

# QTEM

INFO SESSION

## Why Join the QTEM Masters Network?

“Using analytics to  
create a better world”





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



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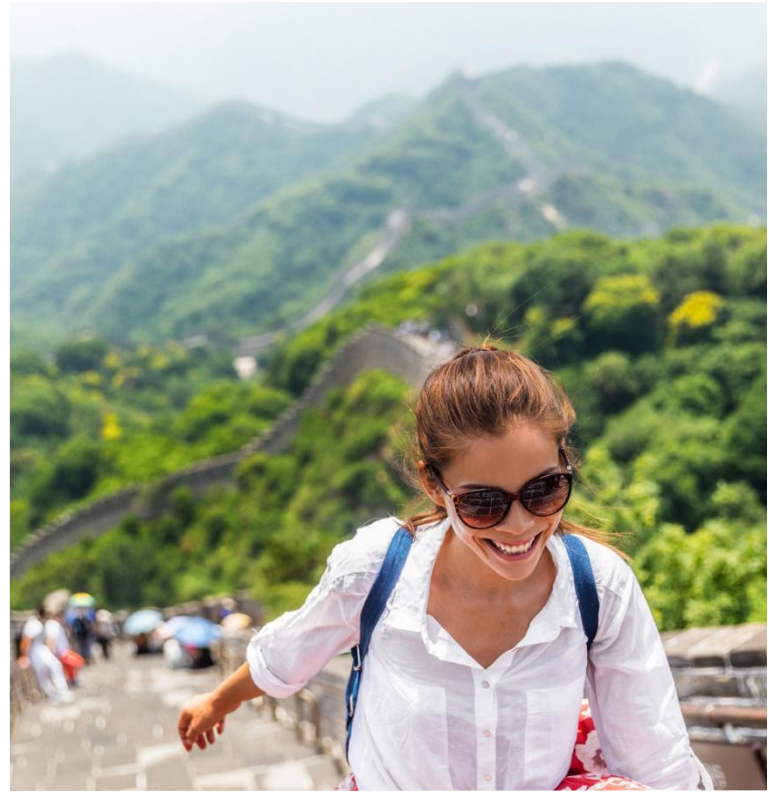
# +

Your skill set is expanded  
in **three<sup>+</sup> countries**

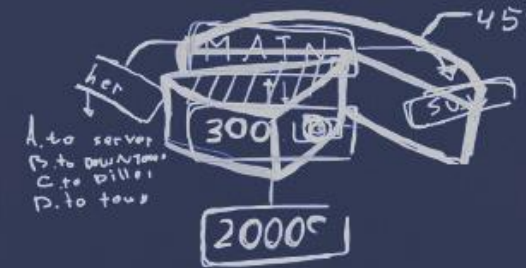
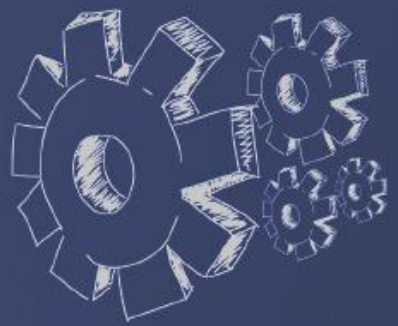
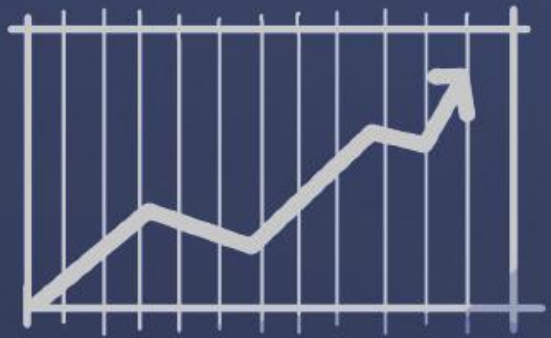
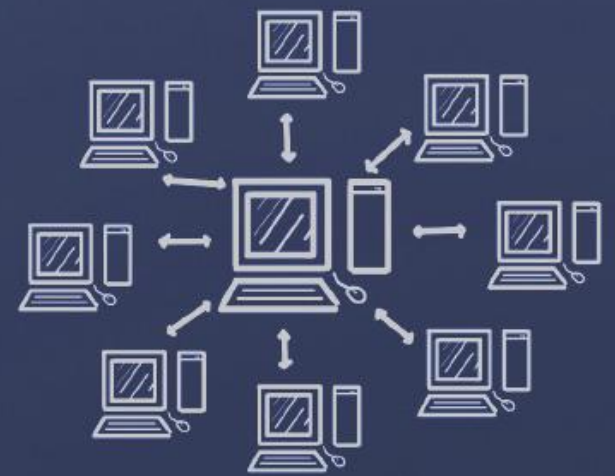




# You live and study abroad







**TEAM**



you gain  
quantitative and analytical  
training



You grow through  
corporate experience

## Why join QTEM?

### A global network

QTEM (Quantitative Techniques for Economics and Management) includes 24 outstanding universities from five continents and corporate partners from various sectors. 41% of our member universities have the Triple Crown accreditation!





