IESIDE campus at A Coruña
ABANCA shows its social commitment through its financial activity, contributing to the economic progress of the region. It provides the finance and development of Afundación and IESIDE as part of its corporate social responsibility. ABANCA is also committed to financial activities that boost social improvement and sustainable growth, and does so in a transparent manner, in accordance with the 10 principles of the Global Compact, as well as with the development objectives approved by the United Nations.

At IESIDE, we look to educate students as leaders of the future and to contribute toward improving the competitiveness of national and international enterprises.

We combine excellence, innovation and new learning technologies with a differential, adaptable and efficient academic model based on cognitive and affective competencies.

We develop activities linked to R+D+I and to the industrial sector, in collaboration with the research and technology and innovation centers of ABANCA.

IESIDE is a private higher education institution, with a strong international orientation and specialized in the broad scope of business, with a diverse interdisciplinary quality offer and with more than 30 years of experience in the field.

IESIDE is the strategic project of higher education of Afundación, the non-profit social and cultural institution of ABANCA. It is the first financial institution of Galicia, committed to social and economic development of the Northwest of Spain and Portugal.

In addition to IESIDE’s undergraduate and graduate higher education programs, it has in combination with Afundación, two community colleges and vocational education institutions. One in A Coruña, specialized in areas of administration and technology applied to management, and the other one in Vigo, specialized in the industrial, robotics and technological fields.
A DIFFERENTIAL ACADEMIC MODEL

An educational solution oriented to the business world for each stage of life. The teaching offered by IESIDE includes face-to-face, online and hybrid-type academic programs, as well as corporate courses aimed at business and other enterprises, teaching their students to become highly qualified professionals and lead the organizations of which they are part.

Contact with business reality. Our degrees were designed with a deep knowledge of the needs of business and with an aim of establishing a strong emphasis on collaboration:

- As part of the educational process of our students (internships, exchanges, etc.).
- Incorporating professors and professionals actively linked to the business world.
- Developing management and leadership consulting services for business and enterprises.
- Doing extensive in-company education.
- Performing anticipatory education and simulation of future business for entrepreneurial learning.

The blended-learning methodology combines face-to-face education based on case studies, striking a balance between practice and theory, with intensive use of technology. This happens both in the classrooms, which are equipped with the latest advances and interactive videoconferencing systems, and in the virtual campus.

This technology draws national and international contexts and business scenarios closer together with regard to the transmission of knowledge. Our institutional cooperation allows us to develop an excellent educational model that keeps up with the latest trends.

The course’s international approach is reflected in the growing profile of our faculty and our students, in their mobility, in the agreements with foreign universities that allow for our joint degree programs, and in the bilingual character of several of our degrees.

IESIDE is a quality-oriented institution. The design and development of the Quality Assurance System is endorsed by the Agency for the Quality of the University System of Galicia (ACSUG) and Spain, in accordance with the guidelines of the FIDES-AUDIT program, and the international accreditation systems.

Yago Vera Cuartero
Greater China President of INDITEX (ZARA)

“I chose IESIDE among many other possibilities for my BBA studies and, some time afterwards, I can affirm it was a great decision, the right decision. I have no doubt whatsoever that all the knowledge and useful techniques that I learnt at IESIDE were essential for my professional growth. But, developing and training my soft skills were the most relevant aspects for internationally broadening my career all through these years: negotiation, public speaking, conflict resolution, teamwork and encouragement... and everything based on the principle that in order to become a good leader, one has to primarily be a good person.”
Our programs, structured in modules and in contract learning academic methodology, can be adapted to the personal situation of each of our students and their knowledge, skills and dispositions. In this way, they can complete their education according to their own circumstances.

