



SAIF

Shanghai Advanced  
Institute of Finance  
上海高级金融学院

SAIF

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*Shaping Asia's Financial Landscape*



Finance MBA  
Master of Finance





## SCHOOL INTRODUCTION

The Shanghai Advanced Institute of Finance (SAIF) was established at Shanghai Jiao Tong University (SJTU) as a world-class educational institution in April 19th, 2009, against the backdrop of Shanghai's continued growth as an international financial center, with the goal of contributing to the prosperity of Shanghai's financial industry and that of the Greater China region. With the financial support of the Shanghai

Municipal Government, SAIF's mission is to cultivate the most talented young finance professionals in the region with an internationally renowned faculty and to provide an open-platform think tank for both academic and applied endeavors. It is positioned as an incubator for future financial leaders, a think tank for policy makers, and a platform for leading-edge research and cross-cultural communication.

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# FINANCE MBA

It is a two-year program for people who have at least three-year work experience by the date of entry. The program is designed for those who want to hone their management skills as well as learn financial knowledge. After two years of immersive study, you can build strong alumni network and a solid knowledge foundation which constitute the cornerstone for a brighter career future.



## YEAR ONE

### Compulsory courses

Teambuilding & Leadership  
Presentation Skills  
Quantitative Analysis Method  
International Certificate in Financial English  
Statistics, Decision-making & Risk Analysis  
Managerial Economics  
Principles of Accounting  
Principles of Finance  
Corporate Finance  
Investments  
Derivative Securities  
Marketing Management  
Organizational Behavior  
Strategic Management  
Macroeconomics  
Chinese Economy  
Financial Laws and Regulations  
Ethics  
Lecture Series by Financial Executives  
Summer Intern / Consultanting Project

### Electives

Understanding Wall Street - Lecture Series



## YEAR TWO

### Electives

Fixed Income Securities  
Securities Analysis & Valuation  
Quantitative Equity Portfolio Management  
Financial Engineering  
Financial Risk Management  
Behavioral Finance  
Real Estate Finance  
Portfolio Management  
Alternative Investments  
Advanced Derivatives  
Asset Management in Practice  
Financial Reporting & Analysis  
International Corporate Finance  
Venture Capital & Private Equity  
Commercial Banking  
Managing Securities Firms in China  
Private Equity in Practice  
International Finance  
Mergers and Acquisitions  
Operations Management  
Managerial Accounting & Control  
Corporate Governance, Strategy & Enterprise Risk Management

### Compulsory courses

SAIF LIVE Capstone  
Application Research

(subject to change)

## MASTER OF FINANCE

The Master of Finance (MF) program provides students with modern finance theories, sophisticated quantitative tools, high-level applied training, and practical industry knowledge of both Chinese and global markets over a two-year study period. Candidates for the MF program must have a strong analytical background. Coursework utilizes this preparation to provide students with the necessary skill sets of a financial professional in the fields of investment management, corporate finance, risk management and financial engineering.

### YEAR ONE

Compulsory Courses	Chinese Economy: Theory and Practice I	Chinese Economy: Theory and Practice II
	Financial Mathematics	Corporate Finance
	Foundation of Financial Economics	Derivative Securities
	Principle of Accounting	Financial Econometrics I & II
	Principle of Finance	Investment Analysis
	Quantitative Analysis and Modeling	Seminar
	Understanding Wall Street - Lecture Series	Understanding Wall Street - Lecture Series
Restricted Electives	Securities Analysis and Valuation	Fixed Income Securities
	Risk Management	Fixed Income Securities
Professional Skills	Business Communication	Business Writing
Summer Holiday Internship or Consulting Project		

### YEAR TWO

Electives	Alternative Investment	International Finance
	Asset Management in Practice	Merger and Acquisition
	Behavioral Finance	Practical Topics (TBA)
	Commercial Banking	Quantitative Investment Management
	Financial Engineering	Real Estate Finance
	Financial Reporting and analysis	Risk Management in Practice
	International Corporate Finance	Venture Capital and Private Equity
Compulsory	SAIF LIVE	Thesis

(subject to change)



## STUDENT LIFE

### SAIF Students Association (SSA)

The first committee of SAIF Students Association (SSA) was found in December 2011. SSA aims to serve SAIF students by means of self-organization, self-service as well as self-management. It is the platform of social events, recreational and even academic activities for all SAIF students.

### Student Body

SAIF clubs are the spontaneous organizations initiated by SAIF students. All clubs are coordinated under the SSA.

- |                             |                           |
|-----------------------------|---------------------------|
| 1. Football Club            | 12. Real estate Club      |
| 2. Yoga Club                | 13. Entrepreneurship Club |
| 3. Dancing Association      | 14. Career Salon          |
| 4. Outdoor Club             | 15. Badminton Club        |
| 5. Wine Tasting Club        | 16. Basketball Club       |
| 6. Corporate Finance Club   | 17. Golf Club             |
| 7. Investment Banking Club  | 18. Billiards Club        |
| 8. PE / VC Club             | 19. Travel Club           |
| 9. Stock Investment         | 20. Investment Club       |
| 10. Learning Club           | 21. Trading club          |
| 11. Industry Marketing Club | 22. SAIF chorus           |



### Coffee Hour

Coffee hour offers an opportunity for students and faculty to interact in a relaxed, out-of-classroom environment, cultivating an atmosphere of mutual trust, engagement, and belonging. Students are also encouraged to use these opportunities to learn more about faculty research and resources available at SAIF.

