To inspire for transformation of the region and the world

To empower and support leaders on their path to success

Openness to the world
Continuous development
Entrepreneurial leadership
Partnership as a form of cooperation
The Moscow School of Management SKOLKOVO was established in 2006 on the initiative of the business community.

In 2019, SKOLKOVO received international EQUIS accreditation, awarded to only 1% of business schools globally.

SKOLKOVO is the most dynamic and entrepreneurial private business school in Russia and CIS.

WITH THANKS TO

Alexander Abramov
Roman Abramovich
Ruben Vardanyan
Alexander Voloshin
Valentin Zavadnikov
Leonid Melamed
Leonid Mikhelson
Konstantin Nikolaev
Roman Popov
Sergey Popov
Andrey Rappoport
Credit Suisse
SUN Group and Shiv Vikram Khemka
Russian Standard Bank and Roustam Tariko
VEB.RF
Itera
Severstal and Alexey Mordashov
Sberbank of Russia and Herman Gref
GUM Trading House and Mikhail Kusnirovich
The ambitious project was implemented thanks to a partnership with Russian entrepreneurs: starting out as a sketch on paper, the school was transformed into the largest private business school in Russia and the CIS.

Continued support and attention from its founders help the SKOLKOVO Community to keep growing and developing.
Advancing Russian Business Education since 2006

36 SKOLKOVO Business School professors and researchers

150 professors from world business schools

2,500 graduates of degree and entrepreneurial programmes

1,028 graduates of the Rectors’ School

22,000 attendees of corporate programmes

9 institutes and research centres

20 educational programmes

ACCRREDITATIONS AND PARTNERSHIPS
Transformative Knowledge for Business Development

Programmes for business at all development stages, from start-up to major corporation accessing international markets
DEGREE PROGRAMMES

- SKOLKOVO Executive MBA
- SKOLKOVO MBA
- HKUST-SKOLKOVO EMBA for Eurasia

ENTREPRENEURSHIP PROGRAMMES

- Startup Academy
- Practicum

CORPORATE PROGRAMMES

SKOLKOVO FAMILY

- Startup Academy Junior
- Career Navigator Junior
- Employing Culture: Humanities for Business

OPEN ENROLLMENT PROGRAMMES

- Open Courses
- Executive Coaching
- Digital Transformation Programme
- Management in Healthcare: Leaders of change
- Healthcare Management Programme

PARTNERSHIP PROGRAMMES

- LIFT by IMD & SKOLKOVO
- MOOVE by MTS & SKOLKOVO
- Innovation Bootcamp by THNK School of Creative Leadership & SKOLKOVO

PUBLIC STRATEGIES

- Master in Public Strategy
- The Next Step for Schools
- Rectors’ School
- Programmes for cities and regions

ONLINE EDUCATION

- Online focused courses
- Online solutions for companies

Wealth Transformation Centre

Healthcare Development Centre

Centre for Research in Financial Technologies and Digital Economy SKOLKOVO-NES

Institute for Emerging Market Studies

Executive Coaching, Career and Development Centre

Energy Centre

Education Development Centre

Digital Transformation Centre

Consumer Market Development Centre
Management Structure
Cooperating with the Best

The faculty of the school combine academic experience and contemporary business practice.
STRATEGIC PARTNERSHIPS and joint programmes with business schools

- HKUST (Hong Kong, China)
- IMD (Lausanne, Switzerland)
- ESMT (Berlin, Germany)
- University of St. Gallen (HSG), Switzerland
- Gordon Institute of Business Science (GIBS), South Africa
- Shanghai Advanced Institute of Finance (SAIF)
- Cheung Kong Graduate School of Business (CKGSB), China
- Hong Kong University of Science and Technology (HKUST), Hong Kong
- Tsinghua University PBC School of Finance, China
- Dongying Government, Shandong Province, China

INTERNATIONAL RECOGNITION

6 international awards for case studies and programmes

Our educational programme entitled Monocities: A Long Journey of Transformation won a prize at the 2018 EFMD Excellence in Practice competition, a prestigious contest recognising best educational practices, in the special Ecosystem Development category.

This was the first time that the educational programme of a Russian business school had a gold medal in the competition between the most prestigious global educational institutions.

