



QTEM
INFO SESSION

Why Join the QTEM
Masters Network?

Wednesday November 10, 2021
On Zoom
Master students

“Using analytics to
create a better world,,”



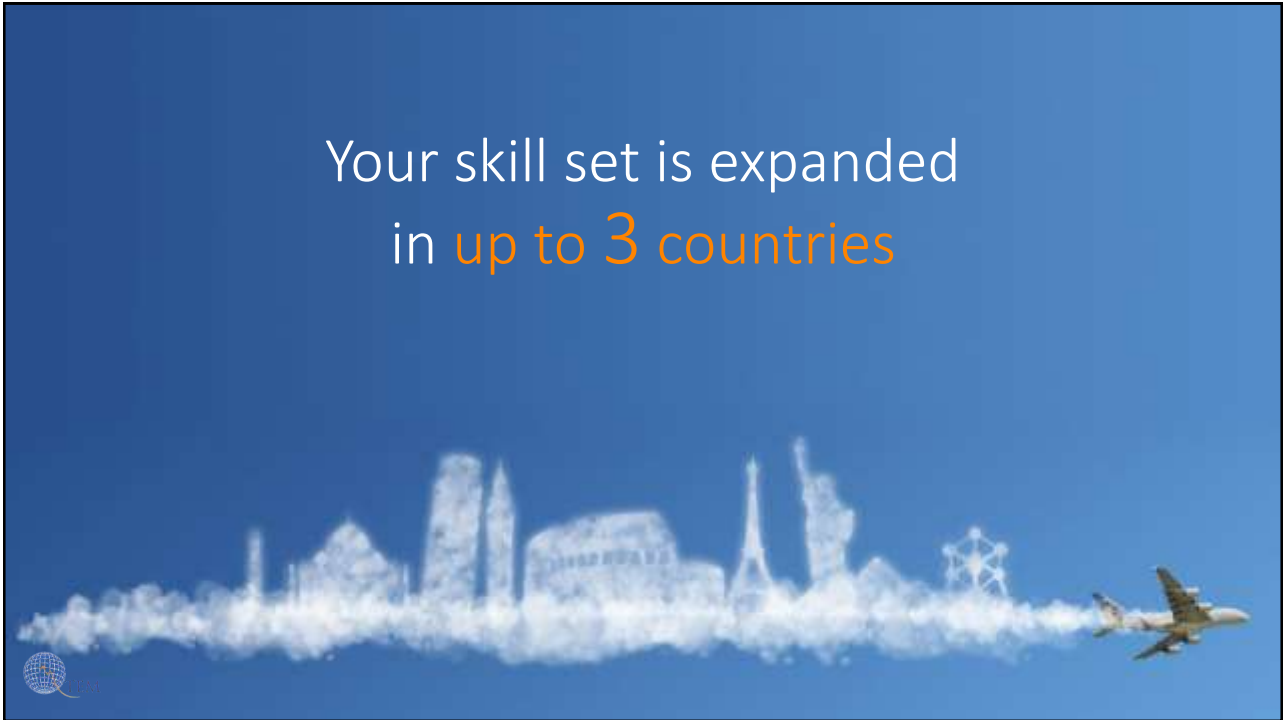
1



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



3



4



5



6



7



You acquire **digital leadership skills**



8

Academic Partners

A global network

QTEM is a global expanding network involving more than 20 universities from four continents and corporate partners from various sectors



9

Academic Partners

The universities behind QTEM

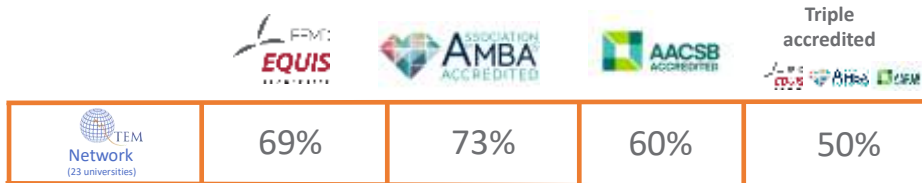


10

Why join QTEM?

A network comprising of highly ranked universities

QTEM Academic Partners are outstanding universities, internationally and nationally high-ranked, accredited EQUIS, AMBA and/or AACSB



11

Why join QTEM?

