



SGH

From hunting for talents to PARTNERSHIP

Daniel Lichota, Director of Centre for Corporate Relations
Warsaw School of Economics, Poland



SGH Warsaw School of Economics is the oldest and the highest ranked university of economics and management in Poland.

Its history dates back to 1906. Its mission has continuously been to educate economists and business leaders serving the nation, country and the region.

SGH is famous for its **tradition, flexible adjustments** of programmes to students' needs, **unquestionable education level**, and **successful alumni**.



SGH graduates hold the most important decision-making positions in business and governmental structures both in Poland and abroad.

In the last 25 years SGH alumni were:

- 2 Marshals of the Polish Parliament
- 1 Prime Minister
- 5 Deputy Prime Ministers
- 1 EU Commissioner
- 9 Ministers of Finance
- 2 Ministers of Foreign Affairs
- 1 Minister of Economy
- 1 Minister of Transportation and Maritime Economy
- 2 Presidents of The National Bank of Poland
- The main negotiator of Polish membership in the EU
- Many CEOs of biggest Polish companies, MPs, EU MPs, members of Polish Monetary Councils

Some current prominent examples of functions held by SGH alumni include:

- Marek Dietl, Ph.D. – President of the Warsaw Stock Exchange
- Marek Chrzanowski, Ph.D. – President of the Polish Financial Supervision Authority
- Prof. Adam Glapiński – President of the National Bank of Poland
- Prof. Leszek Balcerowicz – former Ministry of Finance
- Prof. Andrzej Kaźmierczak – Member of the Polish Monetary Council
- Members of the European Parliament: Prof. Bogusław Liberadzki, Prof. Danuta Hubner, Prof. Dariusz Rosati



Unique, flexible educational model

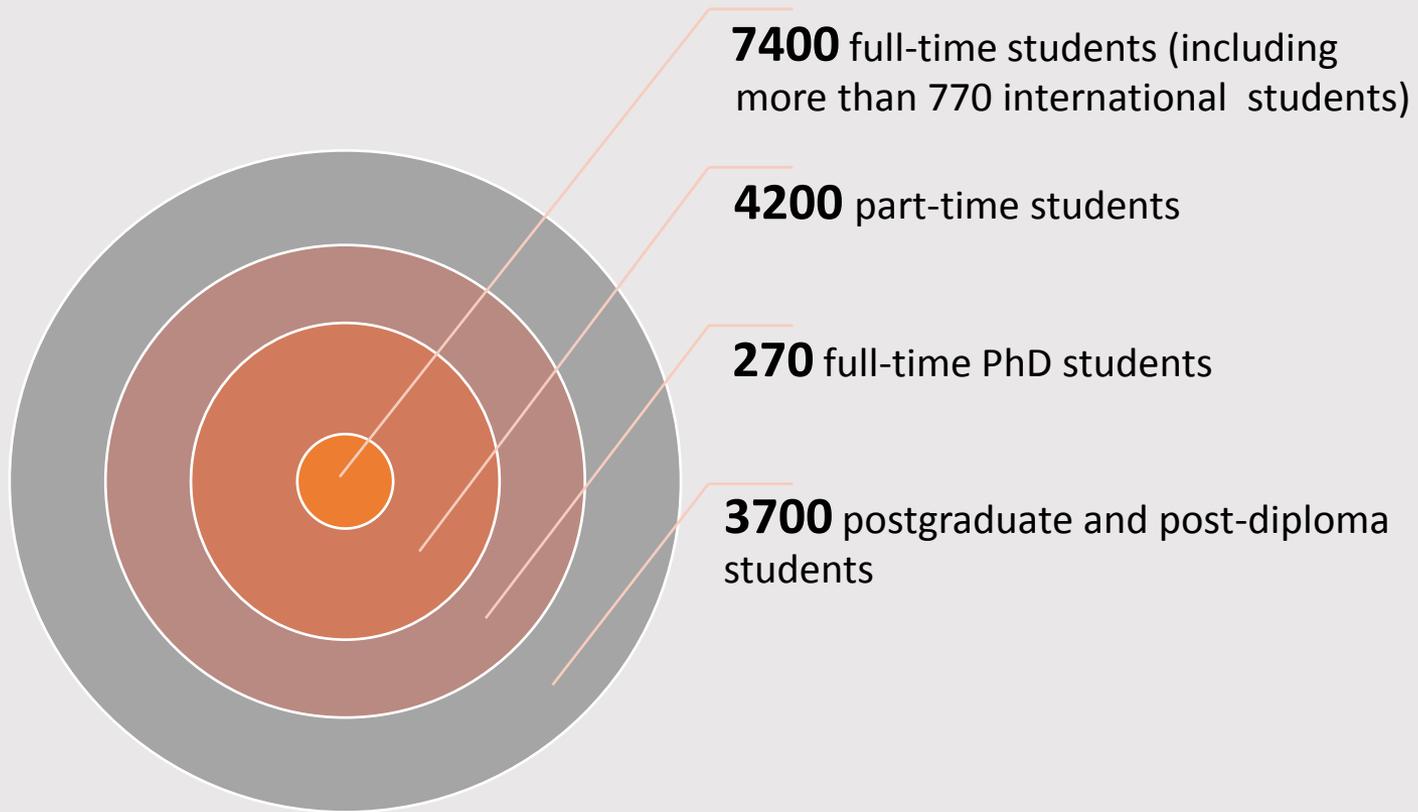
Joint 1. year of studies for all students and broad range of specializations for Bachelor and Master level diplomas.

