



The first and only MBA of Arts & Finance worldwide 全球首个且唯一的艺术品金融 MBA 项目 The brilliant joint success between AIAF and INCAE 亚洲艺术品金融商学院与 INCAE Business School 的强强联合



### **About AIAF**

### 关于亚洲艺术品金融商学院

- AIAF is the first education institution in the Asia Pacific region devoted to arts & finance.
- AIAF is focused on senior management education and research in the field of global art finance.
- AIAF integrates international professionals and academics in the fields of humanities and arts, financial investments, and business management.
- AIAF is an independent higher education institution established in China (Shanghai) Free Trade Experimental Zone regulated by the Shanghai Municipal Government Education Department.

亚洲艺术品金融商学院是亚太地区首家致力于艺术品金融的教育机构,学院专注于全球艺术品金融领域的高级管理教育和研究,汇集了人文艺术、金融投资和商业管理等领域的国际专业人士和学者。亚洲艺术品金融商学院是上海市政府教育部在中国(上海)自由贸易试验区设立的独立高等教育机构。

"金融里面有艺术,艺术里面有金融。让金融产生美。"

— AIAF全球理事会名誉理事长 唐双宁



### About INCAE 关于INCAE 商学院

- Founded in 1963 by Harvard Business School through a joint effort from the US (led by the then President John F Kennedy) and a group of Central American presidents.
- INCAE adheres to the Harvard Case Study Method and curriculum It has more than 16500 alumni spread across the world.
- This turns the INCAE experience into a unique opportunity to build a powerful network and have an impact on transforming lives, sectors, and countries.

The Financial Times ranks INCAE's MBA in the following positions:

- #1 in International Participants in the world
- #5 in Faculty Diversity in the world
- #6 in International Locations in the world
- #15 in International Experience in the world
- #31 in Sustainability in the world
- INCAE 商学院创建于 1963 年,美国前总统约翰·肯尼迪(John F Kennedy)倡导和众位中美洲总统的共同努力,由哈佛商学院支持共同创立。
- INCAE 坚持哈佛案例研究方法和课程。
- 它在全球拥有超过 16500 名校友
- 这使 INCAE 有独特的机会将商学院经验变成了建立强大网络并为改变生活,行业和国家带来影响。

根据《金融时报》,INCAE 的 MBA 排名:

- 全球国际参与者第1名
- 全球大学多样性排名第5名
- 在全球国际位置中排名第6名
- 世界国际经验排名第 15 名
- 在世界可持续发展中排名第31名

"For me, the purpose of a business school is more than management training, it should strengthen society. This is what makes INCAE unique... it is able to have an influence way beyond its size"

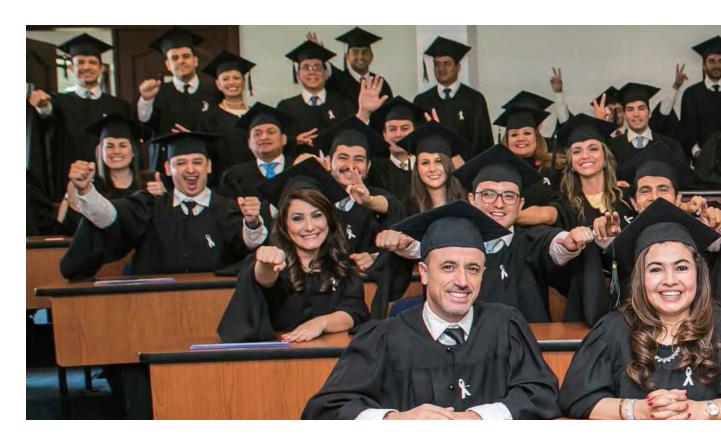
对我来说,商学院的目的不仅仅是管理培训,它应该加强社会。这就是使 INCAE 独一无二的原因 ... 具有超出其规模的影响力方式。



# Michael Porter Professor Harvard Business School Member of the Harvard-INCAE Actvisory

迈克尔·波特 <sub>教授</sub>

哈佛商学院会员哈佛 -INCAE 咨询委员会



# Why the AIAF + INCAE MBA on Arts & Finance AIAF+INCAE艺术品金融缘由

A world's top 50 MBA

- 26th Executive/Part Time MBA in the world, Financial Times 2019
- 11th Business School in the Americas, Financial Times 2018

A "triple crown" MBA

• One of the only 90 Business Schools in the world holding the three major international accreditations; EQUIS, AACSB, and AMBA. One of the 12 with the triple crown in the Americas.







