MASTER OF BUSINESS ADMINISTRATION

CFVG HANOI
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www.cfvg.org
THE CFVG MBA IS A CHALLENGING PROCESS IN WHICH THE LIMITS ARE NOT ONLY CONFINED BY THE OUTER WORLD BUT ALSO BY OUR INNER SELF.
AN MBA IS A BIG DECISION ON A SIGNIFICANT INVESTMENT THAT DEMANDS SUBSTANTIAL RETURN

CFVG is among the pioneers in MBA, with 25 years leading in Vietnam.

CFVG MBA

Hold International EPAS accreditation by European Foundation for Management Development (EFMD).

Offers you a unique combination of European management expertise and Vietnamese business insights to develop essential capabilities and connections for success in business today and tomorrow.

Enables your study in Europe through exchange programs with prestigious partners.

With CFVG MBA, you will

Join a rigorous classroom and enjoy a unique learning experience for a life-long value.

Be inspired and realize your managerial potential.

“CFVG MBA is obviously a right choice for me. I earned a prestigious MBA degree with great experience and a strong link to alumni community. As I believed, CFVG MBA shapes my confidence in personal and professional development.”

Mr. Doan Ngoc Dung
CFVG MBA, Intake 12
Director, ADPOTEC CHEMICAL CONSTRUCTION
French-Vietnamese Center for Management Education (CFVG) was founded in 1992 by the Vietnamese government (Ministry of Education and Training) and the French government (Ministry of Foreign Affairs) in Vietnam, and is operated by the CCI Paris Ile-de-France at National Economics University in Hanoi and University of Economics Ho Chi Minh City.

CFVG MBA has been the first MBA in Vietnam awarded international EPAS accreditation by the European Foundation for Management Development (EFMD) in 2008 following an audit performed by an international EFMD committee. This accreditation was renewed in 2011, 2014 and 2017. EPAS is an international program accreditation system operated by EFMD. By achieving this accreditation, CFVG MBA proved its appropriately high quality and international perspectives.

CFVG MBA is managed by two centers, Hanoi and Ho Chi Minh City, and operates 4 divisions: MBA, Specialized Masters (Finance/Marketing/Supply Chain), Executive Education & PhD program.

CFVG now plays a leading role in management education in Vietnam with a high-quality education program taught by international professors. Since December 1, 2015, CFVG is officially accredited by The Conférence des Grandes Écoles (CGE), which is a non-profit association of engineering schools, management schools and higher education institutions offering other specialties. Its members also include companies, alumni associations and organisations.

CFVG MBA proves its appropriately high quality and international perspectives.
A GREAT JOYFUL EXPERIENCE WITH WINNING TEAMS OF OUTSTANDING MEMBERS

WITH HIGH SELECTION CRITERIA, CFVG MBA class challenges outstanding or highly potential individuals who are ambitious, committed and ready for hard work. They see CFVG MBA both as a mean of fast-tracking their career and as an inspiring intellectual challenge.

A MAJORITY OF OUR STUDENTS are graduates from prestigious universities such as University of Economics Ho Chi Minh City, National Economics University, Vietnam National University, and Polytechnic University... They appreciate the combination of flexible approach with the rigour of international courses and teaching staff while exposing strong learning capability, high confidence and contributive attitudes.

OUR STUDENTS have at least 2 years experience, and bring invaluable diverse experience and insight from a wide variety of professional backgrounds.

FOREIGN STUDENTS from European business schools and universities join CFVG MBA class in Vietnam in the framework of exchange program, which build up a real international environment with different perspectives on business and management issues discussed in lessons, case studies, team works...
# AN ACADEMICALLY RIGOROUS CURRICULUM, WITH STIMULATING AND PRACTICAL COURSES

Including business simulations, case studies, lectures, workshops, group works... and more.

"Welcome you to our classes which are always analytically rigorous and intellectually stimulating, but there is so much that goes on outside of classes. With our classmates, we are involved in so much extracurricular activities in an amazingly collaborative and warm community."

- **Mr. Nguyen Van Duc**
- CFVG MBA, Intake 22

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## 1ST YEAR

### THE MANAGEMENT FUNDAMENTALS

<table>
<thead>
<tr>
<th>1</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Integration Seminar</td>
<td>Organizational Behavior &amp; Change Management</td>
</tr>
<tr>
<td>Human Resource Management</td>
<td>Marketing</td>
</tr>
<tr>
<td>Business Law</td>
<td>Financial Accounting</td>
</tr>
<tr>
<td>Second Foreign Language</td>
<td></td>
</tr>
</tbody>
</table>