International learning environment

Students of **58 different nationalities**, around **900 international students**;

Cooperation agreements with **schools in around 60 countries**;

Double diploma programmes offering a Master's diploma at SGH as well as at a partner University, like Nova School of Business and Economics (Portugal), University of Economics (Czech Republic) or Toulouse Business School (France).



A close-up, slightly blurred image of the Union Jack flag, showing the red, white, and blue stripes and the white saltire on a blue field, draped across the top of the slide.

Bachelor's level Programmes delivered in English

1. Global Business, Finance and Governance (BA)
2. International Economics (BA)
3. Management (BA)
4. Quantitative Methods in Economics and Information Systems (BA)

Master's level Programmes delivered in English

1. Advanced Analytics – Big Data (MA)
2. Finance and Accounting with ACCA Qualification (MA)
3. Global Business, Finance and Governance (MA)
4. International Business (MA)
5. International Tourism, Hotel Industry and Leisure Services (MA)



PKA – Polish State Accreditation for Higher Education

Three programmes: Finance and Accounting, Quantitative Methods and Information Systems, Economic Analysis of Law marked as „Exceptional” in standards

CEEMAN – Central and East European Management Development Association

Institutional accreditation for SGH

ACCA – Association for Chartered Certified Accountants

Accreditation for Bachelor and Master in Finance and Accounting programmes

ECA – European Consortium for Accreditation in Higher Education

International Economics certified with CeQulnt for its international standards



Canadian Executive Master of Business Administration Program is conducted as a joint venture between ESG - University of Quebec at Montreal (ESG - UQAM) and the Warsaw School of Economics (SGH). It is consistently ranked among the **top two E-MBA** programs in Poland taught 100% in English.

MBA- SGH – prestigious MBA programme taught in Polish, ranked as **the best in Poland**.

The quality of MBA our programmes is confirmed by AMBA accreditation granted by Association of MBAs Development Network.



SGH is famous for active engagement of students into the University life. Currently there are 69 students associations registered at SGH, with a grand total of 2700 participants. This means that around 25% of our students are in some way active in shaping SGH's environment.

Students undertake projects in a wide spectrum of areas, which are related to:

- Science
- Business
- Education
- Social
- Entertainment
- Charity

All projects undertaken by our students are characterised with top quality and momentum.





We achieved the title of: „CEMS School of the Year” for 2016.



