



## Our Master's programs

## **Program benefits**

#### IMMERSION IN HOSPITALITY OPERATIONS

An optional opportunity to discover practical arts on campus to better understand hospitality management essentials.

#### **TEACHING & LEARNING TECHNIQUES**

Transformative, didactic, experiential, student-focused, industry-based & technology supported approaches.

#### **PERSONALIZATION**

Small classes & one-on-one attention from highly qualified faculty members and elite guest lecturers.

#### MANAGERIAL & LEADERSHIP SKILLS

Combination of Swiss rigor and hands on learning to meet requirements of ambitious career aspirations within the industry.

#### **INDUSTRY EXPOSURE**

Exposure to best-practice managerial theories and industry applications to develop business acumen and grow professional and interpersonal competencies.

#### **REAL-WORLD MANAGEMENT EXPERIENCE**

Business field trip, internship and business research project.

# *Employability*

for employer reputation in hospitality management QS World University Rankings by subject 2023

company visits per year

of job-seeking students graduating in 2022 received one or more employment opportunities

Preparation for accelerated careers in leading global hospitality, luxury and finance companies

# Experienced faculty

of faculty members hold a Master's or PhD

average years of industry experience

# International environment & opportunities

nationalities

# Entry requirements

#### MINIMUM AGE

21 years old

#### **EDUCATION**

Bachelor-level undergraduate degree in a relevant field:

- For MSc in Hospitality Business Leadership, MSc in Luxury Management and Guest Experience and MSc in Hospitality, Entrepreneurship and Innovation, a degree in business or hospitality is preferred.
- For MSc in Real Estate, Finance and Hotel Development, a degree in business, finance or hospitality is preferred. Subjects taken in your undergraduate degree such as Accounting and Finance will be reviewed by the school prior to acceptance.

#### MINIMUM ENGLISH LANGUAGE ENTRY REQUIREMENTS

If English is not your first language, or if you have not spent the last two years studying in a school where English is the primary language of instruction, you will need of one of the following:

- IELTS: overall 6.0 and min. 5.5 in every sub-component
- TOEFL: Internet-based 80 or paper-based 550
- · First Cambridge Exam: Grade A
- Cambridge Advanced Exam: Grade C
- For MSc programs in London, the same applies, except Non-EU or EEA passport holders will need to undertake IELTS UKVI: 6.0 overall and min. 5.5 in every sub-component.

Note: All English certificates must have been issued in the 12 months prior to program start. For London, same as above, except Non-EU or EEA passport holders will need to undertake IELTS UKVI: 5.5 overall and min. 5.5 in every subcomponent.

# Master's in Hospitality Business Leadership



#### DURATION

1.5 years; 2 academic semesters plus Business Research Project or a 6-month internship





#### LOCATIONS

Bulle campus, Switzerland or London campus, United Kingdom or both



**US 45** 

#### **INTAKES & CREDITS**

Spring and Fall ECTS\* 90

\*European Credit Transfer and Accumulation System



#### **BUSINESS FIELD TRIP**

Featuring visits to leading hotels and other premium hospitality businesses, with insights from experts and industry leaders.



#### OTHER HIGHLIGHTS

Wellness Workshop Company visit

Hospitality Immersion Program 4 weeks (optional) Glion

#### Semester 1

Bulle or London

#### Semester 2

Bulle or London Semester 3 Internship or Business Research Project

# Benefits

- · Become a five-star hospitality leader
- Enhance your industry knowledge, soft skills and managerial competencies
- Diversify into different functions in hospitality such as luxury and real estate
- Real-world experience during your internship or business research project
- Trips to partner institutions, company visit and exclusive visits from industry experts

# Designed for

- · Young professionals
- · Career changers & career developers
- Students' background: 54% career changers and 46% career developers

#### Courses

#### **OPTIONAL PRE-SESSION**

Hospitality Immersion Program

#### **SEMESTER 1**

### **Driving Operational Excellence**

Striving Towards Excellence

Managing Hospitality and Luxury Operations Managerial and Financial Accounting Leadership Across Cultures Applied Business Research

Enhancing Sales and Revenues

Marketing Management for Hospitality Leaders

Revenue Management and Pricing Strategy Sales and Distribution Strategies in Hospitality

Leading Digital Strategy

- + Business Field Trip
- + Wellness Workshop

#### SEMESTER 2

#### **Leading Strategies to Success**

Developing Effective Strategies

Luxury Brand Management
Hospitality Business
Strategies and Value Creation
Hospitality Corporate Finance
People Management in a
Global Environment