## 2ND YEAR

### ADVANCED COURSES, INTERNATIONAL OPENING

<table>
<thead>
<tr>
<th>3</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research Methodology</td>
<td>Negotiation &amp; Leadership</td>
</tr>
<tr>
<td>Project Management</td>
<td>Project Management Control</td>
</tr>
<tr>
<td>Specialization Options:</td>
<td>You can choose to specialize in an area of particular interest</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>Creation &amp; Business Plan</td>
</tr>
<tr>
<td>Innovation &amp; Creativity</td>
<td>Mission Creation</td>
</tr>
<tr>
<td>Mission Sector Analysis</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>4</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Business</td>
<td>Company Internationalization Strategy</td>
</tr>
<tr>
<td>Intercultural &amp; Global Management</td>
<td>Others courses</td>
</tr>
<tr>
<td>Advanced Marketing/Branding</td>
<td>Financial Market/Strategic Finance</td>
</tr>
<tr>
<td>Consulting</td>
<td>Elective Courses</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>5</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research/Professional Dissertation</td>
<td>Final work of program where each student shall identify a management problem and solve it while linking the theory with a field study conducted in Asia and/or in Europe.</td>
</tr>
</tbody>
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### Learning Objectives:

- You integrate theory, practice, & reflection to develop potential business managers with the tools to solve strategic problems.
- You translate essential theoretical knowledge into smart business practice.
- You integrate management practices and perspectives and learn to apply them within various organizations. You build skills in marketing, operations and strategy.

### CSR Course:

- Ensure the alignment among healthy businesses, healthy environments, and healthy societies.

### Career Oriented Learning:

- Right combination of knowledge, skills, and attributes that generates real success in today rapidly changing business environment.
- To help you build necessary analytical frameworks.
- The curriculum prepares you for career tracks in various organizations.

### Entrepreneurship:

- You build essential entrepreneurial knowledge.
- The curriculum emphasizes team practice linked to existing ventures and gives you a chance to plug in to CFVG’s cutting edge management.
- You stretch your thinking beyond your project’s primary functional domain to develop solutions with a holistic approach.
A REAL OPPORTUNITY
FOR INTERNATIONAL EXPOSURE

INTERNATIONAL EXCHANGE PROGRAMS

International exchange programs in Europe are open to the CFVG MBA students.

1ST YEAR AT CFVG VIETNAM
2ND YEAR IN EUROPE

Double degree: CFVG MBA + Master degree of Partner University/ Business School

Since 2010, over one third of our MBA class take advantage of this super opportunity to study in one among over 10 Master programs, with over 40 specialization options at world high-ranked business schools and universities such as: ESCP Europe, Audencia; HHL (Germany); Strasbourg Business School, Neoma, KEDGE, etc.

2013: Opens exchange programs with University of Victoria Canada and The College of Management Mahidol University, Thailand.

2016: Signs MoU with International University of Japan (IUJ).

2017: Starts exchange program with Graduate School of Management - Asia-Pacific University (APU, Japan).

“Attending CFVG exchange program is a great chance for me to study in a very developed education system and a real international education environment with students from Europe, Asia, and America… Experience sharing and networking among students from around the world is also a great for my future career. I got a really good study time, while exploring European culture.”

Lam Chi Mung
Country Head of IT, Panalpina Vietnam
MBA 2011, Double Degree program at IESEG
Master of Science in Management (MSc)

“We have some of the smartest and most innovative students from CFVG joining a master program on our campus, and they did very well in bridging the cultural differences between Asia and Europe perspectives. We strongly encourage you to go beyond the MBA program and explore everything that CFVG offers. We are looking forward to welcoming you just right here, and it’s pretty awesome to know that, isn’t it?”

Pr. Dr. Stephen Murdoch
Associate Dean International, IESEG School of Management
LEARNING FROM A WORLD CLASS FACULTY

COURSES are delivered by professors from partner universities and business schools:

- HEC
- Indian Institute of Technology Delhi
- Paris Dauphine University
- Strasbourg Management School
- IESEG
- ESCP Europe
- Audencia
- Paris Sorbonne University
- Neoma
- Skema

COURSES are taught by leading professors in Vietnamese prestigious universities:

- National Economics University
- University of Economics Ho Chi Minh City
- Foreign Trade University

"Like most CFVG MBA students, you are drawn to this exciting community. Classes are motivated with a strategic balancing between rigorous lessons and action learning experiences, case study analysis, open discussions. You will always feel a generative environment that allows for exploring, experiencing and experimenting with new possibilities that help to change you for the better."

Ms. Nguyen Lan Huong
CFVG MBA, Intake 21

64%

36%
**AN ALUMNI NETWORK**  
THAT INCLUDES BUSINESS LEADERS ACROSS VARIOUS SECTORS FOR A POWERFUL PROFESSIONAL COMMUNITY

"Graduating CFVG MBA, you will join an exceptional group of individuals with diversified professional backgrounds at different job function, but a shared commitment to be part of that active and extensive alumni network. It's a great way to hang around and stay connected with friends at a wide range of business fields including banking, finance, retailing, FMCG."  

