

Aerospace MBA

SEVILLE

At EOI we are committed to conscious leadership: sustainable, digital, diverse, entrepreneurial and transformative. Because in EOI we train in knowledge, but also in values: we pursue the common good, progress and balance between economic and human. We go beyond training. EOI is the impact that our students will have on the planet.

They are the ones who will build the future.

Presentation

The aerospace sector has enjoyed a worldwide sustained growth over decades. Despite the severe impact on the aerospace sector of the COVID-19 crisis, the sector is already on a quick recovery path and it is estimated that this strong growth will be maintained in the years to come.

This growth will not only affect the manufacture of aircraft, but the entire aerospace ecosystem (supply chain, airlines, airports, air navigation services, MRO services ...). The sector is nonetheless facing significant challenges, above all, those related to the decarbonization requirements imposed on aviation.

Military Aerospace is also expected to grow significantly in the forthcoming years, with new technologically challenging programmes arising on the horizon both in the USA and the European environment.


Widely recognized as a strategic sector, Aerospace has been subject to significant changes during the last decade, with an increased globalization of the value chain and the appearance of new players, both in the commercial and defense business, but as well with new opportunities for growth and activity in areas like Space and Unmanned Aerial Systems.


Therefore, the demand for highly qualified professionals in the global Aerospace Sector will continue to grow in the forthcoming years.

The aerospace MBA offers students a decisive challenge and unparalleled experience through the support of valuable professionals, currently employed by leading companies in the sector and with extensive teaching background.

 **START DATE**
October 2023

 **DURATION**
12 months

 **DEDICATION**
Friday
16:30 to 21:30
Saturday
09:00 to 14:00

 **HYBRID METHODOLOGY**
Face to face (Seville)
Virtual (participants outside Seville)

 **CAMPUS**
EOI Andalusia (Seville)

 **FEE**
10.000€



TARGET

Top University graduates (preferably engineering degree), with less than 5 years of professional experience, who want to develop executive skills and obtain knowledge that will allow them to successfully pursue their professional careers in the most demanding companies. Fluency in English Language is essential.

Contents

This is an in-depth training programme in which theory and practice are combined and delivered by business professionals, who introduce a realistic view of management.

The program is divided into three blocks:

BUSINESS MANAGEMENT

MBA.01- Business Economic Environment

- World Economic Situation
- Concepts of Macroeconomics

MBA.02- Business Strategy & Organisation

- Business Strategy: Introduction
- Strategic Analysis
- Techniques and Tools for Strategy Decision Making
- Strategic Implementation
- Structure and Organization

MBA.03- Corporate Finance & Management Control

- Introduction to Finance (online hours)
- Introduction to Finance
- Cost Analysis
- Financial Perspective
- Time Value of money
- Financial Statements Forecasts
- The Company Valuation

- Leasing
- Decision Making
- Risk Analysis
- Advanced Financial Tools
- Corporate Governance

MBA.04- Commercial & Marketing Management

- Introduction to Marketing
- Market Analysis
- Value Proposition
- Product and Pricing Strategy
- Distribution
- Branding and Communication
- Customer Experience
- e-commerce
- Digital Marketing
- Commercial Management
- International Marketing
- Channel Strategy

MBA.05- Digital Transformation

- Digital transformation I
- Digital transformation II
- Project Management
- Future trends
- Business Game (online hours)
- Big Data and Business Analytics (online)

MBA.06- Human Resources & Management Skills

- Innovation in Organisation Culture
- HRR Management and Administration
- Team Work
- Effective Presentations
- Professional Negotiation
- Leadership
- Change Management

MBA.07- Operations

- Operations Overview
- Operations Key Functions
- Industrial Organizations Control
- Lean Manufacturing and Operational Excellence
- Practical Case

MBA.08- Business Design & Lean Startup

- Business Models Design and LeanStartup
- Aerospace MBA Project

AEROSPACE INTENSIFICATION

A.S.01- The Aerospace Industry

- Introduction to the Aerospace Industry
- Commercial Aeronautics
- Defense Aeronautics
- Space
- Drones and Urban Air Mobility
- Engines and equipment