Embracing the Transformation

Leadership in Action

Hotel Asset Management and Concept Creation

Innovative Food and Beverage Strategies

Sustainability Essentials for Hospitality Managers

Crisis Management in a Volatile Environment

+ Company Visit

#### SEMESTER 3

6-month internship or Business Research Project

# Fees for 2024 intakes

#### SWITZERLAND

MSc S1 + S2	Compulsory expenses in CHF
Application fee	275
Tuition fees	53,600
Learning resources	1,400
Insurance	2,550
Administrative fees	980

#### LONDON

MSc S1 + S2	Compulsory
	expenses in GBP
Application fee	175
Tuition fees	41,400
Learning resources	1,200

# OPTIONAL HOSPITALITY IMMERSION 4-WEEK PRE-SESSION PROGRAM IN CHF

Tuition fees	4,400
Insurance	255
F&B prepaid	930
Lodaina	1.300

# Master's in Luxury Management and Guest Experience



1.5 years; 2 academic semesters plus Business Research Project or a 6-month internship





Glion and Bulle campuses. Switzerland



#### **INTAKES & CREDITS**

Spring and Fall

**ECTS\* 90 US 45** 

\*European Credit Transfer and Accumulation System



#### **BUSINESS FIELD TRIP**

Fully appreciate luxury products and apply classroom theory in the real world through exposure to luxury and hospitality enterprises in a selected city.



#### OTHER HIGHLIGHTS

Luxury event organized by students

Semester 1

Glion or Bulle\*

Semester 2

Glion or Bulle\*



\*To enable you to experience student life at both our Swiss campuses, vou will spend the fall semester on Bulle campus and the spring semester on Glion campus.

# Benefits

- Discover the essence of service excellence
- Exclusive visits to fashion brands
- Go behind the scenes in luxury companies
- Network with successful industry leaders
- Elite visiting faculty from famous universities
- Real-world experience during your internship or business research project

# Designed for

- · Young professionals
- Career changers & career developers

#### Courses

#### **OPTIONAL PRE-SESSION**

I Hospitality Immersion Program

#### **SEMESTER 1**

#### **Luxury Business Environments**

Economics and Sociology of Luxury Business Trends in Luxury Hotels, Resorts and Events

High Gastronomy and Fine Dining Ultra-Luxury Travel and Experiences

Luxury Fashion and Design

Service Culture and Operational Excellence

Design Thinking

#### **Marketing and Brand Management**

**Building Brand Equity Experiential Economics** Digital Transformation and Data Analytics Digital Marketing in the Luxury Industry Intercultural Leadership

+ Business Field Trip

#### SEMESTER 2

#### **Luxury Experience and Innovation**

Sustainable Luxury and Design Blockchain in the Luxury and Hospitality Industries

**Business Research Methods** 

Impactful Design for Retail and Hospitality Retail Management

Behavioral Aspects of Customer Engagement

#### Strategies and Business Models

Strategic Management of Luxury Brands Corporate Finance and Value Creation Business Models in Luxury Legal Environment of the Luxury Industries Talent Management

+ Luxury Event organized by students

#### SEMESTER 3

6-month internship or Business Research Project

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Insurance	2,550
Administrative fees	980

#### **OPTIONAL HOSPITALITY IMMERSION** 4-WEEK PRE-SESSION PROGRAM IN CHF

Tuition fees	4,400
Insurance	255
F&B prepaid	930
Lodging	1,300

# Master's in Hospitality, Entrepreneurship and Innovation



#### DUBATION

1.5 years; 2 academic semesters plus Business Research Project or a 6-month internship





#### LOCATIONS

Glion and Bulle campuses, Switzerland



#### INTAKES & CREDITS

Spring and Fall

ECTS\* 90 US 45

\*European Credit Transfer and Accumulation System



#### **BUSINESS FIELD TRIP**

Experience innovative thinking first hand. During this immersive, specially curated trip, meet pioneering companies and strengthen your professional network.



#### OTHER HIGHLIGHTS

Innovation Week - experiential and immersive learning

Hospitality Immersion Program 4 weeks (optional) Glion

#### Semester 1

Glion or Bulle\*

#### Semester 2

Glion or Bulle\*

Semester 3 Internship or Business Research Project \*To enable you to experience student life at both our Swiss campuses, you will spend the fall semester on Bulle campus and the spring semester on Glion campus.

