



Quantitative  
Techniques  
for Economics  
and Management



TUM School of Management  
Technical University of Munich



# Join the Global Analytics Network QTEM

Using analytics  
to create a better world



“

Today companies recognize that success with AI and analytics requires not just data scientists but more importantly “translators”:

they ensure that the deep insights generated through sophisticated analytics translate into impact at scale in an organization

**Harvard  
Business  
Review**

“

Forget Data Scientists  
And Hire A Data  
Translator Instead?

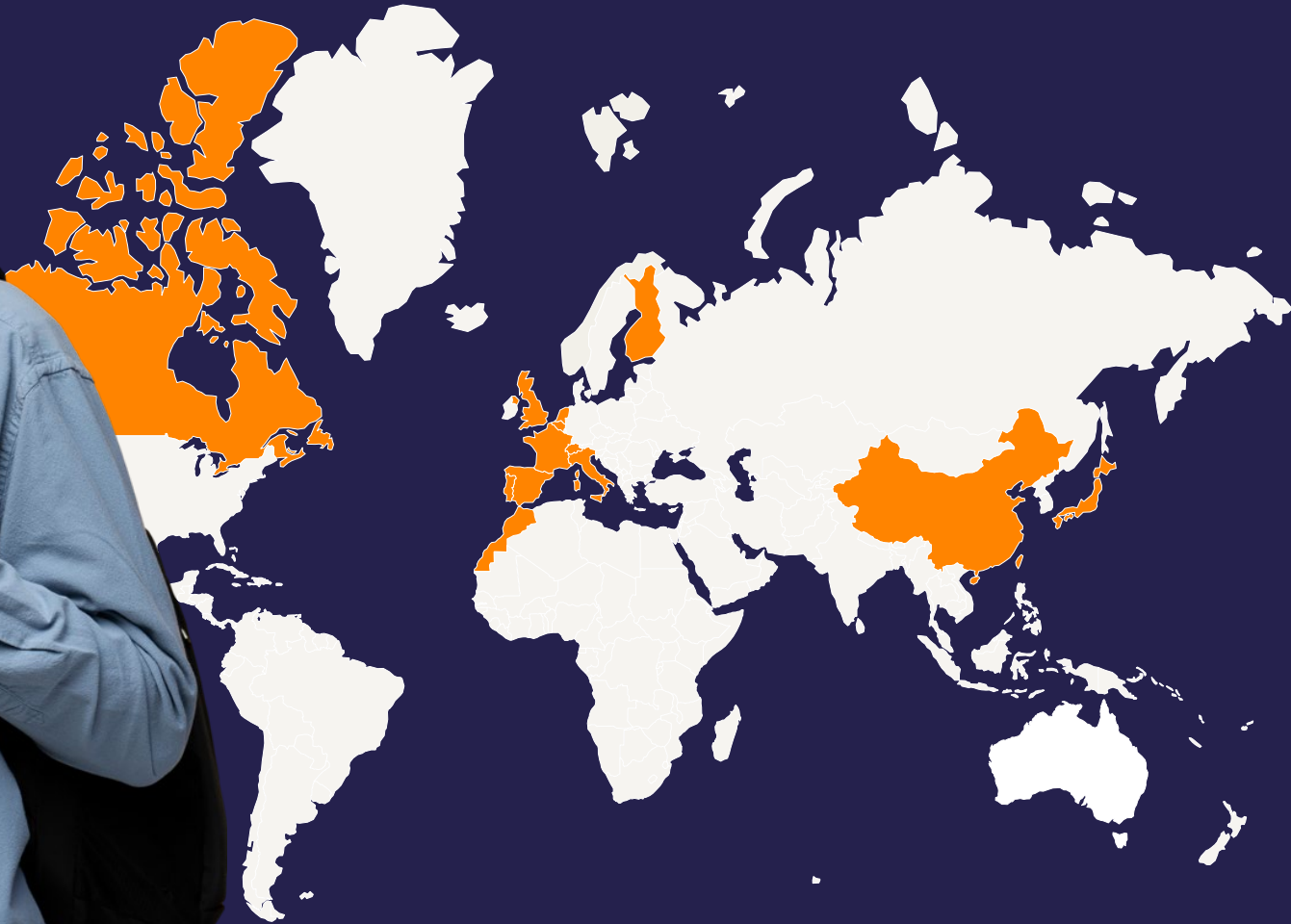
A data translator is someone who can “talk the talk” of both the executives and the data scientists