Corporate & Social Partners

Corporate and Social Partners interact with our students through recruitment fairs, internship offers and presence at analytic conferences



Representatives of McKinsey & Company, Solvay and SAS in a conference with QTEM students about Artificial Intelligence (Lausanne, Switzerland November 2017)



QTEM's DNA
Quantitative Techniques for Economics & Management

Excellence
min. GMAT score 650

Quantitative & analytical
min. 50% ECTS + GBAC

International
2+ countries

Professional Experience
min. 1.5 months

Digital Leadership
GBAC

14

6

Your QTEM experience

HEC Lausanne QTEM Student Nikita Brunner

Bachelor in Economics, one-year exchange at Monash Business School

Student in the Master of Science in Economics, 2nd year

QTEM Track 1 Exchange, Hanken School of Economics

President of the QTEM Lausanne Club



For more information:

Nikita.Brunner@unil.ch

15

Your QTEM experience

HEC Masters with the QTEM Program

The following Masters give access to QTEM.

You earn the QTEM Certificate together with these Master's Degrees:

- MSc in Management, MScM
 - MSc in Finance, MScF
 - MSc in Economics, MScE
 - MSc in Accounting, Control and Finance, MSCCF
- } →
- Track 2 Exchanges
Track 1 Exchange
- Track 1 Exchange



16

Your QTEM experience

The selection process at HEC Lausanne

The GMAT, or the GRE, is mandatory in your application for QTEM:

- ≥ 600 required GMAT score
- ≥ 650 recommended GMAT score

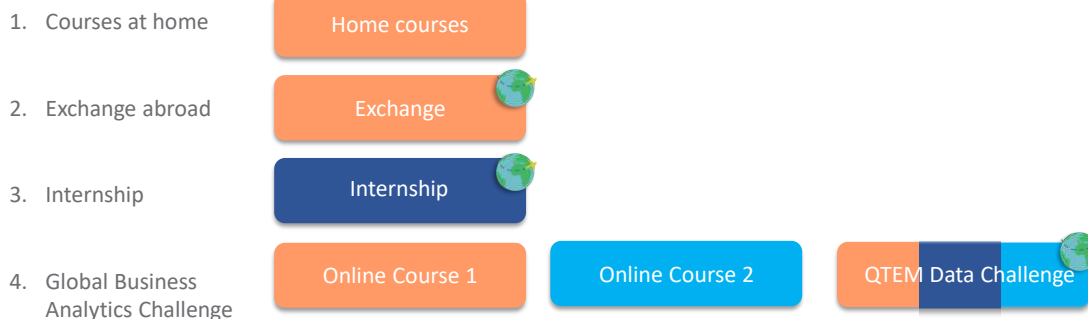
 all QTEM students take this test



17

Your QTEM experience

The different parts of the program - **Track 1 Exchange**




Educational dimensions:

 Analytics learning

 Digital leadership

 Professional experience

 International experience



18

QTEM Track 1 Exchange

Master in Management and Master in Finance (120 ECTS)

Minimum 50% quantitative ECTS (≥ 45 ECTS)					G R A D U A T I O N
	MSc 1 st year Semester 1 Fall	MSc 1 st year Semester 2 Spring	MSc 2 nd year Semester 1 Fall	MSc 2 nd year Semester 2 Spring	
Courses at home + exchange + internship:	HEC Lausanne	HEC Lausanne	Exchange	Internship Master's thesis	
+					
Global Business Analytics Challenge:			Online trainings + QTEM Data Challenge		



21

QTEM Track 1 Exchange

Master in Economics (120 ECTS)

Minimum 50% quantitative ECTS (≥ 45 ECTS)					G R A D U A T I O N
	MSc 1 st year Semester 1 Fall	MSc 1 st year Semester 2 Spring	MSc 2 nd year Semester 1 Fall	MSc 2 nd year Semester 2 Spring	
Courses at home + exchange + internship:	HEC Lausanne	HEC Lausanne	Exchange	Academic thesis Internship ----- Internship Master's thesis	
+					
Global Business Analytics Challenge:			Online trainings + QTEM Data Challenge		



22

QTEM Track 1 Exchange

Master in Accounting, Control and Finance (90 ECTS)

Minimum 50% quantitative ECTS (≥ 37,5 ECTS)					G R A D U A T I O N
	MSc 1 st year Semester 1 Fall	MSc 1 st year Semester 2 Spring	MSc 2 nd year Semester 1 Fall	QTEM Spring	
Courses at home + exchange + internship	HEC Lausanne	HEC Lausanne	Exchange Master's thesis	Internship	
+					
Global Business Analytics Challenge			Online trainings + QTEM Data Challenge		



23

Your QTEM experience

How many quantitative courses for QTEM?

