



# MBA in Banking



# ALBA's Identity

- Founded in 1992
- A **non-profit** educational organization
- Operates under the auspices of
  - ✓ Athens Chamber of Commerce & Industry
  - ✓ Hellenic Management Association
  - ✓ Federation of Greek Industries
- Member of EFMD



# ALBA's Mission

- To be a leading center of research and teaching excellence in postgraduate business education in Greece and in Europe
- Fostering a new generation of executives who will be catalysts of change



# ALBA's Academic Council

- **Ch. Argyris**, James Bryant Conant Professor of Education and Organizational Behavior, Graduate School of Business Administration, Harvard University
- **P.J. Athanasopoulos**, Vice-Chairman, Toyota Motor Europe, Professor Emeritus, Department of Banking and Finance, University of Pireaus
- **G.M. Constantinides**, Leo Melamed Professor of Finance, Graduate School of Business, University of Chicago
- **Ch. Delporte**, Rector, Facultes Universitaires Catholiques de Mons (FUCAM), France
- **Gabriel Hawawini**, The Henry Grunfeld Chaired Professor of Investment Banking, Professor of Finance, Dean of INSEAD, France
- **P.R. Kleindorfer**, Universal Furniture Professor of Decision Sciences, Economics and Business and Public Policy, Chairperson, Operations and Information Management Department, Co-Director, Risk Management and Decision Processes Center, The Wharton School of Business, University of Pennsylvania, USA
- **L. Tava**, Professor of Quantitative Economics, Director, Quantitative Methods Center, SDA Bocconi
- **R. Winkler**, James B. Duke Professor, The Fugua School of Business, Duke University



# ALBA's Academic Advisory Board in Finance

- **Richard A. Brealey**, Visiting Professor of Finance, London Business School, UK
- **George M. Constantinides**, Leo Melamed Professor of Finance, Graduate School of Business, University of Chicago, USA
- **William N. Goetzmann**, Edwin J. Beinecke Professor of Finance and Management Studies Director, International Center for Finance at the Yale School of Management, Yale School of Management, USA
- **Martin J. Gruber**, Nomura Professor of Finance, Stern School of Business, New York University, USA
- **Michael C. Jensen**, Jesse Isidor Straus Professor of Business Administration, Emeritus, Harvard Business School, USA
- **Mario Levis**, Associate Dean, MSc Programs; Professor of Finance, City University, UK
- **Stephen H. Penman**, George O. May Professor of Accounting, Morgan Stanley Dean Witter Research Scholar Accounting, Columbia University, USA
- **Stephen A Ross**, Franco Modigliani Professor of Financial Economics, MIT Sloan School of Management, USA
- **Anthony Saunders**, The John M. Schiff Professor of Finance, and Chairman, Department of Finance, Stern School of Business, New York University, USA

# Faculty

ALBA Professors are leading management academics

- Extensive teaching experience
- Research and consulting experience
- Strong publications record in top-ranking academic journals







# Board of Directors

- **U. Kyriacopoulos**, Chairman, Federation of Greek Industries Representatives
- **A. Kyriazis**, Vice-Chairman, Athens Chamber of Commerce & Industry Representative
- **N. Ebeoglou**, Vice-Chairman, Hellenic Management Association Representative
- **M. Stasinopoulos**, Secretary General, Federation of Greek Industries Representative
- **A. Crontiras**, Treasurer
- **D. Fountoukakos**, Member, Athens Chamber of Commerce & Industry Representative
- **L. Panagiotopoulou – Roumelioti**, Member, Hellenic Management Association, Representative
- **S. Argyros**, Member
- **C. Komninos**, Member
- **G. Metakides**, Member
- **R. Moissis**, Member