The programs are grouped into six main areas: bachelor’s degree, master’s degree, specialized programs, continuing education, executive doctorate and in-company education, all of them structured in official and professional degrees.
IESIDE is an autonomous university center affiliated with the University of Vigo, which is ranked as one of the best young universities in the world by the Times Higher Education classification. IESIDE, as a Vigo University center, offers the two following official degrees:

**BBA International Joint Degree**

Practical methodology, bilingual English-Spanish university education, teamwork, business simulations, solving real cases, skills training (communication, negotiation, etc.), economics, mathematics, psychology, in addition to the possibility of partaking of an international joint degree program in collaboration with Dublin Business School. Those are some of the differentials that make it possible for our students to become highly qualified professionals in financial services, marketing, digital media, strategy, management and other state-of-the-art fields. Proof of this is our employability rate of 70% in less than a month after finishing the program.

**MBA / Master in Business Administration**

We are the only private institution in Northwest Spain offering the opportunity to achieve an official university MBA with two different modalities: full-time, aimed at recent graduates of any academic branch, and part-time, for young professionals who want to boost their careers.

Our IESIDE differentiating features are a practical approach based on the teaching and professional experience of our faculty, the development of a global vision of business management (strategy, finance, marketing, organization, human capital, etc.), an emphasis on real business situations and projects about all types of business that are then presented in front of an academic and professional jury. What also sets our program apart is the practice and training of personal skills, the development of communication techniques (speaking in public, effective presentations, etc.) and decision making and time management.
PROFESSIONAL MASTER’S DEGREES

Executive MBA

The program seeks to turn students into business managers, leaders of people, and executives. Its structure and operation are focused on teaching and applying the most effective and current company management methods, in both interdisciplinary and functional areas.

A Sample of Professional Master’s Degrees

Professionals from each field participate in the design of these specialized master’s programs, in order to guarantee a training oriented to the business reality and to allow for the immediate application of the techniques and tools that are used in the classroom.

Finance

The Master in Economic and Financial Management is oriented toward effective financial management and the revision of the different planning and control systems, in order to take a step forward toward training in corporate finance, covering methods of business valuation, growth rates and corporate restructuring. Portfolio management plays an important role in this master’s degree, in which students learn to design real strategies to achieve profitable growth.

International

The Master in International Business is the only bilingual master’s degree in international management in Galicia. It incorporates the Purchasing Game technology, in which students negotiate in real time with suppliers located in different parts of the world. It develops specific modules to deal with cultural differences or multicultural environments. This is the best degree program in Northwest of Spain for those professionals who are interested in developing skills in international business from a strategic point of view.

Marketing

IESIDE offers programs in collaboration with ESIC, which is one of the best business schools in the world according to the prestigious international rankings of QS, Wall Street Journal, Times Higher Education and Bloomberg BusinessWeek, among others.

The Master in Marketing and Sales Management (GESCO) is the reference master in the field of marketing and business. This program differs from others in its adaptation to the latest market needs and its inclusion of the digital approach in which the current business world will develop. The client is at the center of the marketing and sales strategy and activities. Good knowledge and practical implementation of these strategies will provide an integrated vision of the role that marketing and sales play within a company operating in an increasingly digitized context.

The Master in Digital Marketing incorporates the entire world of online marketing in a single program. It allows the student to master the most advanced disciplines in marketing, advertising, communication and online sales, with a learning methodology based on practice, with real cases, and led by active digital experts.

Technology and Management

The Master in SAP, conducted in collaboration with SAP Spain and Minsait, offers the possibility of becoming a SAP-certified consultant. It is the only master offering a global vision of the entire ERP and its different components and relations, in order to then specialize in one particular field: finance, purchasing, sales, HR, Netweaver, business intelligence, budgeting and financial consolidation, thus contributing to the digital transformation of the company.
PROFESSIONAL STUDIES

Specialized programs
These are shorter training activities that allow for in-depth exploration of specific topics, while acquiring the knowledge, abilities and leadership skills necessary to face new challenges.


Continuous training
Through seminars, conferences, training sessions and workshops, we inform and prepare on the latest trends that affect all areas of the business world.