INTERNATIONAL MODULES

from global business schools at the SKOLKOVO business school:

- University of St. Gallen (HSG), Switzerland
- Gordon Institute of Business Science (GIBS), South Africa
- Shanghai Advanced Institute of Finance (SAIF)
- Cheung Kong Graduate School of Business (CKGSB), China
- Hong Kong University of Science and Technology (HKUST), Hong Kong
- Tsinghua University PBC School of Finance, China
- Dongying Government, Shandong Province, China

36 full-time professors and researchers

>1,300 guest speakers

9 institutes and research centres

>200 studies in various areas, from the energy sector to charity. We study in detail Russian business and prepare study materials and case studies, adding real-world examples to our educational programmes.
Cutting-Edge Research and Expertise

The Moscow School of Management SKOLKOVO is the centre of expertise and attraction for those who rely on Russia and work in emerging markets.

We address the key challenges facing the economy, business and society.
Centres of functional and industry expertise
- Applied research and consulting projects
- Development of new educational programmes
- Creation of case studies based on materials of Russian businesses

9 institutes and research centres

<table>
<thead>
<tr>
<th>Institute/centre</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>INSTITUTE FOR EMERGING MARKET STUDIES</td>
<td>Moscow School of Management SKOLKOVO (IEMS)</td>
</tr>
<tr>
<td>EXECUTIVE COACHING, CAREER AND DEVELOPMENT CENTRE</td>
<td>Moscow School of Management SKOLKOVO</td>
</tr>
<tr>
<td>ENERGY CENTRE</td>
<td>Moscow School of Management SKOLKOVO</td>
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<tr>
<td>EDUCATION DEVELOPMENT CENTRE</td>
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<td>Moscow School of Management SKOLKOVO</td>
</tr>
<tr>
<td>CENTRE OF DIGITAL TRANSFORMATION</td>
<td>Moscow School of Management SKOLKOVO</td>
</tr>
<tr>
<td>CENTRE FOR RESEARCH IN FINANCIAL TECHNOLOGIES AND DIGITAL ECONOMY</td>
<td>SKOLKOVO-NES</td>
</tr>
<tr>
<td>HEALTHCARE DEVELOPMENT CENTRE</td>
<td>Moscow School of Management SKOLKOVO</td>
</tr>
<tr>
<td>CONSUMER MARKET DEVELOPMENT CENTRE</td>
<td>Moscow School of Management SKOLKOVO</td>
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</table>
Our Educational Concept

Experiential learning
All our programmes are built on the principle of "learning by doing" and include theoretical courses, practical assignments, project work, and international modules.

Programme participants work on real-life projects and draft strategic development projects for their organisations with the support of the business school’s experts and professors.

The results are presented to management of the companies, and the best projects are implemented.
Degree Programmes

Practical focus
Integration into the SKOLKOVO Community
<table>
<thead>
<tr>
<th>Program</th>
<th>Description</th>
<th>Duration / Modules</th>
</tr>
</thead>
<tbody>
<tr>
<td>SKOLKOVO MBA</td>
<td>International educational programme for anyone interested in acquiring a wide range of management knowledge, achieving a career breakthrough or elevating their business to a new level</td>
<td>18 MONTHS / 17 MODULES</td>
</tr>
<tr>
<td></td>
<td></td>
<td>INTERNATIONAL MODULES IN THE USA AND CHINA</td>
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<td></td>
<td></td>
<td>CONSULTING MODULE WITH MCKINSEY</td>
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<tr>
<td></td>
<td></td>
<td>COURSE AND MODULE ON LEADERSHIP IN KAMCHATKA</td>
</tr>
<tr>
<td>SKOLKOVO Executive MBA</td>
<td>International business education for senior managers and business owners</td>
<td>18 MONTHS / 17 MODULES</td>
</tr>
<tr>
<td></td>
<td></td>
<td>INTERNATIONAL MODULES IN THE USA AND CHINA</td>
</tr>
<tr>
<td>HKUST-SKOLKOVO EMBA for Eurasia</td>
<td>International Executive MBA programme with a focus on the Eurasian market. The programme was developed in cooperation with the Hong Kong University of Science and Technology (HKUST) and is taught in leading business schools in 7 countries</td>
<td>DUAL DEGREE SKOLKOVO and HKUST business schools</td>
</tr>
<tr>
<td></td>
<td></td>
<td>16 MONTHS / 14 MODULES</td>
</tr>
<tr>
<td></td>
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<td>ACROSS 7 COUNTRIES: Russia, China, India, the USA, Switzerland, Kazakhstan, Israel</td>
</tr>
</tbody>
</table>
Entrepreneurship Programmes