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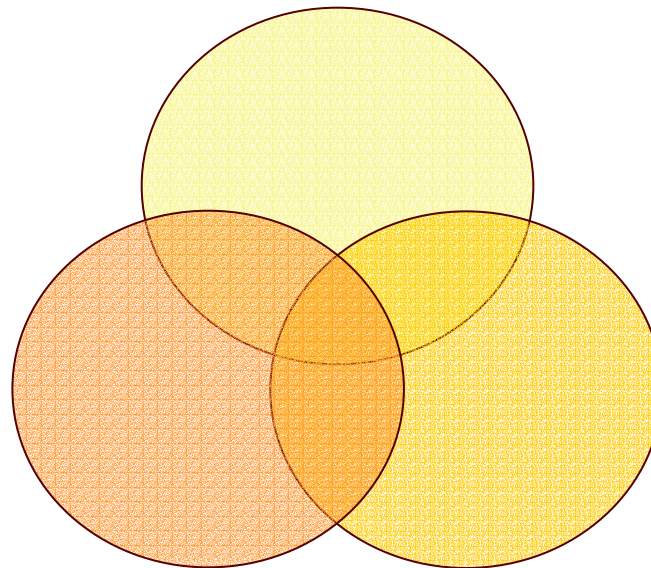
# Endowed Chairs

- The Kitty Kyriacopoulos Endowed Chair in Finance
- The TITAN - INSEAD Visiting Professors Program
- The Constantinos Kapsaskis Endowed Professorship in Banking
- The Aristides Daskalopoulos Endowed Professorship in Information Technology Management
- The George D. Mavros Research Professorship in Organization and Management
- The Tassos Papastratos Research Professorship in Marketing