**Forbes**

The QTEM  
network was  
created to  
equip students  
with these skills



QTEM, the global network involving more than 20 outstanding ranked business schools and universities worldwide



14  
countries

4  
continents



# QTEM program offer:



Gain  
**Quantitative  
and analytical** skills

- GMAT test (for admission)
- Quantitative courses at home and abroad in specific modules
- Data Science training



Get  
**In-field experience**  
Access the network's  
Corporate Partners

- Activities with QTEM Corporate Partners
- Internship 6 -8 weeks
- QTEM Data Challenge



**Discover the world**  
Up to two semesters abroad at  
QTEM Academic Partners

- 1 or 2 exchanges and/or other international exposure
- Be part of the QTEM community
- Multicultural collaboration training

✓ **Global Business Analytics Challenge (GBAC)**



Earn the QTEM  
Certificate  
together  
with your TUM  
**Master's Degree**

# QTEM program offer:



Gain  
**Quantitative  
and analytical** skills

- GMAT test (for admission)
- Quantitative courses at home and abroad in specific modules
- Data Science training



Get  
**In-field experience**  
Access the network's  
Corporate Partners

- Activities with QTEM Corporate Partners
- Internship 6 -8 weeks
- QTEM Data Challenge



**Discover the world**  
Up to two semesters abroad at  
QTEM Academic Partners

- 1 or 2 exchanges and/or other international exposure
- Be part of the QTEM community
- Multicultural collaboration training

✓ **Global Business Analytics Challenge (GBAC)**



Earn the QTEM  
Certificate  
together  
with your TUM  
Master's Degree



# Specialize in top analytical fields

↓ During your Master's in "Management and Technology", you can access exclusive courses at TUM and our QTEM partner universities in these different modules



Applied  
Economics  
& Public Policy



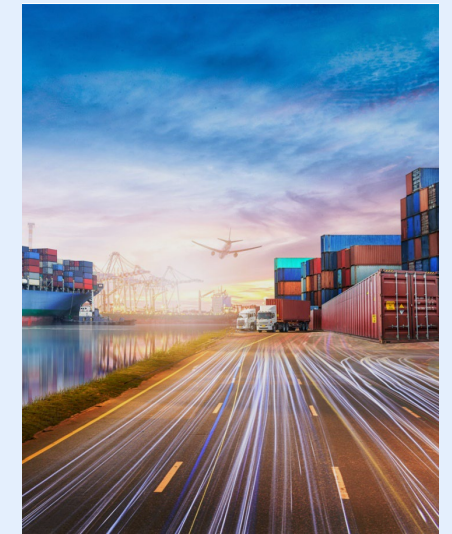
Business  
Intelligence  
& Big Data



Finance & Risk  
Management



Innovation  
& Strategy



Marketing  
& Supply Chain



# Embark into Data Science training (GBAC)



Receive an  
interactive training  
in the most used  
programming  
languages



Apply the acquired  
knowledge to  
practical real cases



Participate  
to session with  
experts in the  
data management  
industry



Become the link between the data and the business

# QTEM program offer:



Gain  
**Quantitative  
and analytical** skills

- GMAT test (for admission)
- Quantitative courses at home and abroad in specific modules
- Data Science training



Get  
**In-field experience**  
Access the network's  
Corporate Partners

- Activities with QTEM Corporate Partners
- Internship 6 -8 weeks
- QTEM Data Challenge

✓ **Global Business Analytics Challenge (GBAC)**



**Discover the world**  
Up to two semesters abroad at  
QTEM Academic Partners

- 1 or 2 exchanges and/or other international exposure
- Be part of the QTEM community
- Multicultural collaboration training



Earn the QTEM  
Certificate  
together  
with your TUM  
Master's Degree

# Meet our Corporate Partners through QTEM exclusive activities

In house  
classes/visits



Job Fairs  
& academic  
events



QTEM Data  
Challenge



Company  
in the  
Classroom



Conferences



Online  
webinars



Job offers

Our  
Partners →

*Cartier*

**Deloitte.**

**ENGIE**

**EY**  
Building a better  
working world

**Gjensidige**

**KEYROCK**

**McKinsey  
& Company**

**Millennium**  
bcp

**optiver**

**ORTEC**  
OPTIMIZE YOUR WORLD

**Q8**

**Reacfin**

**Santander**  
Universitäten

**BritishRedCross**

**MEDECINS  
SANS FRONTIERES**



# Learn by doing, the quantitative internship

- ✓ 6-8 weeks internship
- ✓ Quantitative focus
- ✓ Home or abroad
- ✓ At a QTEM Corporate Partner or any other company / institution