Do we have talents?

According to our business partners the SGH diploma in Poland is an opener for a career. 95% of our graduates has a job in 3 months after leaving school. They are highest paid alumni in comparison to other business schools in Poland.



Business Partners

1. Skilled apprentices and trainees.
2. Talented employees.
3. CSR activities and staff development.
4. A brand in the minds of students.
5. Knowledge and know-how.
6. Prestige - cooperation with a leading university of economics in Poland.
7. Influence on educational model in one of the schools in Poland.



CSR BENEFITS.

- Positioning company as a leader of modern economic education
- Realisation of CSR and/or external relations goals
- Employer brand promotion at open events organised at SGH campus



MULTILATERAL BENEFITS



Warsaw School of Economics

1. **Students: practices and internships.**
2. **Students: work in a reputable company.**
3. **Students: contact with business practice.**
4. **SGH / Students: better infrastructure.**
5. **SGH: Conferences, research projects and research.**
6. **SGH: Prestige - cooperation with the best companies in Poland.**
7. **Insight of business partners.**

Business Partners

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2. **Talented employees.**
3. **CSR activities and staff development.**
4. **A brand in the minds of students.**
5. **Knowledge and know-how.**
6. **Prestige - cooperation with a leading university of economics in Poland.**

IN A NEED FOR A STRATEGIC COOPERATION



SGH

We needed strategic (and profitable) cooperation program with business.

It occurred that business needed it too.

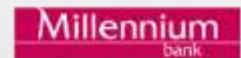
SGH Corporate Partners Club was founded in 1998 to unite companies, as Polish well as multinationals, for cooperation with the SGH on many levels.

Membership in the Club means presence in prestigious circle of companies supporting development of the University and connection between business practice and theory.



**Rector
Janina Józwiak**

SGH CORPORATE PARTNERS CLUB



Efficient facilitation of contacts with business in one of the key strengths of SGH.

The example areas in which we cooperate with business include:

Executive education – SGH provides companies with top-class support in creating and implementing **tailor-made development** programmes like **short trainings, longer-term general or specialized programmes** in the field of economics, management and leadership, or **postgraduate studies**.

Teaching activities – seminars, workshops, guest lectures, study visits allow companies to **share knowledge** and **promote their image** among our students.

Employment opportunities – companies can hire top-class specialists in the field of management and economics graduating from Warsaw School of Economics.

Sponsoring – companies give financial **support to our University to** a number of projects and events happening at SGH.

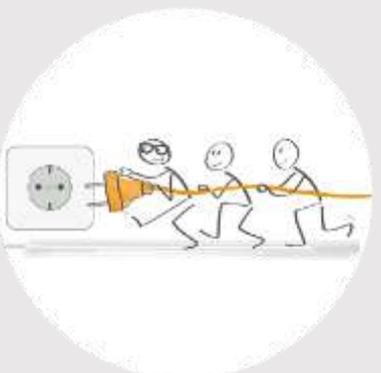




**EMPLOYER BRANDING &
RECRUITMENT**



**EDUCATION &
RESEARCH**



**STRENGTHENING THE
POTENTIAL OF SGH**



**SOCIAL INVOLVEMENT
PROJECTS**



EMPLOYER BRANDING & RECRUITMENT

1. Talents attracting.
2. Internships.
3. Promotion events.
4. Meetings and workshops for students.



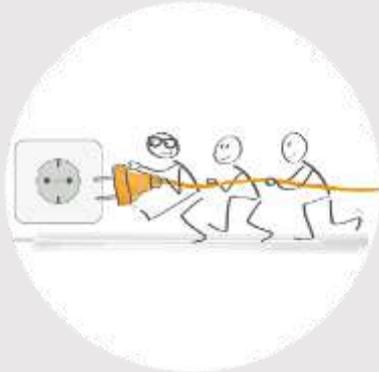
EDUCATION & RESEARCH

1. Companies as quest speakers at lectures, seminars etc.
2. Lectures created by companies together with our faculty members.
3. Dual studies.
4. Cooperation within reasearch fields.
5. Lectures in companies and study visits.