IN-COMPANY EDUCATION PROGRAMS

As leaders in the professional education of managers for more than 30 years, we have acquired a very precise knowledge of the reality of the business environment. Through our in-company training programs, we seek to pass on that experience and knowledge to each individual client. What we offer is professional education tailored to each company.

OTHER IESIDE GRADUATE PROGRAMS


Rafael Sánchez
CFO at Trison Worldwide

"The human touch in the relationship with my classmates, the staff at the school, the close interaction with the faculty... At IESIDE we are welcomed in a way that cannot be captured by a catalogue, and I don't think anyone can actually explain it. You have to experience it for yourself. [...] IESIDE uses the same teaching techniques as the best business schools in the world."
IESIDE Community College at Vigo

This College was created in 1948 in the city of Vigo, under the name of Colegio Hogar. It is considered a two-year college that enjoys an excellent reputation. It offers three higher-level professional and technical education programs and six intermediate-level vocational education programs.

The College also offers courses to persons who are currently employed, in order to ensure that their specialized professional knowledge is up to date.

Higher-level professional and technical education programs
- Automation and Industrial Robotics
- Electronic Maintenance
- Programming of Production in Mechanical Manufacturing

Intermediate-level vocational education programs
- Digital Pre-Press
- Graphic Printing
- Telecommunication Installation
- Electric and Automatic Installation
- Machining
- Soldering and Welding

IESIDE Community College at A Coruña

The College was created in 1961 in the city of A Coruña. Its objective is to offer innovative teaching for young persons in the areas of Administration and IT. Currently, this two-year Community College offers three higher-level professional and technical education programs.

Higher-level professional and technical education programs
- Management Assistant
- Development of Multi-platform Applications
- Finance and Administration

Intermediate-level vocational education programs
- Automation and Industrial Robotics
- Electronic Maintenance
- Programming of Production in Mechanical Manufacturing

Recognized faculty in all specialized study programs

Quality and employability are what set us apart

DATA FROM OUR COMMUNITY COLLEGES

70 % of our students are hired by the same company in which they did their internship

45,000 students have studied at our college

+770 students are currently enrolled

25,751 m² of physical facilities available to students
INTERNATIONAL SCOPE

Our students can complete their training at the best universities in Europe, Asia and America, thanks to our agreements with 19 renowned higher education institutions.

Where they are:
EUROPE: 7
NORTH AMERICA: 3
LATIN AMERICA: 7
ASIA: 2

IESIDE is a member of:
EFMD, European Foundation for Management Development.
PRME, Principles for Responsible Management Education (United Nations).
SDSN, Sustainable Development Solutions Network (United Nations).
CLADEA, Latin American Council of Business Administration Schools.
Fundación Carolina, a foundation promoting cultural and educational relations between Spain and the Ibero-American Community of Nations, chaired by the King of Spain.
AASBI, Asian Association of International Business Schools.

International BBA joint degree
As a result of the agreement signed with Dublin Business School, our students can obtain a joint degree that will award them two European official degrees: the Irish Degree and the Spanish Degree in Business Administration.

MBA Full Time
Our exchange program allows IESIDE students to study at the Poznań University to obtain a second master’s degree from that university, and Polish students can attend one term of the MBA in Spain.

Executive MBA
The professionals and executives of the Executive MBA attend the international business program at Georgetown University in Washington, DC.

DARI. Advanced Diploma Program in International Relations.

We carry out a program of Spanish language and international business in collaboration with UIBE in Beijing. Its intercultural nature is intended to assist Spanish companies in their entry and positioning in the Chinese market, providing them with professionals from China.

Master in International Business
Our MIB graduates occupy international managerial positions, and many of them develop their professional careers in other countries and in multinational companies such as INDITEX Group (Zara) or Amazon.

Our IESIDE students can study at the Poznań University to obtain a second master’s degree from that university, and Polish students can attend one term of the MBA in Spain.