Kim Heijlighen  
Tilburg University  
QTEM 2019 alumna

“

My internship at EY was the ideal opportunity to get firsthand experience in the consulting field. Not only did I obtain useful knowledge and experience academically and professionally but was also an amazing social experience

”

# QTEM program offer:



Gain  
**Quantitative  
and analytical** skills

- GMAT test (for admission)
- Quantitative courses at home and abroad in specific modules
- Data Science training



Get  
**In-field experience**  
Access the network's  
Corporate Partners

- Activities with QTEM Corporate Partners
- Internship 6 -8 weeks
- QTEM Data Challenge



**Discover the world**  
Up to two semesters abroad at  
QTEM Academic Partners

- 1 or 2 exchanges and/or other international exposure
- Be part of the QTEM community
- Multicultural collaboration training

✓ **Global Business Analytics Challenge (GBAC)**

Earn the QTEM  
Certificate  
together  
with your TUM  
Master's Degree





# Discover the world



## Up to two semesters abroad at QTEM Academic Partners

# More than 50% of QTEM Academic Partners are Triple-Crown accredited

## Triple-Crown accreditation





# Level up your soft skills (GBAC)

Stand out in today's work environment

Practice new methodologies and techniques on real-life cases

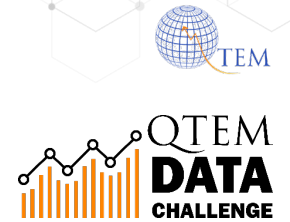
Topics covered during interactive sessions

- Multicultural management
- Data storytelling
- Effective feedback
- Presentations design and pitch



# Compete in the QTEM Data Challenge (GBAC)

An applied data-driven consultancy project

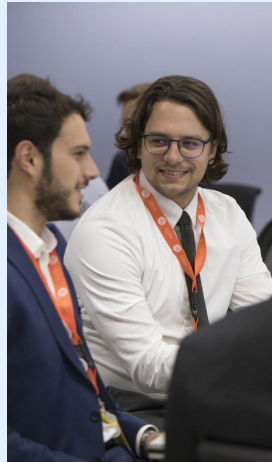


International groups of 3-4 QTEM students supported by international coaches/experts from Corporate and Academic worlds

Interact with the Company providing the real data set

Apply your analytical skills to solve a complex business case

Deliver your Conclusions to a jury of academic and corporate experts





# Summary of the different parts of the QTEM program



# The QTEM experience continues after your graduation

## Be part of a growing international community





# Stay tuned with your QTEM peers

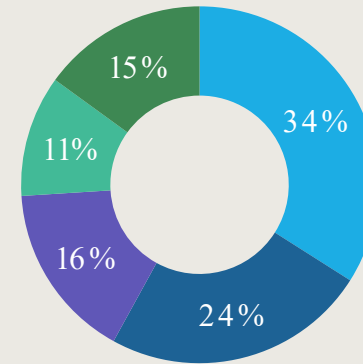
Great networking opportunities with alumni in various industries & sectors worldwide

 92%

Alumni highly recommend QTEM program to their peers

Alumni Survey 2023

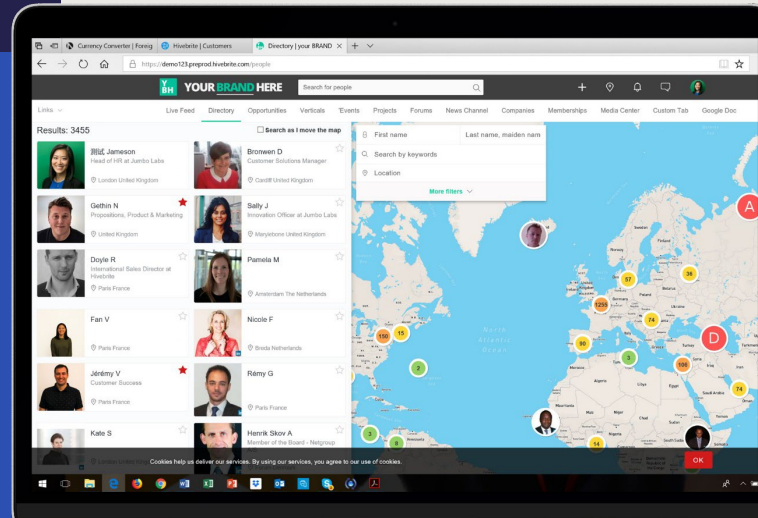
Where our QTEM alumni are working



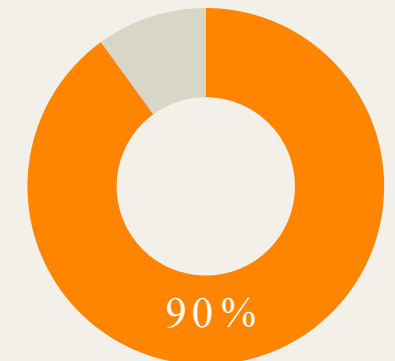
- Consulting
- Financial Services & Banking
- Consumer Goods & Services
- Information Technology & Services
- Other