Mr. Tran Phu Anh Tuan  
CFVG MBA, Intake 11  
Head of Marketing  
Manulife Vietnam

Mr. Tran Bang Viet  
CFVG MBA, Intake 17  
Deputy General Manager of  
L& Associates Executive  
National President of JCI Vietnam

Mr. Tran Phu Anh Tuan  
CFVG MBA, Intake 11  
Head of Marketing  
Manulife Vietnam

Ms. Mai Kim Quan  
CFVG MBA, Intake 15  
Senior Brand Manager  
Shiseido Vietnam Co.

Mr. Vu Duc Lai  
CFVG MBA, Intake 14  
Business Development Director  
Uniliver Vietnam

Mr. Tran Bang Viet  
CFVG MBA, Intake 17  
Deputy General Manager of  
L& Associates Executive  
National President of JCI Vietnam

Ms. Mai Kim Quan  
CFVG MBA, Intake 15  
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Head of Marketing  
Manulife Vietnam

**A POWERFUL PROFESSIONAL COMMUNITY OF MORE THAN 2600 MEMBERS WITH EXCELLENT INDUSTRY VARIETY AND JOB FUNCTION DIVERSIFICATION**

*KEY FACTS & FIGURES:*

- **66%** of graduates highly appreciate the quality of CFVG programs
- **59%** are happy with the network expanded.
- **57%** of graduates evaluate that they have received better career opportunities after CFVG graduation.
- **57%** have well improved their soft skills after graduation.
- **52%** could well apply what they have learnt from CFVG to their work.
- **48%** think that the CFVG program are highly appreciated by the employers.

*DEPARTMENT*

- Finance & Accounting: 4.36%
- Business development: 17.76%
- Top management: 39.36%
- Sales: 6.45%
- Marketing: 6.13%
- Teaching: 7.96%
- Consulting: 8.38%
- Other: 9.05%
- Unknown: 1.16%

*INDUSTRY*

- Finance / Insurance: 8.09%
- Education / Research / Sports: 5.78%
- Information Technology: 8.36%
- Wholesale / Retail / Trade: 8.16%
- Banking: 10.4%
- Other manufacturing: 33.33%
- Public administration / Parties / Organisations: 18.13%
- Other: 10.4%

**CFVG MBA 17**
APPLICATION

ARE YOU RIGHT FOR THE PROGRAM?

We are looking for applicants seeking to immerse themselves in a rigorous and challenging MBA. We expect our candidates to demonstrate intellectual capacity, managerial potential, energy and integrity, and an international outlook.

IDEAL CANDIDATES ARE:

• High potential managers wishing to master advanced business mindset, decision making tools and management techniques for new career opportunities.
• Executives wishing to update and consolidate your knowledge and have an in-depth understanding of all the business fields.
• Engineers, lawyers, linguists with no economic background who want to acquire management techniques to take more responsibilities in your work.

PROCESS

1. Pre-application online on http://www.cfvg.org
   From March

2. 1st National Examination
   April

3. Intensive Course
   For non-economist candidates
   May – August

4. 2nd National Examination
   August

5. Program Opening
   October

ENTRY REQUIREMENT

Candidates for the CFVG MBA national entrance examination must fulfill the following conditions:

• Bachelor degree
• Compulsory intensive course in Economics for non-economist candidates (engineers, lawyers, linguists, etc.)
• 2-year experience or degree with at least mention "good"
• Ability to speak English

REQUIRED DOCUMENTS

• A printed signed version of your online application
• A detailed Curriculum Vitae (CV)
• A cover letter explaining your interest and your motivations for CFVG MBA program
• Personal References (at least one reference from a previous employer, a colleague or a professor)
• A notarised copy of degree(s) from universities attended
• A notarised copy of Certificate of Birth
• Four passport size photos (3x4cm)
• Application fee: 1.050.000 VND (non-refundable)

TUITION FEES

CFVG programs are partially subsidized by the French Ministry of Foreign Affairs and Vietnam Ministry of Education and Training. Tuition fees amount are payable in 4 installments. They cover all expenses including course material, full access to CFVG library and facilities.

The tuition fees do not include the expenses for the optional study trip to France (airplane tickets, transportation within Paris, accommodation and meals).

Students don’t have to pay extra tuition fees for exchange programs in Europe for the 2nd year.

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CONTACT

CFVG is always open to give candidates facts and offer you an authentic experience so that you can decide for yourself if the program suits your interests, strengths and ambitions. If you are considering CFVG MBA, we encourage you to visit our office to see if you feel “the suit”.

GET TO KNOW US BETTER:

• Participate in the CFVG Ambassador Program
• Attend sample classes, networking with CFVG students, alumni and get a true experience of the community.
• Attend Open Days / Information Sessions
• Program Opening

CONTACT US

Online registration

Hotline:
(84-4) 3 869 10 66
(84-8) 3 830 01 03
Email: info@cfvg.org
Support line:
Hanoi: 0913 716 818
HCMC: 0909 054 696

ONLINE VISIT

www.cfvg.org
Facebook.com/cfvg.org

DIRECT VISIT

Working hour:
09h00 – 12h00
14h00 – 18h00
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CFVG Hanoi,
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