## Why join QTEM?

# Top universities behind the network



More universities join us every year





## Why join QTEM?

### Corporate Partners

Corporate partners interact with outstanding students through recruitment fairs, internship office, and presence in analytic conferences.



Representatives of SAS, Solvay and McKinsey & Company talking to the students

**ABInBev**

**BAIN & COMPANY**

**Deloitte.**

**FIRM**  
Frankfurter Institut für  
Risikomanagement und Regulierung

**McKinsey & Company**

**Millennium**  
bcp

**EY**  
Building a better  
working world

**optiver**

**ORTEC**

**Santander**  
UNIVERSITÄTEN

**sas**  
THE POWER TO KNOW.

**sia**  
The Network of Excellence

**SOLVAY**  
asking more from chemistry®

**VOLKSWAGEN**  
GROUP ITALIA S.P.A.

# QTEM's DNA

Quantitative Techniques for Economics & Management



**Excellence**  
min. GMAT score  
650



**Quantitative & analytical**  
min. 50% ECTS



**International**  
3+ countries



**Professional Experience**  
min. 2 months



## Why join QTEM?

Because the QTEM degree certifies that you:

- ✓ **Are among the best in class:** All QTEM students are outstanding students enrolled in a Masters degree at one of our Academic Partners; meet the GMAT (or GRE equivalent) score requirements; and have been selected through a competitive selection process.
- ✓ **Have International experience:** All QTEM graduates have completed international experiences via exchange and internship opportunities.
- ✓ **Acquired specialized quantitative skills:** All QTEM graduates have successfully completed a minimum of 50% QTEM credits of analytical courses.
- ✓ **Have completed an analytical internship:** All QTEM Graduates have successfully completed a corporate/institutional internship of at least 300 person-hours.



## Your QTEM experience

# The selection process at Harbin Institute of Technology



The following Masters give access to QTEM. Earn the QTEM Degree together with these Master Degrees from HIT:

- Master of Management Science and Engineering
- Master of Business Administration
- Master of Applied Economics
- Master of Public Administration
- Master of Professional Accounting

**GMAT is a compulsory entry pre-requirement:**

≥ 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



- Academic excellence (must have)
- English proficiency (must have)
- Quantitative proficiency (must have)
- International experience (plus)
- Professional / extra-academic experience (plus)
- GRE with comparable score is also acceptable



## Your QTEM experience

### The tracks available

QTEM tracks (A, B, C):	A. 2 intern'l exchanges	B. Long-term internship	C. 1+1 intern'l exchanges
# previous international semesters (at Master's or Bachelor's level)	-	-	1
# QTEM international semesters (quantitative, at Master's level, with a QTEM Partner)	2	1	1
Short-term internship (quantitative, during or after Master)	1	-	1
Long-term internship (quantitative, international, during Master)	-	1	-
Quantitative Master's course credits	Min. 50 % quantitative credits (ECTS) And min. 22 ECTS on average per exchange		
# QTEM Modules	Min. 1		
Minimum GMAT score	650 (600 if exceptional file)		