Use the alumni community platform to:

- Find/Post job/internship
- Create/Attend events
- Network



Alumni who found a job within 3 months of graduation





# How to join the Network?



# The selection process at TUM School of Management



TUM School of Management  
Technical University of Munich

15 spots  
per academic year available

The following Master's program  
give access to QTEM

Earn the QTEM certificate  
together with the Master's  
Degree from TUM in:

- Master in Management & Technology



GMAT is a compulsory  
entry pre-requirement:

$\geq 605$   
(GMAT Focus Edition)

student meets  
the common  
acceptance pre-  
requisite for QTEM

$555 < 595$   
(GMAT Focus Edition)

student can be  
considered for  
QTEM if s/he has  
an exceptional file

Overall selection criteria at TUM:

- Academic excellence
- English proficiency
- Quantitative proficiency
- International experience
- Professional/ extra-curricular experience
- Interview with the QTEM Dean



# Joining us

## The application process and selection timeline

Please scan the code for further information on the application process at TUM School of Management



|                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>2 December</b></p> | <div data-bbox="1220 404 1294 508" data-label="Image"></div> <p>Deadline to submit your application to TUM School of Management</p> <ol style="list-style-type: none"> <li>1. Registration for application via Evasys: <a href="#">Online registration</a></li> <li>2. Application via e-mail to <a href="mailto:gtem@mgt.tum.de">gtem@mgt.tum.de</a> <ul style="list-style-type: none"> <li>• Bachelor Degree OR</li> <li>• Current Transcript of Records (for students from the Bachelor's program in Management and Technology in their last Bachelor's semester)</li> <li>• 5 preferences from QTEM Partner Universities (specified in "application registration" link)</li> <li>• A list of courses and results with quantitative contents taken at TUM School of Management (min 30 ECTS) <b>OR</b></li> <li>• GMAT (or GRE) 650 and higher (taken within the last 3 years) / GMAT Focus Edition 605 or higher</li> <li>• Abitur / Baccalaureate / A level certificate</li> <li>• English certificate (C1 or higher) or equivalent</li> <li>• Letter of motivation in English (max. 1½ pages)</li> <li>• CV</li> <li>• Matriculation certificate</li> </ul> </li> </ol> |
| <p><b>January</b></p>    | <div data-bbox="1200 1039 1314 1132" data-label="Image"></div> <p>Interviews of QTEM applicants</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <p><b>30 March</b></p>   | <p>Final list of QTEM candidates is confirmed by QTEM Central</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <p><b>20 May</b></p>     | <p>Deadline to submit GMAT/GRE test score to QTEM Central</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <p><b>August 25</b></p>  | <p>The (first) QTEM exchanges begin...</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |



# Your QTEM experience in your MMT

| Minimum 45 ECTS quantitative credits in MMT |                                                                                                             |                                                                                                             |                                                              |                              |                                                                   |
|---------------------------------------------|-------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------|------------------------------|-------------------------------------------------------------------|
|                                             | 1st semester<br>(30 ECTS)                                                                                   | 2 <sup>nd</sup> semester<br>(30 ECTS)                                                                       | 3rd semester<br>(30 ECTS)                                    | 4th semester<br>(30 ECTS)    | Possible 5th<br>semester                                          |
| Courses at home<br>+ exchanges              | TUM                                                                                                         | TUM                                                                                                         | Exchange at a QTEM<br>Academic Partner                       | TUM                          | (e.g. Participation<br>in a 2 <sup>nd</sup> exchange<br>semester) |
|                                             | Electives /<br>Specialization in<br>Management<br>(15 ECTS)<br>Specialization in<br>Technology (15<br>ECTS) | Electives /<br>Specialization in<br>Management<br>(15 ECTS)<br>Specialization in<br>Technology (15<br>ECTS) | Electives or<br>Specialization in<br>Management<br>(30 ECTS) | Master's Thesis<br>(30 ECTS) |                                                                   |
|                                             | +                                                                                                           |                                                                                                             |                                                              |                              |                                                                   |
| GBAC                                        | 2 trainings + QDC                                                                                           | OR 2 trainings + QDC                                                                                        | OR 2 trainings + QDC                                         | OR 2 trainings + QDC         |                                                                   |
|                                             | *Students can decide in which term to carry out the 2 online trainings followed by the QTEM Data challenge  |                                                                                                             |                                                              |                              |                                                                   |
|                                             | +                                                                                                           |                                                                                                             |                                                              |                              |                                                                   |
| Internship                                  | Internship                                                                                                  |                                                                                                             |                                                              |                              | OR Internship                                                     |