# International Recognition

**International Co-operations**

**Faculty  
Research**



**Visiting  
Faculty from  
Renowned Business Schools**

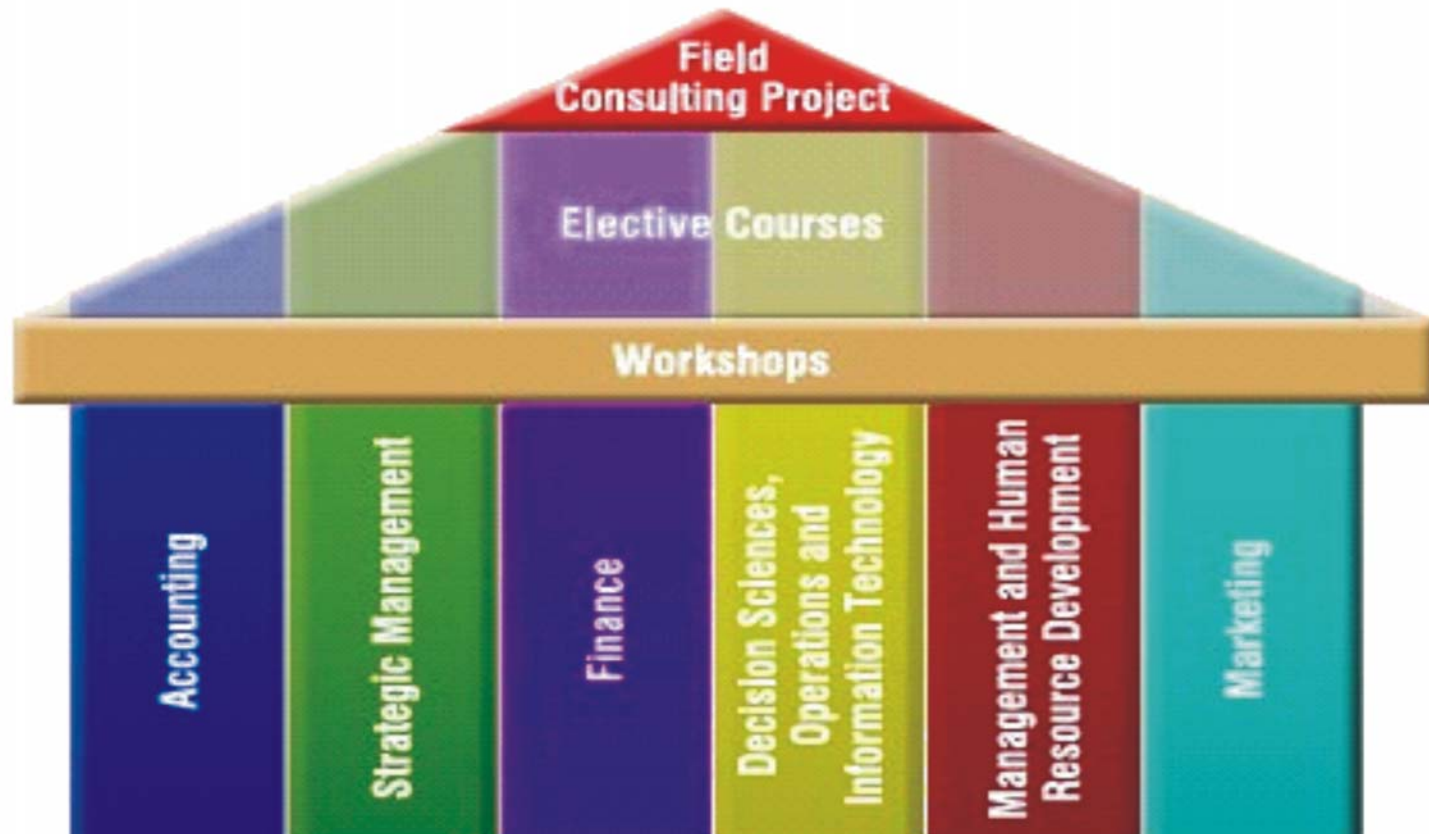


# **HBA – ALBA MBA in Banking**

## **Mission:**

- Understand the challenges and opportunities in the Banking Sector
- Develop entrepreneurial skills
  - spot opportunities and undertake initiative
  - deal with uncertainty, and act effectively
- Develop interpersonal skills & competencies
  - lead, manage and handle change

# Program Structure





# Program Areas

## ➤ Essential Analytical Skills for Managers

### Courses:

- ✓ Business Economics
- ✓ Financial Institutions & Markets
- ✓ Financial Accounting
- ✓ Quantitative Methods (Business Statistics)
- ✓ Financial Management
- ✓ Marketing of Financial Services
- ✓ Management Accounting
- ✓ Regional Markets
- ✓ Business Ethics (mini course)





## ➤ Strategic Aspects of Financial Institutions Management

### Courses:

- ✓ Overview of the Financial Services Industry (Workshop)
- ✓ Financial Services Technology & Systems
- ✓ Business Policy & Strategic Management in Financial Services
- ✓ Regulation of Financial Institutions



## ➤ Procedural Aspects of Financial Institutions Management

### Courses:

- ✓ Management & Organizational Theory
- ✓ Negotiations
- ✓ Management of Financial Services Operations



## ➤ Essential Synthetic Skills for Managers

### Courses:

- ✓ Business Plan
- ✓ Group Field Consulting Project



# Elective Courses (4 courses)

- Financial Statement Analysis
- Corporate Finance
- Investments
- Global Capital Markets
- Derivatives
- Mergers & Acquisitions
- Investment Banking
- Buyer's Behavior (mini)
- Human Resources Management
- New Product Development (mini)
- E-Business
- Psychoanalyzing Organizations
- Supply Chain Management
- Integrated Marketing Communications
- Marketing Research
- Strategic Information Management
- Risk Project Management
- Managing Service Operations
- Emotional Intelligence (mini)
- Creativity & Innovation (mini)



# Admissions Criteria/Process

- Bachelor's degree
- Excellent command of the English language
  - TOEFL (over 213)
  - Proficiency
- High GMAT score strengthens application
- Minimum of three years work experience
- Over 25 years of age
- Two letters of recommendation
- Start date: January of 2005
- Application deadline: November 20, 2004