IESIDE Business Institute
The annual satisfaction surveys carried out with the students from the University of Vigo place IESIDE in first place as the best valued center in this university. Leadership and soft skills are central to our educational experience. An innovative model that incorporates:

- **LEARNING BY DOING**
  We combine lectures with the practical application of knowledge.

- **BUSINESS GAMES**
  Our students put into practice their capacity to analyze and make decisions as well as their own skills, all with the support of specialists.

- **MENTORING - COACHING**
  Our students have advisors to develop their professional expectations and self-sufficiency so they can achieve the goals we set for them.

- **OUTDOOR TRAINING**
  Quick and accurate decision making in complex and unfamiliar situations is a fundamental skill for leaders.

- **STATE-OF-THE-ART TECHNOLOGY**
  Interactive videoconferences in classrooms equipped with automated cameras featuring auto-tracking and face-recognition software, as well as state-of-the-art conference microphones. This shows the considerable investment made in technological resources in order to guarantee that students make the most of the training sessions.

- **EMPLOYABILITY**
  Several factors make up our high rate of employability: our assessment center, the job search workshops with leading companies in the area (INDITEX, Citroën Peugeot Group, KPMG, Estrella Galicia, etc.), the practical approach of our methodology, as well as the academic quality of our faculty, formed by active professionals with great pedagogical capacity.

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**INNOVATION AND EXCELLENCE, OUR COMMITMENT**

Majda Elass
Product Manager at Zara Kids - INDITEX

“IESIDE has opened many doors for me. Thanks to my degree, I was able to access the company where I am today: INDITEX. They know that when you come from IESIDE, you have been fully trained, with analytical and management skills, and that you are hardworking and work well in a team…”

Lucía Gefaell
CMO for Retail of PSA Peugeot-Citroën Group at Vigo

“IESIDE goes beyond theory and teaches you about the practical side of real life. Studying at IESIDE gave me the confidence to make decisions and have a more global vision of what a company is.”

Sonia Conde
Project Manager at Adolfo Domínguez (textile firm present in 43 countries)

“In addition to the tools that we apply on a daily basis, IESIDE makes us leave our comfort zone, it opens our minds. The classes and the learning methods are very enjoyable with lots of teamwork. The visiting professors are professionals from large companies, guaranteeing that the content is up-to-date.”
IESIDE has three campuses, in A Coruña, Pontevedra and Vigo, three multicampus libraries with online access, sports facilities and a student residence hall located in Pontevedra. It also has the additional support of sites and headquarters of ABANCA and Afundación in major cities of Galicia. The facilities include administration, classroom and research buildings, university residence and sports facilities, in which the team of IESIDE provides face-to-face education, complemented with a virtual campus for online learning and the most advanced multimedia and technological means.

1. A CORUÑA CAMPUS

This building complex has several areas, such as study and seminar rooms, computer and digital library, entrepreneurship areas, case study classrooms, library, modern cafeteria, student and faculty facilities and an auditorium for large audiences. They are equipped with the most advanced multimedia and technological means. It offers underground parking spaces and green areas.

2. PONTEVEDRA CAMPUS

It is mainly intended for education programs in collaboration with other universities with which we have collaboration agreements. Its activity began with the DARI, the Advanced Diploma Program in International Relations.

3. VIGO CAMPUS

Its facilities include a four-story modern building, parking spaces and large green areas. Teaching rooms, equipped with the most modern tools, stand out for their excellent acoustics and hemicycle design, enabling very active and participative class dynamics. There are also many seminar rooms and offices for group work, a library, computer rooms and multimedia rooms for the students' personal use outside school hours. A pleasant environment at the service of learning.
Located in the city center of Pontevedra, our residence hall can host up to 129 students, with 44 double rooms and 41 single rooms.

In each of the Afundación sites in Ferrol, Lugo, Ourense and Santiago, there are excellent physical facilities with specific technological and teaching resources with individual workstations, meeting rooms and auditoriums. We also have additional digital technology facilities as part of IESIDE in Ourense.

