



# How you can support INSEAD MBA Scholarships



## More than one reason to give your support

### Transforming lives

Many MBA students rely on savings, company sponsorship, loans, and scholarships to finance their studies. However, those from emerging markets often face financial hurdles due to smaller savings, especially when dealing with weaker currencies, and challenges in obtaining favourable loans. Scholarships can make the difference between accepting a place at INSEAD or having to decline it. Your scholarship eases these financial burdens and empowers students to enroll in a top-tier MBA programme.

### Creating a ripple effect

Scholarships not only transform the lives of recipients but also create a broader impact on our student body, alumni network, and the global community we serve. They facilitate diverse and talented students' inclusion in our MBA programme, enriching peer-to-peer learning, excellence, and class diversity.

Over time, the impact extends to our alumni community, as today's scholarship recipients become tomorrow's influential alumni, expanding our global reach and influence in business and society. Every scholarship strengthens this pipeline, ensuring the enduring quality, diversity, and impact of our remarkable INSEAD network.

### Boosting competitiveness

As a top-tier business school, INSEAD competes with peers globally, many of which have significant endowments and annual funds. In the intense competition for top talent, offering financial aid is a critical tool. Candidates are increasingly inclined to factor scholarships into their school selection process and negotiations for better aid. Higher offers from peer institutions are the primary cause of losing high-calibre candidates during our application rounds. Your scholarship is instrumental in attracting and retaining these exceptional students, reinforcing our competitiveness.



*Thank you for considering a gift to INSEAD scholarships. As a former scholarship recipient, I understand the invaluable opportunity, honour, and support a scholarship provides to an aspiring student. Your gift not only enables a promising individual to access the transformative INSEAD experience but also champions the values of diversity, equity, and inclusion that drive our school's mission. I am immensely proud of our alumni's steadfast tradition of supporting scholarships.*

**Francisco Veloso,**  
Dean of INSEAD

# More than one reason to increase the power of scholarships



## Continuing to rise to the challenge with your support

Funded in majority by our alumni, our scholarship budget has increased more than **three-fold** in 10 years.

	2013	2023
Scholarship Budget	€2,900,000	<b>€6,400,000</b>
Percentage of students receiving scholarships in class	22%	<b>36%</b>
Average scholarship award	€13,100	<b>€21,100</b>

To rise to the challenge and enable more talented students to join the INSEAD MBA programme, we ask for your **continued investment in scholarships**.

## Challenges today

1. Increasing costs require higher scholarship amounts



2. Our applicants are global and face a variety of financial challenges

In the latest survey of INSEAD scholarship recipients of the MBA class of '23, **50%** of the respondents said they could not have considered INSEAD without the scholarship.

3. Competition from peer schools

We compete with schools that have annual scholarship budgets that run as high as **€40,000,000+** per year and average scholarships that reach **€40,000**.



*When admitted MBA students drop out, the reasons are most often financial. Either the students are unable to afford the education without a scholarship, or they have been offered a higher amount from another school. At a time when interest rates for loans are climbing, our commitment is to ensure that those with financial barriers to joining INSEAD can still pursue their dreams.*

**Irina Schneider-Maunoury,**  
Senior Associate Director Financial Aid, INSEAD Degree Programmes

# Quick facts to help you choose your impact



## There are two categories of scholarships:

### Diversity and need-based scholarships

Diversity scholarships are the lifeblood that sustains the extraordinary learning environment at INSEAD, a setting where transformational experiences flourish, lifelong connections are created, and innovative ideas take root.

These scholarships serve as gateways of opportunity, providing access to INSEAD's education for bright individuals from varied nationalities, diverse socio-economic backgrounds and a wide-range of professional sectors. Many of these students grapple with financial challenges due to limited savings, difficulty securing loans and currency disparities.

### Merit scholarships for outstanding students

Merit scholarships, awarded to candidates with exceptional accomplishments and demonstrated potential, serve as a powerful signal for their anticipated contributions. These prestigious "spot scholarships" are granted upon admission without requiring a separate application, underscoring our commitment to attracting top talent regardless of their financial need.

Additionally, these scholarships are pivotal in attracting a more diverse cohort of exceptionally talented women to our degree programmes, fostering a community of empowered female leaders who will shape the world.

## And two ways to fund them:

### Current funds

Current funds are directly expendable funds. When you donate in current funds your gift has an immediate impact as it is channeled to scholarship awards straight away, possibly within the same year. Such funds are essential for the school to respond quickly to arising opportunities and needs. When the gift is spent in its entirety you can continue to extend your impact over time by renewing your support.

### Endowed funds

Endowed funds generate gifts in perpetuity. Invested in the long-term, the principal amount is kept intact. A part of the interest earnings is spent annually in accordance with the purpose of the gift. The remaining earnings are reinvested into the fund. INSEAD's endowment is managed by the INSEAD Endowment Management Committee, and the annual spending rate is validated by the board. The rate is generally 4% of the principal amount. When you make an endowed gift, its long-term benefits can far exceed the original value, providing increasing resources in the future. Its impact over time is immeasurable.



*I was drawn to INSEAD's diversity and its mission to be a force for good. But I worried the burden of a large loan would affect my experience. My scholarship became the North Star that guided me. When I doubted myself, I would think of the donors who supported me and remember that they believed in my potential.*

**Therese Joson MBA'22J,  
Recipient of the Bischoff Family Scholarship**

# More than one way to recognise your gift



While the best recognition is the thank you letter from your scholarship recipient, we are delighted to recognise your gift in the following ways:

## Naming opportunities

For an endowed gift of a minimum of **€250,000** INSEAD offers a scholarship naming opportunity in perpetuity.

For a gift in current-use funds of a minimum of **€100,000** INSEAD offers a scholarship naming opportunity for the duration of the fund.

## Recognition with Salamander awards

The Salamander awards celebrate the loyalty of alumni and friends who have supported the school over time. The following Salamanders will be awarded to donors whose cumulated giving match the levels below.

### Salamander Statuettes

Emerald Salamander	€1,000,000 and above
Diamond Salamander	€500,000
Platinum Salamander	€250,000
Gold Salamander	€100,000
Silver Salamander	€50,000
Bronze Salamander	€15,000

## Circle of Patrons

The Circle of Patrons recognises alumni, organisations and friends who make outstanding contributions to INSEAD's advancement. This is the highest level of distinction through which INSEAD honours its leading supporters whose gifts have enabled transformational development. For individual donors, gifts above **€3,000,000** qualify for lifetime members of this select Circle.



*When I got the offer letter, I felt intense honour for being bestowed with such a prestigious scholarship, and pride because it meant that someone truly believed in me and my capabilities and considered me among those deserving women who have received this scholarship before.*

**Maria Paula Heisecke, MBA'23D**  
**Recipient of the Judith Connelly Delouvrier Award**