- Short-term educational programmes
- Unique teaching methodology
- Resolution of specific business objectives
- Studying alongside like-minded people and integration into the SKOLKOVO Community
SKOLKOVO Startup Academy

An educational programme for entrepreneurs making their first sales or scaling up their business

4 MONTHS

INDIVIDUAL SESSIONS WITH A MENTOR

INVESTOR’S DAY: PITCHING TO INVESTORS, BUSINESS ANGELS AND VENTURE CAPITAL FUNDS

SKOLKOVO Practicum

Programme for entrepreneurs to facilitate development of their business and the creation of a personal strategy in an environment of like-minded people

5 MONTHS

INTER-MODULE TEAMWORK AND WORK WITH PROFESSORS

CREATION OF A BUSINESS MODEL AND A DEVELOPMENT STRATEGY
Open Enrollment Programmes for Competencies Development

Over 20 programmes enabling students to obtain a business education in a convenient format.
Leadership Development Programmes

- Executive Coaching for the Development of Executives, Top Management Teams, and Organisations
- LIFT: Leadership Identity Foundation and Transformation
- Leaders as Teachers
- Build Your Own Brand
- Strategic Leadership: The Art of Decision-Making
- Shaping the Future: Proactive Strategy
- Leadership Development Programme
- HR as a Partner for Business

Business Development Programmes

- High Performance Team Communication
- Complex Projects: From an Idea to its Implementation
- Multi-Dimensional Negotiation: Goals, Relationships and Commitments
- Operational Excellence
- Leadership and Communication in International Business
- Business Valuation (Aswath Damodaran's original course)
- Chief Digital Transformation Officer (CDTO)
- Leading Complex Projects
- Management in Healthcare

SKOLKOVO Family Programmes

- Employing Culture: Humanities for Business
- Startup Academy Junior
- Career Navigator Junior
Corporate Programmes

Developing companies through developing people
Mission

Help employees unlock their potential, gain a sense of their company’s goals and objectives, and prepare them to resolve new atypical challenges.

As a result, obtain a motivated and energetic team of like-minded people who will be able to implement the chosen development strategy.

- 22,000 attendees of Corporate Programmes
- 10 companies from the Fortune 500 List
- 20% international companies
- 80% Russian companies
- 20 industries in the programme portfolio
- >400 programmes implemented
- >40 programme topics

SKOLKOVO Trend Award

The first ceremony took place in 2015.

Award conferred by Moscow School of Management SKOLKOVO to the corporate and state partners for the best projects and integrated solutions, successfully implemented with the assistance of and in cooperation with the school.

175 corporate customers
Project Approach

Learning by development
The project method enables participants to learn, develop themselves and their companies.

- Assessment Centre
- Involvement of the customer’s team in the project
- Providing industry specifics
- Interdisciplinary approach
- Integration into Skolkovo community
- Development of real-life projects
- Reflection/analysis at all stages

New quality of employees

- >50% of programme participants get promotions

All programmes are tailored to the company’s objectives

Projects implemented

- 70% of projects developed during the programme are then implemented by companies.
Public Development Solutions

The Institute for Public Strategy aims to raise public leaders and develop educational programmes for all types of government and public organisations.
Insitute for Public Strategy

The Institute for Social Strategies was established in 2017 to develop training programmes for government organisations

Andrei Volkov, Director of the Institute

The Next Step for Schools

Educational programme for schools strategic managers aimed at improving their managerial performance and development of transformational projects in the field of school education

Rectors’ School

Educational programme for professionals, interested in university development and facilitating systemic change in universities

Master in Public Strategy

Educational environment for public leaders, which provides you with the ability to analyze existing public strategies and develop new ones

Educational programmes for government bodies

Development and implementation of educational programmes for federal authorities

Design and implementation of educational programmes and strategic sessions for managing teams in charge of city and regional development

Conducting research and consulting
The SKOLKOVO Business School Campus serves as a platform for dialogue between representatives of business, government and society.
School Campus
To implement the concept, the school’s founders chose the British architect David Adjaye. The campus is a unique work of architecture inspired by the painting *Suprematism* by well-known Russian avant-garde artist Kazimir Malevich.