**Common requirements for all QTEM students:**

- ✓ International = 2 semesters
- ✓ Internship = 1

- ✓ Quantitative skills
- ✓ Module
- ✓ GMAT

**One exchange can be replaced by 4 QTEM summer schools**

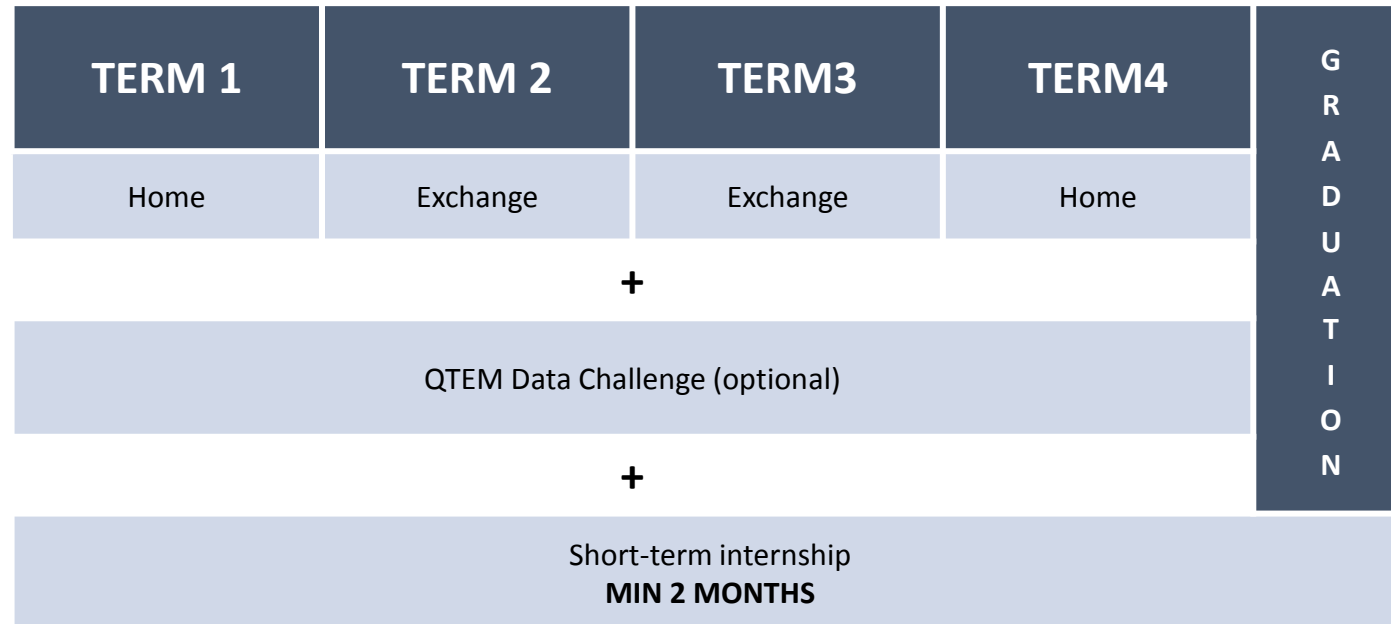


## Your QTEM experience

# The track A – 2 year Masters

(2 exchanges + short-term internship)

**EXPLAIN HOW THE MASTER IS STRUCTURED WITH QTEM**





## Your QTEM experience

# The track **B** – 2 year Masters

(1 exchange + long-term internship abroad)

**EXPLAIN HOW THE MASTER IS  
STRUCTURED WITH QTEM**

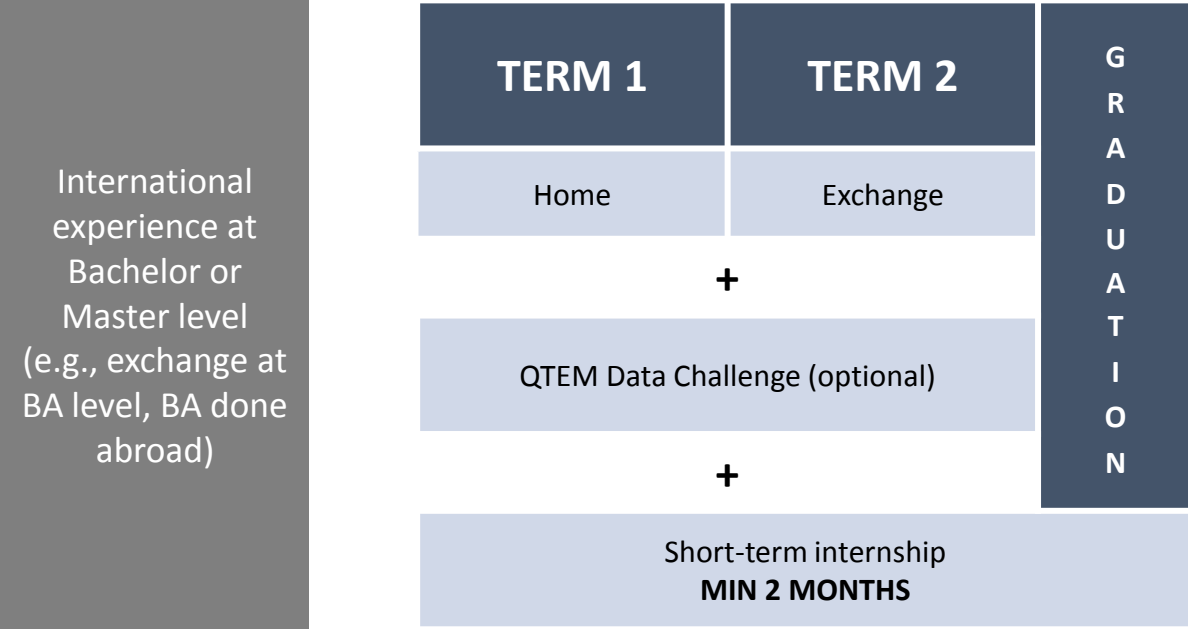
TERM 1	TERM 2	TERM3	TERM4	G R A D U A T I O N
Home	Exchange	Home	Long-term internship abroad <b>MIN. 4 MONTHS</b>	
+				
QTEM Data Challenge (optional)				