# List of Resident Faculty

- **TRAVLOS NICKOLAOS G.**, Dean  
The Kitty Kyriacopoulos Chair in Finance  
Distinguished Senior Research Fellow, Cardiff Business School, Cardiff University, U.K.  
B.Sc., University of Athens; M.B.A., M.Phil.; Ph.D., New York University
- **TSOUKAS HARIDIMOS**, The George D. Mavros Research Professor of Organization and Management, Professor of Organization Theory and Behavior, Warwick University, UK  
B.Sc., Aristotle University of Thessaloniki, Greece, M.Sc., Cranfield Institute of Technology, UK;  
Ph.D., Manchester Business School, UK
- **SOUGIANNIS THEODORE**, Professor of Financial Accounting  
BBA (Accounting), University of Piraeus, Greece; MA (Economics), MBA (Finance), York University, Toronto; Ph.D. Business Administration (Accounting), University of California at Berkeley
- **ATHANASSOPOULOS ANTREAS**, Professor of Service Operations Management  
B.Sc., Department of Mathematics University of Patras; M.Sc., University of Essex; Ph.D., Warwick Business School
- **THEOHARAKIS VASILIS**, Associate Professor of Marketing, Instructor, University of California, Berkeley Extension, B.Eng. (honors), State University of New York at Stony Brook; M.Sc., Polytechnic University, MBA (with distinction) New York University, Ph.D., University of Warwick
- **VLAHOS KIRIAKOS**, Associate Professor of Decision Sciences  
B.Sc., National Technical University of Athens; Ph.D., London Business School