### 世界排名前 50 的 MBA

- 2019 年《金融时报》EMBA / 非全日制 MBA 课程全球排名第 26 名
- 2018年《金融时报》美洲商学院排名第11名

"三冠王" MBA

• 全球仅有的 90 所获得"三冠王"认证的商学院之一,在美洲获得三冠王的 12 个商学院之一

### World-renowned faculty 出現文庫次

### 世界著名师资

- 95% + of professors holding doctoral degrees from renowned universities and schools around the world such as Harvard, Wharton, Oxford, the Sorbonne, MIT, the London School of Economics, and Northwestern University, among others.
- 95% + 的教授拥有哈佛,沃顿商学院,牛津,索邦大学,麻省理工学院,伦敦经济学院,西北大学和圣加仑等世界知名 大学的博士学位。



# One of the best options to get a world-class business education in the business center of Shanghai 在上海的商业中心获得世界一流商业教育的最佳选择

- AIAF & INCAE have crafted a tailored balance between international vision with local focus plus the major on Arts & Finance creating thus a unique training experience.
- AIAF 和 INCAE 以国际视野结合本地重点和艺术品金融专业,精心打造了一种量身定制的平衡,从而创造了独特的培训体验。

### A unique global network 独特的全球网络

- AIAF and INCAE each promote networking as a form of active feedback between the business world and academia. The
  program offers access to the combined alumni network from AIAF and INCAE, an extraordinary international web of students,
  professionals and renowned academics across the world.
- AIAF 和 INCAE 各自都将网络推广为商业界和学术界之间的一种积极反馈。这在组织会议,演讲,会议,文化访问等方面变得切实可行,从而支持了关系的发展,以增强参与者(学生)的职业生涯。在这种情况下,该项目可以访问 AIAF 和 INCAE 的联合校友网络,这是一个由学生,专业人士和世界知名学者组成的非凡国际网络。

### Global career opportunities 全球职业机会

- Graduates from this program are equipped with a diverse toolkit to deal with a business environment that has been truly transformed by the forces of globalization and has become more interconnected and cross-cultural.
- 该项目的毕业生配备了多样化的工具包来应对商业环境,这种商业环境已被全球化的力量真正转变为更加相互联系和跨 文化的格局。

### An international dimension for professional careers 国际层面的职业生涯

- Participants benefit from the professional career services from the two institutions. AIAF and INCAE provide career services and resources to participants and help them to meet their career aspirations; this offers a golden opportunity to access the global labor market.
- 参与者(学生)将从这两个机构的专业职业服务中受益。AIAF 和 INCAE 为参与者(学生)提供职业服务和资源,并帮助他们实现职业理想;这为进入全球劳动力市场提供了千载难逢的机会。

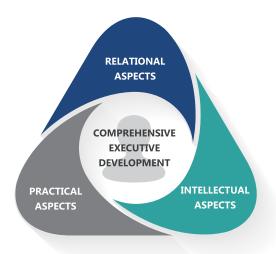
# A world-class learning method 世界一流的学习方法

It is focused on participant's learning experience and comprehensive development to offer key management tools and concepts aimed at boosting graduates' competitiveness and performance. In addition, the highly interactive approach under faculty leadership promotes the development of outstanding analytical, creative, and problem-solving skills.

The AIAF + INCAE MBA follows an integrative comprehensive training model adapted to adult learning. Its objective is to achieve the participants' complete development in three key aspects of general management and business leadership:

课程以学员的学习经验和全面发展为重点,提供关键的管理工具和概念,以提升毕业生的竞争力和表现。此外,在教师的引导下,高度互动的方法促进了杰出的分析、创新和解决问题技能的发展。

AIAF + INCAE MBA 遵循一种适应成人学习的综合培训模式,使学员在综合管理和业务领导的三个关键方面得到全面发展:





# Practice-oriented training 实践主导培训

In the program you will be transformed by discovering, doing, and interacting; for this purpose the MBA adopts pedagogical tools that guarantee an optimum learning. Focused on finding and developing innovative solutions, the methods facilitate the exchange of ideas among participants, professors, mentors, coaches, entrepreneurs, and experts. The teaching focuses on the analysis of issues faced by companies and their managers on a daily basis; a wide range of tools designed to deliver comprehensive, reality, focused knowledge is used to achieve this.

