Cosmetics AG
Durupis
Eika
Eismas
Ekokonsultacijos
Ekspla
Elektromarktas
Elga
Elko-Kaunas
Elsis
Elvi Group
Equinox Europe
Ericsson Lietuva
Ernst & Young Baltic
ERP
Euler Hermes Services Baltic
Euro RSCG MIA
Euro RSCG PR
Fazer kepyklos
Fima
First Data Lietuva
Fontes
Forsa
G4S Lietuva
Grundfos Pumps
H. ABBE Pharma
Hay Group
Hanner
Hansa Investment Management
Hansabankas
Henkel Russia
Hermis Fund Management
House of Prince Lietuva
Human Study Center
Husqvarna Lietuva
IBM Lietuva
ID 4, public relations agency
IMS Health
Informacinės technologijos
Init Corporation
Inresco projektai
Institute of Chemistry
International Finance Corporation
IRS Consultants
YIT Technika
Johnson & Johnson
JT International
Kalba
Kalnapilio-Tauro grupė
Kardiolita
Klaipėdos aerouostas
Klaipėdos baldai
Klaipėdos margarinas
Klaipėdos mediena
Konekesko Lietuva
Konekta
Krašta Auto
KRS
Lideika, Petrauskas, Valiūnas and partners
LAWIN
Lietuva Statoil
Lietuvos draudimas
Lietuvos energija
Lietuvos spauda
Limarko Shipping Company
Linas ir viza
Linde Gas Rus
Litagent
Lithuanian Business Support Agency
Lithuanian National Radio and Television (LRT)
Logichema
Logotipas
Maersk Lietuva
Maksruna
Malsena
Map Lietuva
MARS Lietuva
Marsh Lietuva
Masterfoods Lietuva
Mažeikių nafta
Medtronic
Metalų komercijos agentūra
MG Valda
Milk Agency
Miltronic
Ministry of Health of the Republic of Lithuania
Mitnija
MS consultants
Naftos grupė
NASDAQ OMX Vilnius
NMT Prekyba
Nokia
Nordea Bank Lietuva
Norgips Lietuva
Novartis Pharma Services
Nycomed
Ogmina
Ogmios Pulsas
Omnitel
Open Society Fund
Optiroc
Oracle
Orivas
OVC Consulting
Pakmarkas
Panevėžio Pienas
PAN-LIT Service
Parex bank
Parex Investment Management
Paroc
Paspara
Paulig Lietuva
PBMH
Pfizer Corporation
Pharma Algorithms
Philip Morris Baltic
Pieno žvaigždės
PLAZA Corporation
PricewaterhouseCoopers
PZU Lietuva
RAIT
Re&Solution
Rimi Lietuva
Rittal
Rockwool
Royal Unibrew A/S
Rokiškio sūris
Rumeks NNZ
Saerimner
Saint-Gobain Isover
Saldo grupė
Sampo bankas
Sanofi - Aventis Lietuva
Santa Monica Networks
Scandye
Schering-Plough OY Lithuania
Schneider Electric Lietuva
Scriptum
SEB bank
Securities Commission of the Republic of Lithuania
Šiaulių bankas
Sicor Biotech
Siemens
Sindicatum Capital International
Sintagma
SK-Impex Service Center
Smurfit Kappa Baltic
Solvay Pharmaceuticals
Sonex group
Sophus
Sorainen Law Offices
Spaineta
State Property Fund
Suslavičius and partners
Sutkienė, Pilkauskas & Partners, Law firm
Švyturys - Utenos alus
Sweco BKG
Sybase Solutions
Tauragės industrijos parkas
TBMC (Trans Baltic Marketing)
Tegra
TELE 2
Telemarketing
Teo LT
TietoEnator
Tikras kelias
Tildė
TK Development Lietuva
TNT Lietuva
Transimeksa
Transvesta
Tvarkos menas
Ūkio banko investicinė grupė (ŪBIG)
UPS
Utenos trikotažas
Vakary medienos grupė
Van Melle AG
Vanlifa
Verslo konsultantas
Verslo Media
Verslo žinios
Viacon Baltic
Vičiūnai
Viasat
Vilandra
Vilniaus baldai
Vilniaus kranai
Vilniaus mėsa
Vilniaus prekyba
Visos transporto siuntos
Vita Baltic International
Vivacolor
Wavin Baltic
Wood Team Production
Wrigley Baltics
Wurth Lietuva
YIT Technika
Žabolis and partners

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