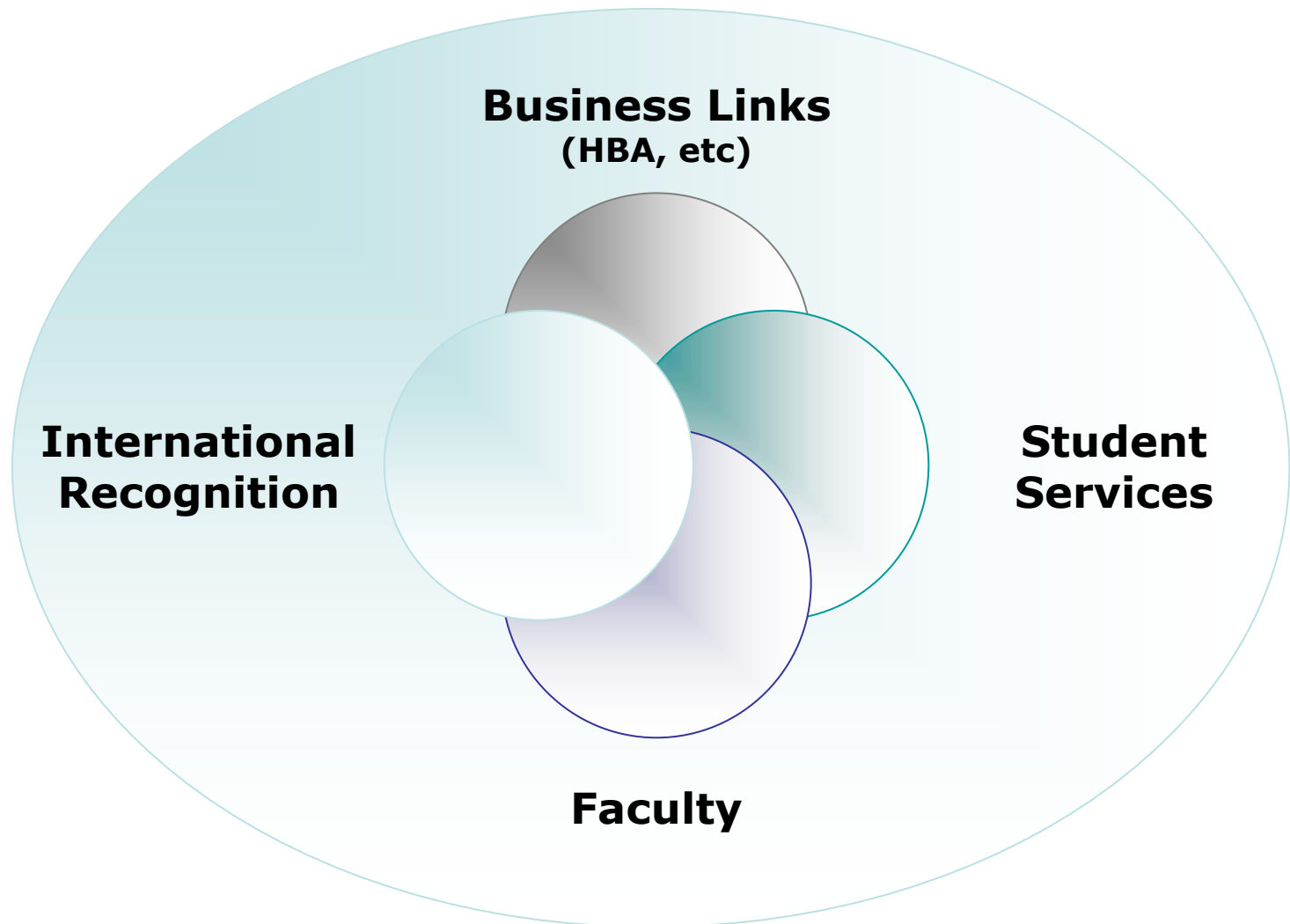
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- **TESSAROMATIS NICHOLAS**, Senior Fellow in Finance, B.A. Economics Aristotle University of Thessaloniki, B.A. Mathematics Open University, M.A. Finance and Investments Exeter University, Ph.D. Finance Manchester Business School
  - **AXARLOGLOU KOSTAS**, Assistant Professor of Business Economics, B.A. Aristotelian University of Thessaloniki, M.A. University of Michigan, Ph.D. University of Michigan.
  - **DRAKOPOULOU-DODD SARAH**, Assistant Professor of Entrepreneurship, Senior Research Fellow, Robert Gordon University, UK, B.A., Cambridge University, UK, MSc, PhD, University of Stirling, UK
  - **EPITROPAKI OLGA**, Assistant Professor of Organizational Behaviour and Human Resource Management, BSc, School of Social Sciences, University of Crete, MSc, School of Psychology, Cardiff University, Ph.D. School of Psychology, Cardiff University
  - **MYLONOPOULOS NIKOLAOS**, Assistant Professor of Information Systems, B.Sc., Athens University of Economics & Business; Ph.D., Warwick Business School, University of Warwick
  - **PASTRA YIOTA**, Assistant Professor of Accounting  
B.Sc. Deree College, Athens, Greece; M.Sc. University of Manchester & UMIST, Manchester, UK; Ph.D. Candidate, University of Strathclyde, Glasgow, Scotland, UK
  - **ZARKOS STEFANOS**, Assistant Professor of Finance  
B.Sc.(Business Administration) Cardiff University of Wales; M.Sc. (Finance) Strathclyde University; Ph.D. (Finance), University of Manchester Institute of Science and Technology; Pg.Dip. (Academic Practice) University of Manchester, Institute of Science & Technology; Dip.M. (Marketing), Chartered Institute of Marketing



# Indicative List of Visiting Faculty

- **Anthony Saunders**, The John M. Schiff Professor of Finance, and Chairman, Department of Finance, Stern School of Business, New York University, USA
- **Tawfik Jelassi**, Ecole Nationale des Ports et Chaussees (Paris), INSEAD (Fontainbleau)
- **Martin Gruber**, Nomura Professor of Finance, Leonard N. Stern School of Business, New York University, USA
- **Tsikriktsis Nikos** D.B.A, Boston University/ London Business School
- **Sudi Sudarsanam**, Professor of Finance & Corporate Control, Cranfield School of Management, UK
- **Cebenoyan Sinan** Professor of Finance, Hofstra University, U.S.A

# Strengths of HBA - ALBA MBA in Banking





**Start Date:**  
**January of 2005**

**Application Deadline:**  
**November 20, 2004**

*Contact Information: Ms K. Nolka HBA 210 3386407*

*Ms M. Georgiou ALBA 210 8964531*



“Many of our students are **successful** even before they come to **ALBA**. But we are convinced that cutting-edge **knowledge** helps them go much further and **perform** at an even **higher** level.”