在这个项目中,你将通过发现、行动和互动而改变;为此,MBA 采用了保证最佳学习效果的教学工具。这些方法侧重于寻找和开发创新的解决方案,促进参与者、教授、导师、教练、企业家和专家之间的思想交流。教学重点是分析企业及其管理者每天面临的问题;广泛的工具设计用来实现交付全面的、现实的、重点知识。

### Comprehensive leadership development

### 全面领导力发展

The program encourages self-awareness as the basis for leading teams and organizational change. State-of-the-art techniques developed in the areas of neuroscience, emotional intelligence, team building, and change management are utilized in the classrooms. Through leadership assessments, personal development plans, mentoring and coaching, the program strengthens participants' abilities to design strategies, create high-performance cultures, and establish suitable relationships with internal and external stakeholders.

该项目鼓励自我意识作为领导团队和组织变革的基础。在神经科学、情商、团队建设和变革管理等领域发展起来的最先进的技术在课堂上得到了应用。通过领导能力评估、个人发展计划、指导和辅导,该项目加强了参与者设计战略、创建高性能文化以及与内部和外部利益相关者建立适当关系的能力。

# Testimonials and positions of renowned graduates 著名毕业生职位和感言



The MBA is characterized by making the best of one, both from a personal and professional level. It challenges you to get the most potential you have, to undertake any project you want to do. Where there is a breaking point and you realize that you can undertake and develop professionally beyond what you have already done; and you can go further and meet all the objectives that you have set yourself from the beginning.

MBA的特点是从个人和专业两个方面都做到最好。挑战使您发挥最大潜能,进行您想做的任何项目。在有突破的地方,您会意识到自己可以超越已经完成的工作而专业地发展;您可以走得更远,并从一开始就实现自己设定的所有目标。



**Julio Bonilla Crea Soluciones SA Panamá CEO** 朱利奥・博尼利亚 Crea Soluciones SAPanamá 首席执行官

The MBA for me has been an opportunity to reinvent myself in business my personal and family life, I urge people who are thinking of renewing, reinventing themselves to take the opportunity to approach INCAE and come and be part of this family that is going to give the opportunity to grow both professionally and personally.

对我而言,MBA 提供了一个重塑自我的机会,可以改变自己个人和家庭生活,我敦促那些正在考虑进行革新的人们,重塑自己,以抓住机会接触INCAE,并成为这个家庭的一分子,它将给予专业和个人成长的机会。



Cindy Riascos Recimetal Deputy Director 辛迪·里亚科斯 贵金属副经理

The MBA for me has represented many positive things, both personal changes and changes at the professional level. Speaking of the professional side, it automatically opens your way of seeing things, you see a business opportunity in each situation, you identify where you can make an investment or have a growth opportunity.

对我来说,MBA 代表了很多积极的方面,包括个人变化和专业水平的变化。 说到专业方面,它会自动打开您看待事物的方式,您会在每种情况下看到 商机,确定可以进行投资或获得增长机会的地方。



埃迪莉亚·戈多 菲科萨银行 抵押品副经理 Studying the MBA with my classmates has been the best, we have got to know each other much more and make friendship ties that I believe will be unbreakable. The experience has been very good and I would gladly repeat it again.

与我的同学一起学习 MBA 是最好的,我们必须彼此了解得更多,并且建立牢固的友谊纽带,我相信这将是坚不可摧的。经验非常好,我很乐意再次重复。

# AIAF+INCAE MB/

Pre-Program
360 Assessment (entry)
NBI Assessment
预备课程
360 评估(入学)
NBI 评估

Personal Development Plan 个人发展计划

MODULE 1 模块一 MODULE 2 模块二

Financial Mathematics 金融数学

Critical Thinking and

**Decision Making** 

批判性思维和决策制定

Competitive Strategy

竞争策略

Introduction to Accounting

and Finance

金融会计概论

**Economic Analysis** 

经济分析

Corporate Strategy

公司战略

Leadership and Compe-

tencies Development

领导力发展

**Executive Coaching Session** Arts & Finance Major Peer Coaching 执行力培训 艺术品金融 同伴互助 MODULE 3 MODULE 4 MODULE 5 模块五 模块三 模块四 Negotiation Economic Foundations of The Financial Strategy Arts Market 谈判 财务策略 艺术品市场经济基础 Corporate Finance Marketing Strategy Arts and Wealth Management 企业融资 市场策略 艺术品财富管理 Digital Marketing & Data Operations Management Science(I) 运营管理 数字化营销和数据科学(I) Supply Chain Management Sales Management 供应链管理 销售管理 **Business Simulation** Digital Marketing & Data 商业模拟 Science(II) 数字化营销和数据科学 (II)