A.S.02- Aerospace Operations

- Program Management
- Design&Development Engineering
- Aircraft Configuration Management
- ERP Systems
- Production Engineering and Industrial Development
- Production Systems and Lean Manufacturing
- Quality Systems
- Supply Chain Management and Outsourcing

A.S.03- Aerospace Customer Services

- After Sales
- Service Engineering Support
- MRO (Maintenance, Repair and Overhaul)

A.S.04- Aerospace Marketing and Business Development

- The Marketing of Aerospace Products and Services
- Aerospaces Sales Operations

A.S.05- The Commercial Aviation Network

- Airport Management
- Air Navigation Services



MASTER PROJECT

As part of your training, you will carry out a Master Project in group that will be presented to a panel of investors and business advisors. This project will allow you to put into practice all the knowledge of the MBA and apply them to a real business plan through the methodology 'Lean Startup' of entrepreneurship. Throughout the MBA, and especially with the project, you will enhance your ability to make decisions and expose your arguments in a clear and structured manner. You will also learn to work in teams and meet different milestones in the established deadlines



We complete your training with the program EOI+, a set of activities throughout the Master that will take your training beyond technical expertise. This is a commitment by EOI to train the best professionals holistically, with skills and values of our time.

EOI LAUNCHPAD

Through EOI Venture Launchpad you will have the opportunity to develop a comprehensive entrepreneurship program that lets you implement a new project at the end of the Master. You will be able to develop entrepreneurial skills that are essential in any organization such as initiative, creativity and passion.

EOI LEADER+

Leading, decision making, communicating, presenting, negotiating... These are all essential skills for any professional. With the EOI Leader+ program you can train and develop these skills in a practical way throughout the Master.

EOI SOCIAL

Through EOI Social, on a voluntary basis, the students will select a social initiative, then collaborate in order to work on it as a group while studying the Master. This is a way to learn by helping others.

EOI DIGIT-ALL

We live in a digital world that is changing society and the way companies perform their activities. Through the EOI Digit-all program you will delve into the basic fundamentals of the digital environment where organizations live and which all professionals should know.

Methodology

The academic program offers an interdisciplinary selection of courses taught in English with a global perspective by teaching staff with extensive international experience, to offer you a full vision of the world.

Daily sessions are led by outstanding teachers with a solid professional background bringing both theory and practice together into the classroom through the case study methodology.

Our professors are expert facilitators who believe in participatory learning, fostering engagement, dialogue and discussion among the students.

Furthermore, EOI offers a pool of conferences and sessions with prominent business professionals, institutional leaders and outstanding members of the community to discuss and share their experiences on the global scene.



Your future

The aerospace MBA offers students a decisive challenge and unparalleled experience through the support of valuable professionals, currently employed by leading companies in the sector and with extensive teaching background.

Therefore, the demand for highly qualified professionals in the global Aerospace Sector will continue to grow in the next years.

**This program
contributes to
the 2030 Agenda
in the following
SDG**



Faculty

In EOI, teachers are a fundamental part of the success of the courses. The faculty is composed by business executives of recognized professional prestige and proven track record in the subject taught, which transmit not only knowledge theoreticians, but also their own experience in the practical application of them.

The teachers will accompany you throughout the learning process and will be at your disposal for questions on any topic of the subjects they teach.

