



The Business School
for the World®

VALUES

Championing Business as a Force for Good

MBA Scholarships



Scholarships support high-ambition leaders like Mary-Ann

*As a field engineer in the Norwegian North Sea, Nigerian **Mary-Ann Onuegbu** MBA'18D worked in rugged, high-risk environments and traveled to the Arctic in the darkest winter months. "It built my character," she says.*

At INSEAD, scholarships mean more than financial aid.

Scholarships advance our mission

We develop global leaders and entrepreneurs who cross cultures and shape business as a force for good. This mission starts with attracting the best candidates from around the world. Scholarships are absolutely essential to this effort.

Scholarships help top students choose INSEAD

Most MBA students finance their year of study through a combination of personal savings, company sponsorship, loans and scholarships. But many students, particularly those from emerging markets, have smaller savings and find

it difficult to access loans. For these students, a scholarship can mean the difference between accepting a place at INSEAD—and having to decline it.

Scholarships keep INSEAD competitive

Attractive financial aid packages are increasingly influencing students' choices. Peer schools, especially those with large endowments and high levels of annual support, are investing heavily in financial aid to entice the best candidates. This leaves INSEAD vulnerable to losing talented individuals to these schools.



A FORCE
FOR GOOD

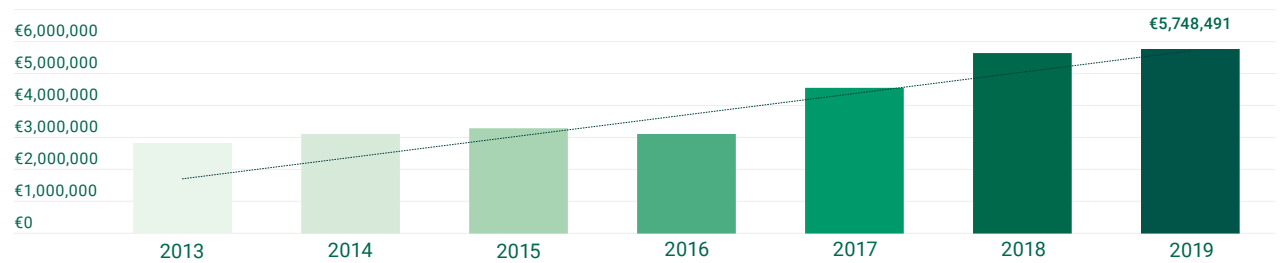
"When my father passed away in 2011, I thought I had lost my way. Luckily, my mother provided for our family. Later I was blessed with a good job. Still, I could not afford a top MBA programme abroad with the gaping income disparity between emerging and developed countries. The INSEAD scholarship represents a massive help and one that I do not take for granted."

Fernando Jacinto III, MBA '19J
 Filipino – INSEAD Alumni Fund Diversity Scholarship

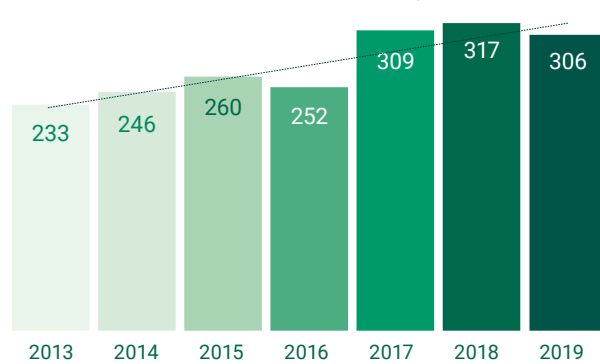


Your gifts are already making a difference...

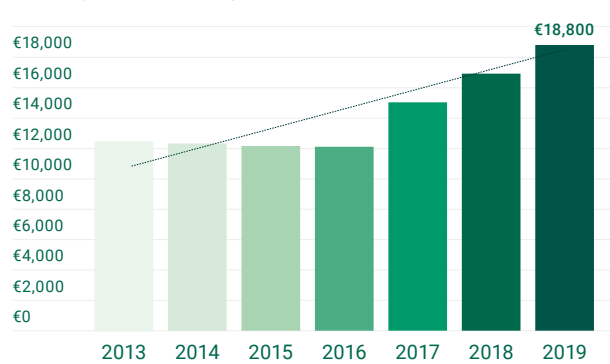
Scholarship budget



Number of students with scholarships



Average scholarship amount



Scholarships in Perspective

Item	Harvard Business School	INSEAD
Annual Budget (€)	€30M (\$34M USD)	€5.7M
Average Annual Award (€)	€35,000 (\$40,000 USD)	€18,800
Students Supported (%)	50%	30%