Post-Program 360 Assessment (exit) 课程毕业 360 评估(毕业)



### INCAE professors INCAE的教授(部分)



ALBERTO TREJOS 阿尔贝托·特雷霍斯 Ph.D. the University of Pennsylvania Dean INCAE 宾夕法尼亚大学 博士 INCAE 院长



Esteban Brenes 埃斯特万 · 布雷恩斯
Ph.D. University of Florida 佛罗里达大学 博士
DirectorStevenAronsonChair
Academic Director -EMBA
史蒂文 · 阿隆森基金会主席
EMBA 学术总监



Luis Eduardo López 路易斯·爱德华多·洛佩兹 Ph.D.MassachusettsInstitute of Technology 麻省理工学院博士



Arnoldo Camacho 阿诺多·卡马乔 Ph.D. Ohio State University 俄亥俄州立大学 博士



Camelia Ilie 卡米莉亚·伊莉
Ph.D.UniversidadPontificiadeComillas
Executive EducationDean
Chair-CenterforCollaborativeand Women's Leadership
科米利亚斯大学 博士
INCAE 高管教育学院院长兼协作与女性领导力中心主席



Susan Clancy 苏珊·克兰西 Ph.D. Harvard University Research Director Center for Collaborative and Women's Leadership 哈佛大学 博士 女性领导力中心的研究总监



María Elena Carballo 玛丽亚·埃琳娜·卡巴洛 Ph.D. Brandeis University 布兰迪斯大学 博士



Andrea Prado 安德里亚·普拉多 Ph.D. New York University Director - CAHI INCAE 纽约大学 博士 商学院管理与组织副教



Juan Carlos Barahona 胡安·卡洛斯·巴拉奥纳 Ph.D.Massachusetts Instituteof Technology 麻省理工学院 博士



Silke Verena Bucher 西尔克·维雷娜·布彻 Ph.D.University of St.Gallen Suiza 圣加仑大学 博士



Luciano Ciravegna 卢西亚诺·塞拉维尼亚 Ph.D.London School of Economics 伦敦经济学院 博士



Carla Fernández-Corrales 卡拉·费尔南德斯·科拉莱斯 Ph.D.MassachusettsInstitute of Technology Ph.D., University of Illinois 伊利诺伊大学博士



Guillermo Cardoza 吉列尔莫·卡多萨 Ph.D. University of Sorbonne Nouvelle Postdoctoral degrees at KSG- Harvard University 索邦大学 博士 哈佛大学 KSG 博士后



Mahsa Memarian 玛莎·梅马里安 Ph.D. IESE Business School IESE 商学院 博士



Luis Noel Alfaro 路易斯·诺埃尔·阿尔法罗 Ph.D. Ohio State University 俄亥俄州立大学 博士



Konstantina Tzini 康斯坦蒂娜·齐尼 Ph.D. IE Business School IE 商学院 博士



OctavioMartinez 奥克塔维奥·马丁内斯·阿奎罗 Ph.D.University of Toronto Director, CLACDS 多伦多大学 博士 CLACDS 主任



Margaret Rose Grigsby 玛格丽特·罗斯·格里格斯比 MBA, INCAE Business School INCAE 商学院, MBA





Gaston Fornes 葛思通 Ph.D. University of Bath 巴斯大学博士



HUANG JUN 黄隽 Ph.D. Renmin University of China 人民大学博士 Deputy Director, Institute of Art & Finance, Renmin University of China 中国人民大学艺术品金融研究所副所长



PH.D China University of Political Science and Law 中国政法大学法学博士 Dean, School of Culture and Communication ,Central University of Finance and Economics 中央财经大学文化与传媒学院院长

Academic Advisor of AIAF AIAF 学术顾问

LIU SHUANGZHOU 刘双舟





## ■ The AIAF + INCAE MBA at a glance

### Profile of participants 适读对象

Professionals and entrepreneurs who want to broaden their knowledge of international business practices, reorientate their career, or update their management knowledge with an Arts & Finance focus.

想要扩大对国际商业惯例的了解,重新调整职业方向或更新其艺术品金融管理知识 重点的专业人士和企业家。

### Learning methodology 学习方法论

Harvard case method, personalized leadership and team assessments, simulations, coaching sessions, and outdoor activities.

哈佛案例法,个性化领导和团队评估,模拟,训练课程和户外活动。

# Language

语言

English and Chinese. Mainly English for INCAE MBA courses, and Chinese for AIAF Arts & Finance.