Graduation

# Joining us

## Decision making support



<https://www.qtem.org/>



<https://qtem.org/en/academic-partners/academic-calendar>

### Academic calendars

Academic partners

26 selected

Fall semester Spring semester Summer semester

|               | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | May. | Jun. | Jul. | Aug. |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|
| AU - MONASH   |      |      |      |      |      |      |      |      |      |      |      |      |
| BE - SBS-EM   |      |      |      |      |      |      |      |      |      |      |      |      |
| CAN - HEC M.  |      |      |      |      |      |      |      |      |      |      |      |      |
| CH - HEC L.   |      |      |      |      |      |      |      |      |      |      |      |      |
| CN - XIAMEN   |      |      |      |      |      |      |      |      |      |      |      |      |
| CN - ZHEJIANG |      |      |      |      |      |      |      |      |      |      |      |      |
| CN - HIT      |      |      |      |      |      |      |      |      |      |      |      |      |
| CN - IBSS     |      |      |      |      |      |      |      |      |      |      |      |      |
| DE - TUM      |      |      |      |      |      |      |      |      |      |      |      |      |
| DE - Goethe   |      |      |      |      |      |      |      |      |      |      |      |      |
| ES - BSM      |      |      |      |      |      |      |      |      |      |      |      |      |
| FI - HANKEN   |      |      |      |      |      |      |      |      |      |      |      |      |
| FR - EDHEC    |      |      |      |      |      |      |      |      |      |      |      |      |



<https://qtem.org/en/studecoursesnts/>

Keywords

Type your keywords here

QTEM Module or Sub-module

Select module or sub-module...

University

Select university...

Semester

Choose semester...