Source: Harvard Business School, 2018 figures

Transforming INSEAD's scholarship reach

Applicants
vs awards



76%

of students
applied for
scholarships

306 (30%)

students received
scholarships
thanks to your gifts
(MBA'19J&D classes)

Total
amount

€5.7M

distributed

New
scholarships

14

*2018 figures

We're stepping up our goals

INSEAD is committed to expanding the depth and breadth of our merit scholarships and diversity scholarships.

Merit scholarships

Merit scholarships are awarded based on a candidate's outstanding achievements and potential. Often given upon admission without a scholarship application, these 'spot scholarships' are an important means of signalling that we appreciate the student's expected contributions.

Our goal: Our merit scholarships totaled 105 in 2018. We want to double that number.

Why it matters: More merit scholarships will enhance the quality and diversity of students in the classroom. This will improve the learning programme and maintain the school's key differentiators and hallmarks of excellence. It will equally enable us to attract more talented women to our MBA programme.

Diversity scholarships

Scholarships that promote diversity are essential to maintaining the unique environment that makes learning at INSEAD a transformational experience.

Our goal: Today, we can respond to about 30% of the total number of candidates who apply for diversity scholarships. Our goal is to increase the number of scholarships offered, and also to offer some full scholarships to attract top talent from emerging countries.

Why it matters: Diversity scholarships make INSEAD accessible to talented candidates from diverse nationalities and socio-economic backgrounds. Some of these students face financial challenges because of smaller savings and difficulty in obtaining loans.

"Scholarships allow INSEAD to do what it does best: Attract the world's most talented, inspiring and ambitious students—and then equip them to make a real difference in business and society."

Urs Peyer

Dean of Degree Programmes



Two ways to give. One enormous impact.

You can support INSEAD scholarships in one of the following ways:

Current funds

Current funds are a source of immediate revenue. They have an instant impact on scholarship awards. Spent in the course of the fiscal year, the impact of your gift can be extended over time through renewed support.

*A contribution in current funds of €100,000, payable and spent over five years, supports **five students** (one per year over five years) with an average scholarship of €20,000.*

Young alumni who have graduated from INSEAD in the past 15 years also can create named scholarships that support the next generation of INSEAD students through the Tomorrow's Leaders Programme (TLP).

Endowed funds

Endowed funds allow you to make a long-term impact. These are invested in perpetuity, with a percentage of the interest spent in annual distributions. The balance of the interest is reinvested in the endowment to ensure steady growth. The annual distribution rate at INSEAD is currently between 4% and 5%. Your investment in endowed donations will be felt for the long-term, through the simultaneous growth of the invested capital and annual scholarship awards.

*An endowed fund of €250,000 supports **one student per year** with an average scholarship of €10,000 in perpetuity.*

Donor recognition

By making a gift to scholarships you impact the lives of individual students and INSEAD's excellence. We are deeply grateful for every gift. Below are some of the ways we recognise your generosity:

1. Donations of €1,000 and above qualify for inclusion in the INSEAD Investors' Circle that celebrates annual giving.
2. A gift of a minimum of €100,000 in expendable funds provides you with a personalised naming opportunity.
3. An endowed fund of €250,000 offers you a naming opportunity in perpetuity.
4. If your gift is made personally, it will be acknowledged with the appropriate Salamander recognition.
5. Donors who have created a named fund will receive reports and scholarship profiles of their recipients.
6. Your gift will be acknowledged, with your agreement, in appropriate publications, such as the Donors Report, websites and programmes, providing visibility to MBA students and the INSEAD community as a whole.
7. An invitation to INSEAD's annual Scholarship Dinner may be extended.

Will you consider making your gift today?

To make your gift today,
please go to: forceforgood.insead.edu/give

For all enquiries call: +33 1 6072 4216

Please remember many countries offer tax benefits when you contribute to INSEAD.

For more information please visit our website forceforgood.insead.edu or email: giving@insead.edu