英文和中文。主要 INCAE MBA 课程以英语授课,AIAF 艺术品金融中文授课。

### Start date 开始日期

September 15th every year 每年9月15日



# Delivery and duration 交付和周期

The program starts with a 360-degree individual assessment by a professional coach, and concludes also with a 360-degree individual post-program assessment to see the progress and also to plan future developments.

12 modules of 5 days each, Wednesday to Sunday, taught every month, for a total of 14 months (Except for Bank Holidays)

- 10 modules on Management, 2 modules on Arts & Finance
- Around 550 contact hours

该项目首先由专业教练进行 360 度个人评估,最后以 360 度个人课程后评估结束,以查看进度并 计划未来的发展。

12个模块,每个模块5天,每周三至周日,每月教授一次,共14个月(节假日除外)

- 管理学 10 个,艺术品金融学 2 个
- 约 550 小时的面授课时

### Final project 项目最终

Work in groups in a Management Consulting Project aimed at dealing with a complex challenge in a real company under the guidance of a Faculty member. Examples of companies/organizations participating in previous years are Walmart or the Inter-American Development Bank.

在一名教员的指导下,以小组形式参与一个管理咨询项目,该项目的目标是在一家真实的公司中应对复杂的挑战。往年参与的公司/组织有沃尔玛或泛美开发银行。

### Degree awarded upon completion 授予学位

Master in Business Administration (MBA) from INCAE

Postgraduate Certificate in Arts & Finance from Asia Institute of Arts & Finance Both the MBA degree and the Postgraduate Certificate will be awarded only after 100% of the entire program is completed.

INCAE 商学院工商管理硕士(MBA)学位证书 AIAF 亚洲艺术品金融商学院艺术品金融结业证书 完成本项目所有课程学习方可授予以上学位和证书

### Admission requirements

### 入学要求

- -Undergraduate degree
- -3 years of professional experience after graduation
- -Candidates not in possession of an UG degree should demonstrate at least 7 years of professional experience, with at least 2 in a position of responsibility.
- -Command of English language (TOEFL 95, IELTS 6.5, or equivalent). Candidates not in possession of language tests will need to arrange and pass an interview with an AIAF admissions officer.
- -Copy of passport (photo page) or ID card
- -Copy of undergraduate academic certificates and transcripts, in Chinese or English
- -Up-to-date CV
- -Two recommendation letters. These letters are expected to make explicit references to the applicant's potential to develop a professional career in business and to pursue Master's level studies.
- -Complete application form, please click https://incae.force.com/edu/app\_registration?prodCode=603000081320158
- -Two essays, 500 words each, see details below
- -Essay #1: Describe your aspirations and reasons to pursue the Part-Time MBA and how you will contribute to your classmates and the Schools.

  Also, explain your relevant work experience and your career path. Write about examples of your success in working with organizations, groups and individuals.
- -Essay #2: Business need to operate in an ethical, sustainable, and responsible way based on strong values. Within this the AIAF+INCAE PT MBA is committed to develop managers and leaders willing and able to exceed the standards in these areas in line with the School's missions. Please write how you can contribute to this objective, ideally giving examples of past experiences and future plans.
- 拥有大学学士学位
- 自获取学士学位后至少3年职业经验。
- 持有学士学位以下的候选人须具有7年的职业工作经验,至少2年管理职位经验。
- 良好的英语水平(TOEFL 95,IELTS 6.5 或同等水平),无语言成绩的候选人需要通过 AIAF 招生官面试。
- 护照复印件(照片页)或身份证。
- 中文或英文本科学位证书和成绩单复印件。
- 最新简历
- 两封推荐信,这些信件将明确提及申请人发展事业方面的专业潜力和从事硕士学位课程的潜力。
- 完整的申请表,请点击这里链接 https://incae.force.com/edu/app\_registration?prodCode=603000081320158
- 两篇文章, 每篇 500 字, 请参阅下面的详细信息。
- 论文 1: 描述您报考在职 MBA 的愿望和理由,以及如何为同学和学校做出贡献。另外,请说明您的相关工作经验和职业道路。写出您在与组织,团体和个人合作中取得成功的例子。
- 论文 2:企业需要以强大的价值观为基础,以道德、可持续和负责任的方式开展业务。在此基础上,AIAF + INCAE 非全日制 MBA 致力于培养愿意和能够根据学校的使命超越这些领域标准的管理人员和领导者。请写下您如何为实现这一目标做出贡献,最好提供过去经验和未来计划的示例。