# Benefits

- Learn how to lead in hospitality and enhance your business skills
- Understand technology's potential in the industry
- Network and learn from industry leaders
- Develop your own business ideas during the program
- Real-world experience during your internship or business research project

# Designed for

- · Aspiring or current entrepreneurs
- · Professionals who own a family business
- Career switchers

#### Courses

#### **OPTIONAL PRE-SESSION**

Hospitality Immersion Program

#### SEMESTER 1

# Hospitality Operations, Disruptions and Talent Management

Industry Fundamentals and Complexity Trends, Disruptive Models and Entrepreneurial Mindset

**Hospitality Operations** 

F&B Management and Value Delivery

Leadership, Team Building and Intercultural Management

# Innovation and Entrepreneurship: From Idea to Business Model

Creativity and Innovation in Hospitality
Design Thinking and Startup Creation

Business Model Identification: Lean Startup and Traction Methods

Partnerships and Ecosystem Management Strategy and Governance

Protecting Your Brand and Your Business

#### + Business Field Trip

#### SEMESTER 2

# Scaling Your Business: Digitalization and Go-to-market Strategy

Marketing, Branding and Insights Foundations Sales and Contract Negotiation

Talent Management

Revenue Management and Digital Distribution Strategy

Digital Technologies in the Hospitality Industry Digital Marketing and Growth Hacking

#### Financial Lifecycle and Funding

Fundraising and Financial Strategies Mergers and Acquisitions Family and Small Businesses Sustainability and Entrepreneurship Project Life Cycle for New Business Launches

+ Innovation Week - experiential and immersive learning

#### SEMESTER 3

6-month internship or Business Research Project

# Fees for 2024 intakes

#### SWITZERLAND

MSc S1 + S2	Compulsory expenses in CHF
Application fee	275
Tuition fees	53,600
Learning resources	1,400
Insurance	2,550
Administrative fees	980

# OPTIONAL HOSPITALITY IMMERSION 4-WEEK PRE-SESSION PROGRAM IN CHF

Tuition fees	4,400
Insurance	255
F&B prepaid	930
Lodging	1,300

# Master's in Real Estate, Finance and Hotel Development



#### DUBATION

1.5 years; 2 academic semesters plus Business Research Project or a 6-month internship





#### LOCATIONS

London campus, United Kingdom



#### INTAKES & CREDITS

Spring and Fall

ECTS\* 90 US 45

\*European Credit Transfer and Accumulation System



#### **BUSINESS FIELD TRIP**

Explore an international real estate market, providing ample opportunities to put classroom learning into practice while building an industry network.



#### OTHER HIGHLIGHTS

Hotel real estate investment strategy workshop

Professional certifications: STR Analytics I & II HVS Hotel Valuation Bloomberg Market Concepts

Semester 1

London

Semester 2

London

Semester 3 Internship or Business Research Project

# Benefits

- Acquire the tools to make real estate investment decisions
- Build a certified real estate analyst skillset
- Learn from leading academics and industry experts
- Pitch a portfolio of real estate assets to investors

## Designed for

- Young professionals with strong numerical and analytical skills
- · Career changers and career developers

#### Courses

#### SEMESTER 1

# International Hotel Development and Asset Management

Hospitality Business Trends and Strategies Hospitality Financial Analysis and Performance

Global Hotel and Resort Development Hotel Asset Management

Negotiating Hotel Management Contracts
Sustainable Real Estate

Business Research Methods

#### **Professional certifications**

- STR Analytics Certificate I & II
- + Hotel Real Estate Investment Strategy

#### SEMESTERS 1 & 2

#### Real Estate Investment

Global Real Estate Markets

Real Estate Finance Principles and Valuation Methods

Real Estate Mergers and Acquisitions Institutional Investments in Real Estate

#### Professional certifications

- HVS Hotel Valuation Certificate
- + Business Field Trip

#### **SEMESTER 2**

#### **Investment Strategies and Financing**

Capital Markets

Portfolio Management

Advanced Financing and Fixed Income

Private Equity

Advanced Financial Modelling

#### **Professional certifications**

Bloomberg Market Concepts Certificate

#### **SEMESTER 3**

6-month internship or Business Research Project

# Fees for 2024 intakes

#### LONDON

MSc S1 + S2	Compulsory expenses in GBP
Application fee	175
Tuition fees	43,350
Learning resources	1,200





+41 (0)21 966 35 35 info@glion.edu glion.edu

GLION CAMPUS
Glion Institute of Higher Education
Route de Glion 111
1823 Glion sur Montreux
Switzerland

LONDON CAMPUS
Glion Institute of Higher Education
Downshire House
Roehampton Lane
London, SW15 4HT
United Kingdom

BULLE CAMPUS
Glion Institute of Higher Education
Rue de l'Ondine 20
1630 Bulle
Switzerland