MAIN AREAS OF COOPERATION



SGH



STRENGTHENING THE POTENTIAL OF SGH

1. Support and investment in development of University's infrastructure.
2. Investment in „human capital” of SGH”.



SOCIAL INVOLVEMENT PROJECTS

1. Open lectures.
2. Projects for local and academic communities.

ADDITIONAL BENEFITS AND CONDITIONS OF MEMBERSHIP



The SGH Corporate Partners Club members get also:

- Invitation to Corporate Partners Club Council
- Invitations to the most important events at the University – inauguration of academic year, SGH Feast, Graduation, conferences etc.
- Company's logo at key places at SGH campus

We are continuously developing and improving Club's activities with strong attention to the needs of each individual company.

We are open to new ideas and proposals.

CONDITIONS OF THE MEMBERSHIP

Membership in the SGH Corporate Partners Club requires bilateral agreement and annual contribution for the University.

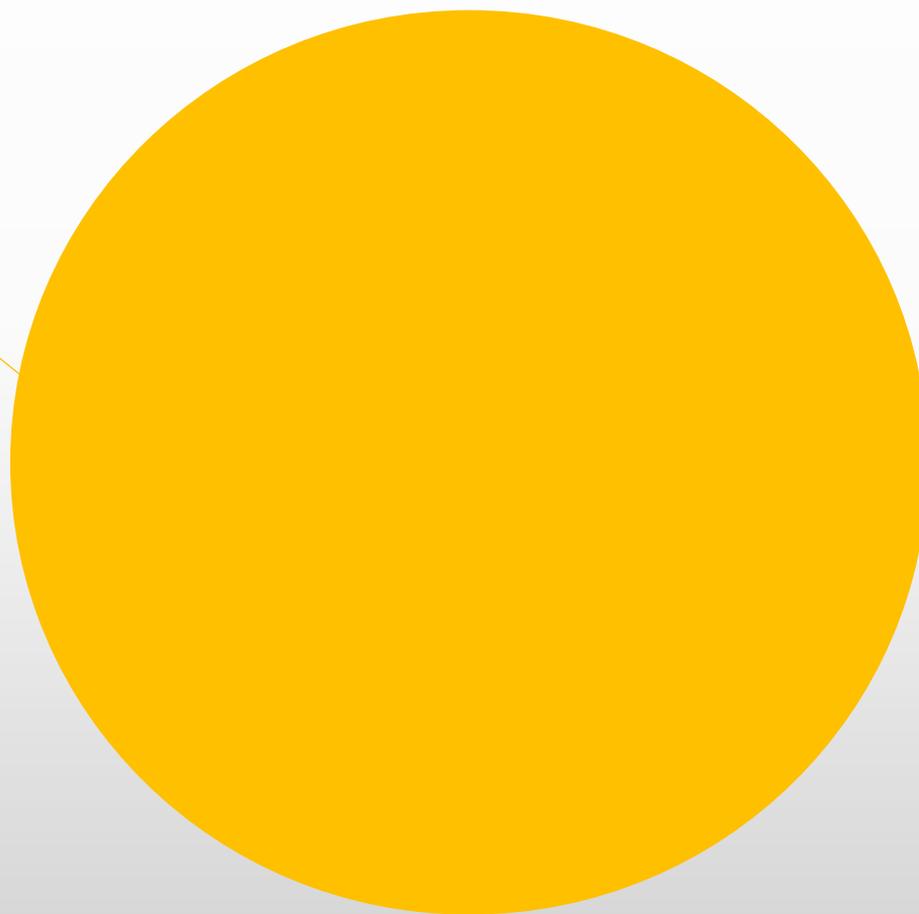


Quarterly meeting rector and authorities.