Carlos Suárez

**Former President EADS CASA
and Former Executive Vicepresident
Defense & Security Indra**
Aerospace MBA Director

Antonio Fuentes

Fomer Senior Vicepresident Strategy
Astrium

Alberto Turegano

Big Data and AI Expert

Alberto Badaya

**Vicepresident Procurement
Equipment & Systems**
Airbus Group

Óscar Muñoz

**Business Development
& Portfolio Manager**
Airbus

Oswaldo Lorenzo

Director
Unikemia

Teresa Falls

Trainer & Coach

Rafael Acedo

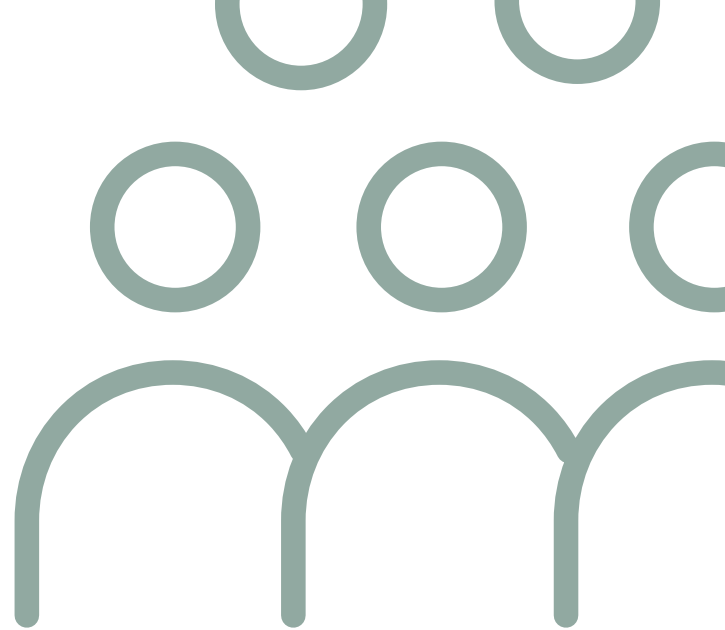
**Former Senior Vicepresident
Programs, Engineering, Strategy**
Airbus Military

Elena Font

Trainer & Coach

Rafael Guzmán Robles

**Data Science Lead -
Digital Transformation Office**
Airbus



Carlos Llaneza**A400M Services - HO Global Support & Business Management**

Airbus Group

Iván Martínez**HO A220 VSM Vicepresident**

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Joaquín López**CEO**

Kolokium

Juan Guerrero**Managing Partner**

Digital Transformation Advisors

Roberto López**Standarization and Strategy at Airbus Defence & Space Training Centre**

Airbus Group

Mario Weitz**Managing Director**

Consulta Abierta

Manuel Rodríguez Cerezo**FCAS Program Director**

Indra

Antonio Rodríguez Barberán**Former Senior Vicepresident Commercial**

Airbus Military

Cristóbal Cantos**CEO & Financial Advisor**

Oasys Consultores

Alfredo López Díez**Head of Engineering. Defence Business Unit**

ITP Aero

José Luis López Díez**A400M Chief Engineer**

Airbus Group

Maite Seco**Ph.D. in Financial Economics****Jesús Espinosa Ruiz****Principal Chief Executive Officer**

3JIT

Vicente de los Ríos**CEO**

Líderes y Digitales

Rafael Gallego**Former Executive Vicepresident**

Indra

Jan Vos**Trainer & Coach****Emiliano Mata****Business Development Director, Defense**

CENTUM

José Luis Quirós**CTO**

Qatar Airways

José María Corella**Head of Marketing**

Telefónica España

María Luisa García**President**

Asociación Business Angels Networks Andalusia

Javier Cañizares**Former Head of Manufacturing Engineering Operations and Technological Areas**

Airbus Defence & Space

William Fau**Services Sales**

Airbus Defense & Space

José Antonio Veroz**Partner**

3JIT

EOI Experience

“ I decided to apply for EOI Aerospace MBA as I felt that it would help me develop both a career in the aeronautical industry and skills in business management. Luckily, a year after finishing it, I can say that joining this program has been one of the best decisions of my career since I decided to start my university studies in Industrial Engineering.

EOI, both in its facilities and in its highly committed staff, is the best platform to develop these skills. ”

Alejandro Cabeza de Vaca

Commercial Director - Services Airbus
Mexico City, Mexico

Aerospace MBA at EOI

“After finishing my university studies, I decided to evaluate the option of an MBA to adjust my profile to the demands of the labor market.

I chose EOI and the Aerospace modality taught entirely in English, for the opportunity of direct inclusion in the aeronautical sector.

I soon discovered that combining my training as an engineer with business management would be a key element in developing a professional profile with great prospects for the future.

Thanks to the MBA I have learned areas such as Finance, Marketing,

Business Strategy, Project Management or Business Analytics that together with managerial skills and the important network of contacts acquired, will allow me to have the confidence and motivation to face positions of responsibility or start my own business for sure.

I am currently developing my career in an aeronautical company and I have confirmed the potential and real value that comes from understanding how organizations work and by what criteria they are governed. ”

Ismael Jiménez Pérez

Process Engineering Team Leader at Northvolt

Aerospace MBA at EOI



We train talent for a sustainable future

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