### **Admission process**

### 入学流程

- 1. Complete application package submission, only complete packages are analyzed.
- 2. Shortlisted candidates are invited for a 30-minute interview, usually by Wechat.
- 3.Application packages are assessed by the AIAF+INCAE Admissions Board and makes recommendations based on the academic requirements and on the candidate's overall suitability for the program.
- 4.Successful candidates receive a letter offering admission, the complete process may take up to 30 days.
- -The main criteria for admission are past professional and academic performance, suitability for the programs, and referee statements. Candidates are assessed holistically; for this the key element in the process is the personal interview. The main objective of the process is to admit candidates who can bring individual contributions to the cohort while at the same time widening the diversity to enhance participation and mutual learning among participants. This diversity is sought vertically (different ages, experiences, and professional/life stages, etc) and horizontally (different backgrounds, previous studies, origins, etc).
- -AIAF and INCAE welcome students from a wide range of backgrounds to maintain a diverse student body and facilitate a stimulating learning environment. Applicants are not discriminated against on the grounds of political views, race, ethnicity, nationality, gender, sexuality, religion, disability or age.
- 1. 提交完整的申请流程包,仅分析完整的申请流程包。
- 2. 通常邀请入围候选人进行30分钟的视频面试(可用微信)。
- 3. 申请程序由 AIAF + INCAE 招生委员会评估,并根据学术要求和候选人对计划的总体适用性提出建议。
- 4. 成功的候选人会收到录取通知书,整个过程可能需要 30 天。
- 录取的主要标准是过去的专业和学术表现,对课程的适应性以及裁判声明。对候选人进行全面评估;为此,过程中的关键要素是个人面试。该过程的主要目的是招募能够为该队列做出个人贡献的候选人,同时扩大多样性,以增强参与者之间的参与和相互学习。在垂直方向(不同的年龄,经验和职业 / 生活阶段等)和水平方向(不同的背景,先前的研究,出身等)寻求这种多样性。
- -AIAF和INCAE欢迎来自不同背景的学生保持多样化的学生体面,并营造一个令人兴奋的学习环境。申请人不会因政治观点,民族,种族,国籍,性别,性取向,宗教,残疾或年龄而受到歧视。







### 亚洲艺术品金融商学院介绍

亚洲艺术品金融商学院(AIAF)是由上海市政府教育部门批准,在中国(上海)自由贸易试验区创办 的独立高等教育机构。学院甄选全球艺术品金融领域的核心教育资源,融合人文艺术、金融投资、商 业管理领域的国际师资力量,专注开展高层管理教育和研究,是目前亚太地区首个以艺术品金融为主导, 兼具行业深度与全球广度的教育机构。

### 项目优势

艺术金融量身定制, 机构公司相得益彰 学生群体艺术金融, 资历深厚背景纯正 强化模块学习,课程设置全面 秉承严谨学风,移动课堂,产融结合,收获独有学习体验 强大校友网络,共享 INCAE+AIAF 品牌价值

### 课程设置

AIAF+INCAE 艺术品金融课程高级研修班实行模块化教学,案例教学,并附设丰富的第二课堂。课程包 括预备课程、个人发展计划、执行力培训、同伴互助和艺术品金融共 5 个模块,其中艺术品金融模块 相关课程由 AIAF 提供,其余 4 个模块引入 INCAE 相关课程。

### 招生计划

招生对象:对艺术品金融感兴趣并希望获得国际专业培训或者提升学历能力的人员

学制学时: 12 个模块,每个模块5天,每周三至周日,每月教授一次,共14个月(节假日除外)

授课语言:英文+中文 授课地点:上海

开课时间: 2020年9月15日 招生人数: 40 人左右

授课方式:采用教授讲授、案例分析、小组讨论等多种教学方式,强调理论与实践的互动

### 申请条件

- 拥有大学学士学位
- 自获取学士学位后至少三年的职业工作经验
- 持有学士以下学位的候选人,须具有七年的职 业工作经验,其中包括至少两年的管理职位经验
- 良好的英语水平(TOEFL 95,IELTS 6.5 或同等 水平) 无语言成绩的候选人需通过 AIAF 招生官 面试

### 项目咨询

亚洲艺术品金融商学院

T: (86)21-68599606

E: info@aiaf.edu.cn

### 学费标准

项目学费为人民币 36 万元,包括学费,教材,讲义, 教学,证书,不包含餐费、往返交通费、住宿费。

### 报名时间

2020年1月1日起



A: 中国上海市黄浦区中山东二路 58 号外滩 SOHO-A 栋 301 室