1. Evaluating of our educational programs.
2. Consulting changes of law in area of higher education in Poland.
3. Developing and Consulting strategy for SGH 2018 - 2030

- Brand Management In a Multinational Company - **Procter&Gamble**
- Developing a winning sales and marketing - **L'Oréal Poland**
- Knowledge Management in Practice - **Deloitte**
- Strategy Development In Practice - **McKinsey & Company**
- Finance and Accounting master studies – **EY Poland (ACCA)**

2017





NEW YEAR DINNER / 13.01.2017

NEW CAREER CENTER WEBSITE

www.kariera.sgh.waw.pl

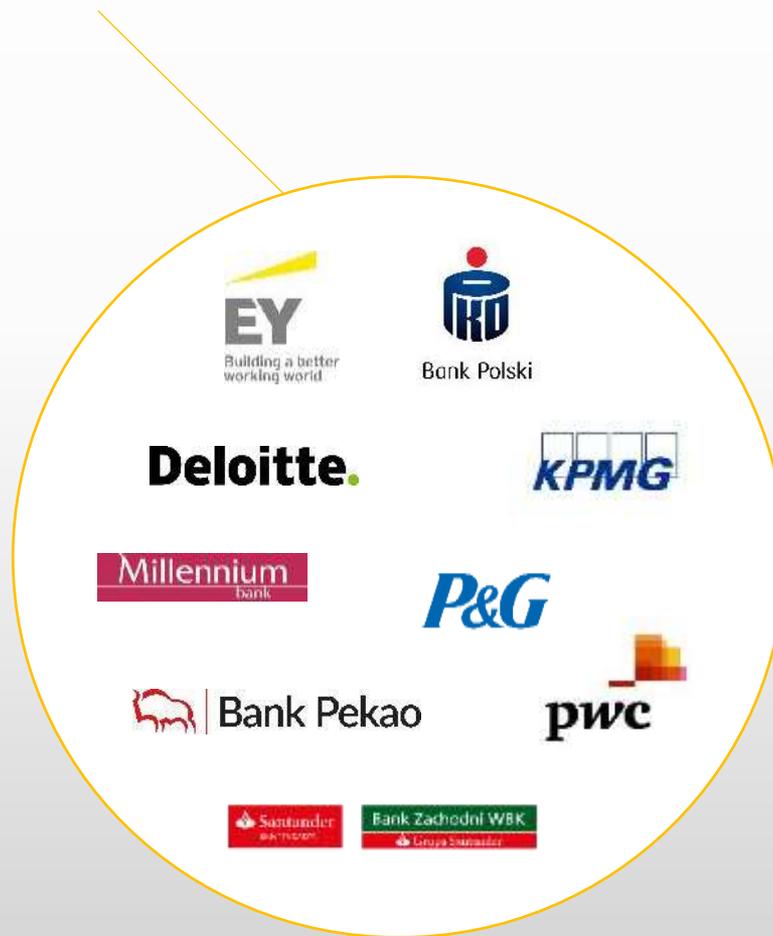


WEEK WITH CAREER ADVISORS OF OUR PARTNERS

I edycja – **march 2017**

II edycja – **december 2017**









NEW PARTNERS JOINED THE CLUB
BANK MILLENNIUM / 27.04.2017

PARTNERS DAY

27.04.2017





MASTERCARD SPONSORED NEW YACHT

myj 2017



Inauguration of the academic year 2017/2018/
with President RP Andrzej Duda and
Representative of Corporate Partners Club.
Main Economist of BANK ZACHODNI WBK

04.10.2017



Deloitte sponsored renovation
of sporting hall

04.10.2017



Electronic student ID with payment function
Bank Pekao SA

04.10.2017



The graduation ceremony
Vice-president of the BANK PEKAO

18.11.2017



Career Guide with materials from our partners:

Substantive articles.

Additionally paid advertising.



2017

Company Days at SGH



2017 / Company Days at SGH



Multifunctional Coworking Center



2018

/ XX-th Anniversary
of Corporate Partners Club



SGH

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