Graduation ceremony for IESIDE students who have earned the International BBA joint degree

IESIDE makes 74,100 m² of facilities available to students, comprising classrooms, workshops, libraries, workrooms, conference halls and other spaces for academic use, along with social spaces, coffee shops, game rooms, a gym, soccer fields and futsal courts, a basketball court, handball courts, and spacious garden areas.
Alumni are the permanent meeting point for IESIDE graduates, where they can carry on developing, both professionally and academically. A place to discuss their professional concerns and needs, to share their perspectives and strengthen ties to succeed in their projects.

Lifelong learning activities -- a network of mentors, business advisors and coaches; job listings; networking activities; work breakfasts; as well as annual meetings -- help members keep in touch with each other and with IESIDE, making this community the most important collective of business managers and executives in Galicia.

José Antonio Chorén Otero
Managing Director at ARESA

"After graduating from the Executive MBA, I've kept in touch with my school thanks to alumni. It has become a meeting point and a place for networking, through both training and leisure activities. Their mentoring services, job listings and counselling have become the cornerstone of my professional development. For me, alumni is much more than an association, it is the red thread of destiny connecting all IESIDE graduates."

Some of our more notable alumni

Ana Pastor Julián

Yago Vera Cuartero
Greater China President of INDITEX (Shanghai, China)

Telmo Pérez Luaces
Director of Innovation of ACCIONA Group and I'MNOVATION Startups, Spain

Alberto de Francisco Guisasola
Chief Financial Officer of ABANCA Corporación Bancaria, S.A., Spain
the ABANCA foundation

The supporting institution of IESIDE
The Intercontinental Higher Education Business Institute (IESIDE) is the main education project of Afundación. Afundación is part of Afundación, a private, non-profit Galician institution dating back to 1842. The mission of Afundación is to carry out educational, social and cultural activities in a sustained, efficient and relevant way and to contribute to the development of society as a whole.

At Afundación, we focus on developing four strategic lines: an innovative and quality higher education, oriented to the business world through IESIDE; the active participation of the elderly in society; the development of people through culture; and volunteering as an agent of social transformation.
We plant the seeds for a more informed, educated and supportive society

We are the main institution for the social and cultural promotion of the Northwest Iberian Peninsula.

AFUNDACIÓN’S SIGNATURE PROGRAMS

Education and knowledge
• Technological education
• Financial education for all ages
• Preschool education
• ABANCA Responsible and ABANCA Innova Forums
• Digital and technological education
• Active leisure (cultural travel, artistic expression, healthy habits)
• Intergenerational programs related to education, work, migration and voluntary services

Active Aging
• Exhibition and conservation of Afundación’s art collection
• Performing arts (music, theatre, dance), Afundación Theaters at Pontevedra and Vigo
• Sociocultural activities and exhibitions at Afundación’s 7 sites
• Intergenerational programs related to education, work, retirement and voluntary services

Culture
• Performing arts (music, theatre, dance), Afundación Theaters at Pontevedra and Vigo
• Sociocultural activities and exhibitions at Afundación’s 7 sites

Voluntary Service
• Environmental
• Educational
• Social and cultural

AFUNDACIÓN BOARD OF TRUSTEES

It is the highest governing and administrative body of Afundación and includes representatives from: ABANCA, the town councils of the seven major Galician cities, the four provincial councils of Galicia, the Parliament of Galicia, Xunta de Galicia (The Regional Government), and the entity’s staff.

CODE OF ETHICS OF AFUNDACIÓN AND IESIDE

Afundación and IESIDE operate according to a code of professional ethics and conduct, whose objective is to establish patterns of behavior for every person belonging to both institutions in the exercise of their duties. It prevents them from being used with political, private or personal interests or as an instrument for illegitimate or inappropriate purposes that are not those the institution was created for. It is also an ethical reference for people not belonging to Afundación or IESIDE who maintain any kind of relationship with the organization.