## Your QTEM experience

# The track C – 1 year Masters

(1 exchange + 1 pre-Master international experience)

**EXPLAIN HOW THE MASTER IS STRUCTURED WITH QTEM**





## Your QTEM experience

# Travel/exchanges in the QTEM program



All QTEM students are exposed to **analytical, international experiences**. Exchange destinations are **allocated centrally based on the students' preferences**:

- A centralized process for all QTEM students globally (each semester) ensures a fair destination allocation process and a good mix of QTEM students into the network
- Students state their preferences for destinations (ranking a of minimum *five* preferred destinations)
- Each student's global QTEM ranking depends on the student's local ranking (made by the home university) and on the average **GMAT score**\* of the home university



## Your QTEM experience

### The Academic Calendars



**Plan your exchange:**  
Some Academic Partners are only open during one semester. Some combinations of exchanges may not be possible.

	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.
SBS-EM	Orange					Blue						
UvA	Blue					Blue						
BI	Orange				Orange							Orange
HEC Lausanne	Blue					Blue						
Goethe	Orange							Orange				
LUISS*	Blue					Blue						
WASEDA*	Orange					Orange						
PORTO	Blue					Blue						
MONASH	Orange				Orange							Orange
EDHEC	Blue				Blue							
ZHEJIANG	Orange					Blue						
HANKEN	Blue				Blue							
HEC Montréal	Blue					Orange						
XIAMEN	Blue					Blue						
DAUPHINE	Orange					Orange						
EXETER	Blue					Blue						
ESCA	Orange				Orange				Blue			
TUM	Blue							Blue				
PolIMI SoM	Orange					Orange						
HSE St Pet.	Blue				Blue							
HSE Moscow	Blue											
Tilburg	Blue					Blue						

\* The Fall semester may finish earlier depending on student choices related to exams



## Your QTEM experience

### Selecting your analytical courses

- All courses accessible to QTEM incoming students are available on the QTEM website
- Courses can be easily filtered by University, Module, Semester and Academic Year

Keywords  
Type your keywords here

University  
Select university...

Academic Year  
2017-2018

Module  
Select module...

Semester  
Choose semester...

SEARCH COURSES

[Rule for course selection](#)

Reminder of the rules  
can be founded here

- Each course has a quantitative rating: “highly quantitative” or “semi-quantitative” or “non quantitative”
  - **Quantitative courses** are those rated “highly quantitative” or “semi-quantitative”
- Each course is assigned to at least one module

## Your QTEM experience

# How many quantitative courses to be taken?

- All QTEM students should successfully complete a given amount of quantitative courses during their QTEM Master's program:
  - A minimum of **50%** of the credits of the Master's program **overall\*** should consist of successfully completed quantitative courses
  - A minimum of **22** QTEM credits of quantitative courses **on average per QTEM exchange** should be successfully completed
- All QTEM students should successfully complete at least **one QTEM Module**.
  - A **QTEM Module** is a recognition of a topic/functional specialization awarded to a QTEM student upon successful completion of a minimum of 20 QTEM credits of courses in the same QTEM Module, during the QTEM Master's program.



\* Including credits taken at home and during all **QTEM exchanges** but excluding credits from the Master's thesis, if applicable.

# The Modules

QTEM Modules	QTEM Sub-Modules
<b>1. Finance and Risk Management</b>	1) Controlling & Accounting 2) Finance - Actuarial Sciences 3) Finance - Banking and Management of Financial Institutions 4) Finance - Corporate Finance 5) Finance - Financial Markets and Derivatives 6) Risk Management
<b>2. Applied Economics and Public Policy</b>	1) Microeconomics, Contract & Auction Theory 2) Policy-Making, Regulation and Pricing 3) Tax Management and International Optimization Strategies 4) Macroeconomic Models and Forecasting, Computational Economics
<b>3. Innovation and Strategy</b>	1) Entrepreneurship 2) Strategy; Industrial Organization; Applied Game Theory
<b>4. Marketing and Supply Chain</b>	1) Marketing and Sales 2) Supply Chain, Operations and Logistics Management
<b>5. Business Intelligence and Big Data</b>	1) Quantitative Techniques & Tools 2) Business Intelligence
<b>Others</b>	1) Society and Culture