- The campus regularly hosts major exhibitions, festivals and film screenings.
- **40,000** guests per year.
- **>600** events per year.

Study in one of the most beautiful buildings in the world.

- **16** lecture halls.
- **49** rooms for group and project work.
- **2** hotels: Pamir and Tien-Shan.
- **17** cottages for teachers, students and guests.
- Well-maintained park.
- SKOLKOVO Business School fitness club, by PRO TRENER.
- Several restaurants and cafés.
We are committed to integrating sustainable development principles into our programmes and operations.
Moscow School of Management SKOLKOVO considers the sustainable development concept built on the balanced management of economic, social and environmental resources to serve as the underlying framework for new opportunities for business, the public sector and society.

We are committed to integrating sustainable development principles into our programmes and operations, ramping up our expertise through our research centres, and promoting the establishment of dialogue and dissemination of best practices through expert events and publications.

We adhere to ethical operating principles and encourage them in our community of students and alumni. To address issues of non-compliance with the Ethics Code, we have established an Ethics Committee.

SKOLKOVO Business School advocates responsible consumption and decrease in the environmental impact.
Most Active Business Community

Goal:
To open up new business and communications opportunities to each other
School for alumni

- Alumni Only educational programmes
- Loyalty programme: special terms for continuing education
- Over 30 alumni clubs: business, sports, hobbies, lifestyle
- SKOLKOVO Alumni Awards for graduates with the most impressive achievements
- Career counseling

Alumni for the school

- Participation in school events and programmes
- Patrons Club and grant initiatives
- Support for the community as SKOLKOVO Ambassadors

2,500 graduates of degree and entrepreneurial programmes

- 73% men
- 27% women

- 31% senior managers
- 23% owners of large and medium-sized businesses
- 16% functional managers
- 11% others
- 10% owners of small businesses
- 9% managers/specialists

87 Russian cities

33 countries
Bigger Skolkovo

Ecosystem pooling educational institutions, municipal entities, infrastructure facilities and residential districts
The Bigger Skolkovo district is located in the south-west of Moscow, bordering the city. Some areas of the district are classified as part of the city, while others are classified as part of Moscow Region.
SKOLKOVO Family

A business school for all ages

Educational programmes for the next generation of entrepreneurs; new learning formats for anyone who wants to expand their worldview
### Humanities for Business

<table>
<thead>
<tr>
<th>Lectures, seminars and workshops by leading experts in the humanities</th>
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<tbody>
<tr>
<td>CLUB PROGRAMME</td>
</tr>
<tr>
<td>CULTURAL ELECTIVE</td>
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<tr>
<td>COMMUNICATION PRACTICE</td>
</tr>
<tr>
<td>SPECIAL EVENTS</td>
</tr>
</tbody>
</table>

### Startup Academy Junior

<table>
<thead>
<tr>
<th>Educational programme on entrepreneurship for senior pupils</th>
</tr>
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<tbody>
<tr>
<td>INTERACTIVE WORKSHOPS</td>
</tr>
<tr>
<td>TESTING</td>
</tr>
<tr>
<td>BUSINESS GAMES</td>
</tr>
<tr>
<td>TEAMWORK</td>
</tr>
</tbody>
</table>

### Career Navigator Junior

<table>
<thead>
<tr>
<th>A programme designed to develop the professional identity of the younger generation (ages 14–17)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS GAMES AND EXERCISES</td>
</tr>
<tr>
<td>TOURS</td>
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<tr>
<td>REFLECTION</td>
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<tr>
<td>CAREER ADVICE</td>
</tr>
<tr>
<td>CAREER GUIDANCE TESTING</td>
</tr>
</tbody>
</table>
Our Friends and Partners

We believe that cooperation is the very basis for achieving our goals.

We are developing strategic partnerships with Russian and foreign companies.

We participate in humanitarian projects contributing to the growth of the Russian economy.

- Aurora Dialogues: The Future of Impact Humanitarian Initiative, in partnership with RVVZ Foundation
- Atlanty Business Forum
- EY competitions: Russian Entrepreneur of the Year and Entrepreneurial Winning Women
Get to know the SKOLKOVO Business School

Join our open events: workshops, lectures, programme presentations and business games

Learn more at skolkovo.ru/en/