All data of public interest are accessible permanently on our websites: afundacion.org and ieside.edu

AFUNDACIÓN’S MILESTONES

+1,100,000 persons benefit from our activities
+ 115,000 participants in the Values Education program
+ 22,000 participants in the Financial Education program
180,000 users per year of our 5 libraries
+26,000 participants in voluntary service activities
+ 1,100 multifunctional centers in each one of the main Galician cities
+ 2,500 sociocultural activities every year

The president of Afundación and IESIDE during the celebration of the European Day of Solidarity Between Generations
Galicia, located in the Northwest corner of the Iberian Peninsula, is an autonomous region that is also considered a historical nation within Spain. Galicia’s capital, Santiago de Compostela, is 370 miles from Madrid and 335 miles from Lisbon. Vigo, Galicia’s largest city, is less than 25 miles from the Portuguese border.

Situated on the shores of both the Atlantic Ocean and the Cantabrian Sea, Galicia is noted for its coastal landscape of cliffs and 12 estuaries. This, together with more than 700 beaches, makes it an ideal tourist destination. Its mountainous inland areas crisscrossed by multiple flowing streams have given the land its literary name of “the country of a thousand rivers.”

Most of its two and a half million inhabitants live in coastal cities. Spanish and Galician are the two official languages of the autonomous region, which is famous for its breathtaking landscapes, gastronomy, history, and, above all, for its artistic and cultural heritage.

**History and Artistic and Cultural Heritage**

Linked to traditional Celtic populations, conquered by the Romans, visited by the Greeks, Phoenicians, Vikings, Almoravids, and many other European peoples along St. James’s Way since the 9th Century, Galicia became a melting pot of cultures between the Mediterranean and the Atlantic. Its heritage is incredibly rich, with an abundance of prehistoric, Celtic and Roman archeological remains, numerous Roman churches, cathedrals, and medieval bridges, baroque and neoclassical palaces notable for their granite art. The region features many lighthouses, baths and hot springs, as well as ancient industrial structures. Among Galicia’s greatest treasures are four UNESCO World Heritage Sites: the historical city of Santiago de Compostela and its cathedral; the Way of St. James – declared as the first European Cultural Route by the Council of Europe in 1987, the Roman walls of Lugo; and the Roman lighthouse in A Coruña, also known as the Tower of Hercules.

**Natural Heritage**

From the sea level to the mountains, Galicia has a wide variety of natural habitats. It is home to six Biosphere Reserves, which represent 25% of its territory, comprising oak, chestnut, walnut and other leafy forests. Some even have rare ferns and lichens. Galicia also boasts the most extensive yew forest in all of Europe, as well as archipelagos, islands, beaches, sand dunes, wetlands and river corridors.

**Corporate Network**

Galicia, the home of an ambitious and enterprising people, boasts an ever-growing production network that is making a transition to a new production model that is more oriented towards technological innovation and internationalization. The region includes businesses of varying sizes that represent the following sectors: maritime, aeronautic, automotive, lumber, fishing, canning, agro-alimentary, fashion and textile, metallurgy, stone, renewable energy and ICT. Notable enterprises in Galicia include INDIEX (Zara, Pull&Bear, Massimo Dutti, Bershka, Stradivarius, Oysho, Uterqüe), PSA Peugeot-Citroën, Pescanova, Metalúrgica Galaica, Hijos de Rivera, Vego Supermercados, GADISA, Jelaisa Rianxeira, Froiz, Constructora San José, Pontegadea, COPASA, Viewnext of IBM, Adolfo Domínguez, Sociedad Textil Lonia (Carolina Herrera y Purificación García), NETEX, Escurís, COREN, Finsa, CUPA Group, Astilleros Barreras among many others, including our sponsor ABANCA Corporación Bancaria, S.A.