≥ 50% ECTS are quantitative courses

≥ 22 quantitative ECTS on average per QTEM exchange

No more courses than in the “regular” program,
except the MScCCF with ≥ 22 ECTS during the exchange:

≥ 15 quantitative ECTS for HEC

≥ 7 quantitative ECTS for QTEM



Courses from all QTEM partner universities are «tagged» in the
[QTEM Course Database](#) (quantitative, semi-quantitative, qualitative)



24

Your QTEM experience

Selecting your analytical courses

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

Reminder of the rules
can be founded here

- Each course has a quantitative rating: “highly quantitative” or “semi-quantitative” or “non quantitative”
- Each course is assigned to at least one module



25

Your QTEM experience

Five QTEM Modules

1 QTEM module = minimum 20 ECTS

1 or 2 QTEM modules at home university and on exchange

1. Finance and Risk Management
2. Applied Economics and Public Policy
3. Innovation and Strategy
4. Marketing and Supply Chain
5. Business Intelligence and Big Data

**Credits towards the QTEM modules count starting
the first semester of your Master !**

**Can be a complement
of the orientation
of your Master:**

MScM BA with a
QTEM Finance module

MScM SOL with a
QTEM Business Intelligence
& Big Data module



26

Your QTEM experience**The Analytical Internship**

- Covers a period of minimum **240 hours full-time equivalent (1.5 months)**
- Can be undertaken during or after the Master
- Can be done in Switzerland or abroad
- Must be related to a quantitative topic and have a significant analytical content
- Does not necessarily bear ECTS credits



27

Your QTEM experience**Global Business Analytics Challenge (GBAC)****First part:** you follow two online trainings

Data science



Digital leadership

Two intakes
Fall & Spring Semester

**Second part:** you take part in the QTEM Data Challenge (QDC)

- You work in an international team of three QTEM students to analyze exclusive data
- You provide creative solutions and recommendations to real world problems and present your results to a jury of academic and corporate experts
- You learn analytical tools used in a corporate environment while doing a fun project



28

Joining us

The application process and selection timeline – Track 1 Exchange MScM, MScF, MScE, MScCCF



QTEM Application	February 15, 2022	Master students in their 1 st year
GMAT or GRE	May 20, 2022	Extended deadline for submission
Exchange	Fall 2022	



31

Online application Form

How to apply to the QTEM ?

With our online form, open from January 15, 2022: [HEC Exchange Programs Intranet](#)

1. QTEM Student Engagement Form
2. Cover letter (max. 2 pages) – in English
3. Curriculum vitae
4. Learning agreement (study program), one for each chosen destination
➡ choose at least 4 destinations
5. If previous Bachelor studies, copies of all university results & certificates obtained
6. GMAT score: 600 mandatory, 650 recommended; GRE also accepted
7. Proof of proficiency in English if available (mandatory for Monash Business School)
8. Any relevant document



32

Your QTEM experience

GMAT & GRE

GMAT	GRE
Total GMAT score minimum: 600	Predicted GMAT Total Score minimum: 600
www.mba.com/global	www.ets.org/gre GRE Comparison Tool for Business Schools
HEC Lausanne GMAT code: VTR-GM-28	HEC Lausanne GRE code : 0076
QTEM GMAT code : QTEM	



Your official test must be sent to QTEM

33

Your QTEM Experience

Financial supports for an exchange

- Reduced UNIL semester fee of CHF 180.- per semester
- No registration fee at the partner university
- Mobility grants, per semester:
 - **SEMP (Ex-Erasmus) grant:** CHF 1900.-
 - **Faculty grant:** CHF 2500.-
- SEMP grants for internships in Europe and from 2021-2022 also outside of Europe:
 - **SEMP Training grant:** CHF 440.- per month
- Financial Assistance from the UNIL ([information at the SASME](#))



35

Your QTEM Experience

QTEM contact

Isabelle Schmid

Exchange Program Manager
& QTEM Program

E-mail: Isabelle.Schmid@unil.ch

Office: Internef, office 256.1

Phone: 021 692 36 85

Zoom ID: 425 948 0952



Internef building, 2nd floor
Above the cafeteria



36

Why join QTEM?

Because the QTEM Certificate validates that you have:

- ✓ A qualifying **GMAT**
- ✓ An international experience in at least 2 countries
1 or 2 exchanges
Minimum 22 quantitative ECTS per exchange
- ✓ An analytical internship, in Switzerland or abroad
- ✓ 50% quantitative courses
- ✓ 1 or 2 QTEM Modules, to be completed during the Master
- ✓ The Global Business Analytics Challenge (GBAC)



37



39