This sub-division is only to help students to better understand the content of the courses, the 20 ECTS needs to be reached in one QTEM Module, not in QTEM Sub-Modules



## The Analytical Internship

Depending on the track chosen, students need to find a long-term or short-term quantitative internship:

### Short-term QTEM internship

- Covers a period of minimum 300 man-hours full-time equivalent
- The timing at the discretion of each QTEM Participant, however the internship must contain at least two consecutive weeks. Can be done during or after the master.
- The minimum duration can be achieved through more than one internship
- Only the internship time done by the student after the start of the Masters will be considered
- QTEM students can choose to validate an internship / job done after the completion of the QTEM Master, provided the internship / job fulfills all the conditions of the QTEM internship
- Can be done at home or abroad
- Does not necessarily bear ECTS credits
- Must be related to a quantitative topic and have a significant analytical content

### Long-term QTEM internship

- Covers a period of minimum 600 man-hours, full-time equivalent. The minimum duration can be achieved through more than one internship
- Must be validated during the Master
- Must be done abroad
- Bears the same minimum requirements as the (short-term) QTEM internship (e.g., quantitative content)

## Your QTEM experience

# The QTEM DATA CHALLENGE

This yearly, global competition has international teams of QTEM students around the globe work with real information provided by Corporate Partners.

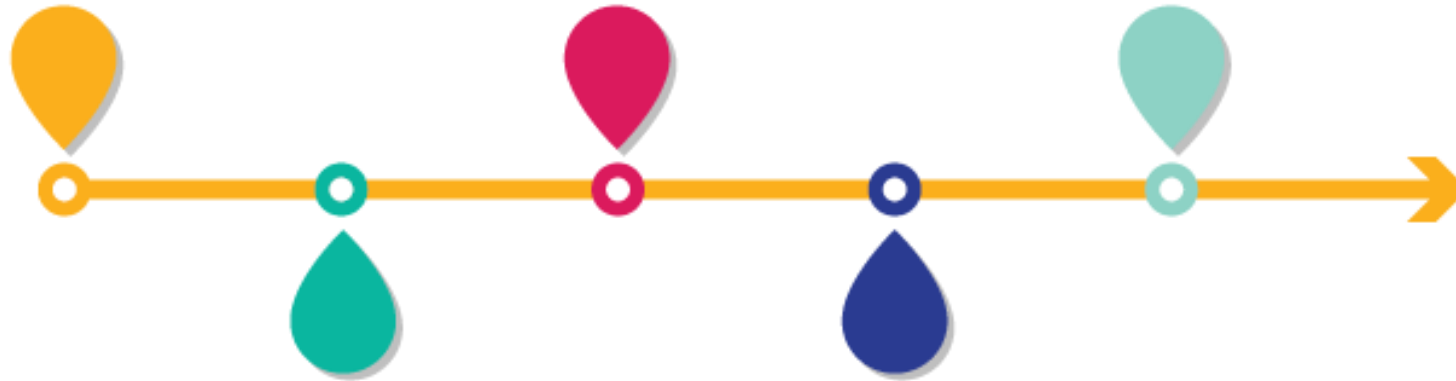


- International teams of 3 QTEM students analyze real word data and present the results to a jury of academic and corporate experts.
- Work with your QTEM classmates around the world for the chance to win great prizes. You and your team will gain visibility towards top companies that will be part of the jury.
- You will have the opportunity to learn analytical tools used in a corporate environment while doing a fun project.



## Joining us

# The application process and selection timeline



What are the specific application processes and deadlines to apply to QTEM at HIT?

- Jan. 10<sup>th</sup>,2019 Deadline to submit application, GMAT/GRE test score ready
- Feb. 20<sup>th</sup>,2019 Final list of QTEM candidates is confirmed
- March to April,2019 QTEM students must communicate their preferences for exchange
- July or Sept,2019 The first QTEM exchanges begins



Joining us

## Harbin Institute of Technology QTEM Contacts

### 项目咨询

**李国鑫 教授**

**Prof. Guoxin Li**

QTEM Academic  
coordinator

✉ [liguoxin@hit.edu.cn](mailto:liguoxin@hit.edu.cn)

**周立昕 老师**

**Mr. ZHOU Lixin**

QTEM HIT  
Secretary

☎ [0451-86402807](tel:0451-86402807)

✉ [internationalsom@hit.edu.cn](mailto:internationalsom@hit.edu.cn)

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**Thanks!**  
**Your QTEM experience starts today**