Academic Year

2023-2024

SEARCH COURSES

RULE FOR COURSE SELECTION

COURSE QUANT RATING



QTEM  
Student Association

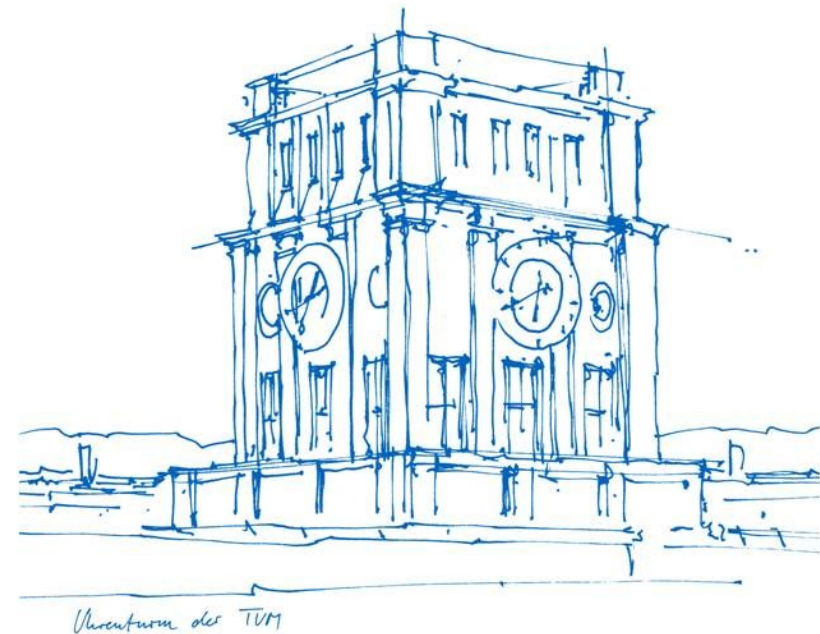
## Munich Club



President  
Philipp  
Bockshecker



Vice-President  
Florian  
Reinkensmeier



# QTEM Annual Event and Graduation Ceremony In Brussels 2023



<https://youtu.be/xZP6RJubhwU>

<https://www.qtem.org/>

## Joining us

### TUM School of Management QTEM contacts



**Prof. Rainer KOLISCH**  
QTEM Dean



**Ute HELFERS**  
International Office  
Team Lead



**Josephina BUHR**  
International Office  
Program Coordinator



[qtem@mgt.tum.de](mailto:qtem@mgt.tum.de)  
+49 (89) 289 25028

# Joining us

## How to get in contact with the TUM QTEM coordinators

**TUM School of Management - International Office 3<sup>rd</sup> floor**  
(room 3550) student hub

### Contact persons:

Program Coordinator: Ms. Josephina BUHR

Program Manager: Ms. Ute HELFERS

**Office hours:** Wednesday 10 am – 12 noon

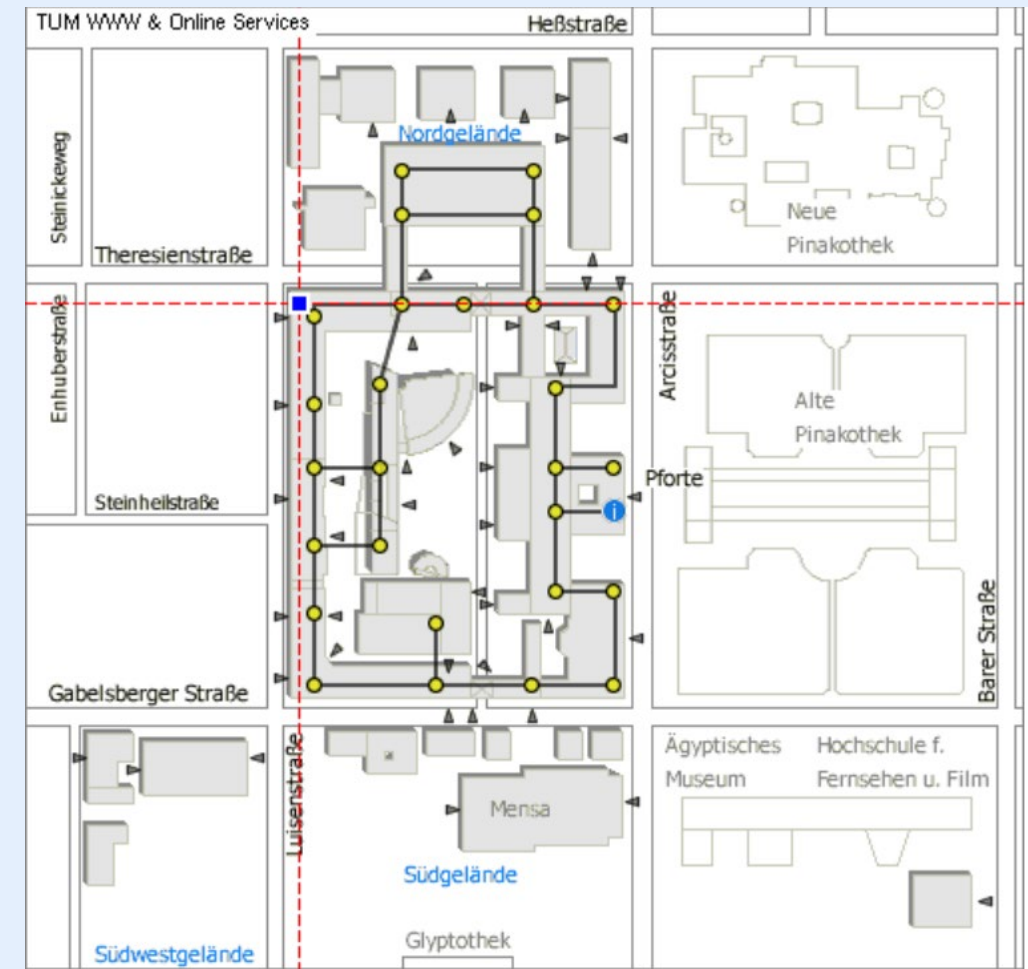
**Email:** [qtem@mgt.tum.de](mailto:qtem@mgt.tum.de)

**Telephone:** 089 289 25028

### Website:

<https://www.mgt.tum.de/programs/international-exchange-programs/going-abroad/qtem>

<https://www.qtem.org>





Quantitative  
Techniques  
for Economics  
and Management

**TUM**  
TUM School of Management  
Technical University of Munich



# Thanks!

## Join the QTEM community today

Questions?

**Application Deadline: 2 December 2024!**

Follow  
QTEM