### Free Mandarin Class for International Students

In order to help foreign students better fit in the life in China, Chinese language and culture classes are provided free of charge to all the international students at SAIF, including full-time and exchange students.

### Business Etiquette Series

The Business Etiquette Series is specifically designed to help students polish their social skills and improve their professional image. Dining, interpersonal communication, business social etiquette, meeting etiquette and more, it prepares SAIF students for a successful career life.



### A lot More!

Birthday celebrations every month (MF);  
MBA Sunshine Cup Sports Game;  
MBA Dragon Boat Race;  
Various university-wide sports games;  
Holiday celebrations;

.....  
AND a lot more for you to find out!

## APPLICATION



## APPLICATION CHECKLIST

Requirement	Finance MBA	Master of Finance
Work Experience	At least 3 years by the date of enrolment	None
Quantitative Skills	Basic	College calculus, level I
Language Proficiency*	TOEFL (iBT: 90) IELTS: 6.0	TOEFL (iBT: 90) IELTS: 6.0
GMAT (min: 550)	√	√
Essays (Application Form)	√	√
Interview (by phone or in person)	√	√
Recommendation Letters (x 2)	At least one letter from current employer	From associate professors and above, with at least one letter highlighting your quantitative skills.

\* Language test can be waived if the applicant has received the secondary or tertiary education in an English speaking country or demonstrated a high level of English proficiency during the interview.



## FINANCE YOUR EDUCATION



### Tuition (Year 2012 intake)

Finance MBA : RMB 238,000  
Master of Finance : USD 20,000  
(Subject to change each year)

### Global Impact Scholarship

In an effort to promote diversity on campus and encourage more overseas applicants and applicants from Hong Kong, Macau and Taiwan to apply to the MBA/Master of Finance program, SAIF has set up the Global Impact Scholarship (GIS) which is a merit-based award in the form of tuition waiver.

- \* Full coverage of tuition fee
  - 1 MBA student
  - 1 MF student
- \* Half coverage of tuition fee
  - 2 MBA students
  - 4 MF students

### MBA Continuing Scholarship

The scholarship is granted in the second academic year for MBA students who have distinguished themselves in academic performance and/or contribution to the class and SAIF in the first academic year.

- \* Academic Performance Scholarship  
RMB 10,000
- \* Student Service Fellowship  
RMB 10,000

### MBA High GMAT Score Scholarship

The RMB 10,000 worth scholarship is provided to MBA candidates, including part-time MBA candidates, who achieve high scores in GMAT. The high score will be decided each year due to varied candidate pools.

### Government / University Scholarships

A wide range of scholarship are also offered by the Chinese Government and Shanghai Jiao Tong University(SJTU) to international students who pursue their studies at SJTU.



# GRADUATES 2012 EMPLOYMENT REPORT

## Finance MBA

### Overview

Graduates	Employment Rate	Finance Industry	Corporate Industry	Start Own Business
46	100%	91.30%	4.34%	4.34%

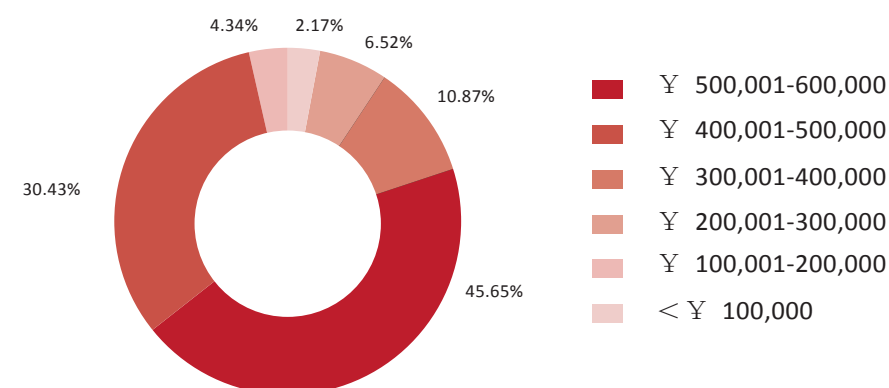
### Finance Sub-industries

2.17%	Accounting Firm
2.17%	Financial Service
2.17%	Fund
2.17%	Joint Venture Securities
4.35%	Financial Research
10.87%	Asset Management
13.04%	Trust
17.39%	Venture Capital & Private Equity
34.78%	Domestic Securities

### Job Function

2.17%	Risk Control
2.17%	Wealth Management
2.17%	Managment Trainee
4.34%	Strategic Development
4.34%	Industry Research
6.52%	Partner
6.52%	Sales
6.52%	Investment Portfolio
6.52%	Financial Research
17.39%	Investment Banking
41.30%	Investment Analysis

### Salary Distribution (RMB)



### Starting Annual Salary (RMB)



Note: The statistics includes guaranteed allowance and bonus.

### Partial List of Employers:

CITIC Securities Co., Ltd  
 China International Capital Corporation Limited  
 Dow Chemical (China) Investment Company Limited  
 Everbright Securities Co., Ltd  
 New China Trust Co., Ltd  
 Shanghai Securities Co., Ltd  
 China Academy of Financial Research, Shanghai  
 Jiao Tong University  
 Rising Securities Co., Ltd  
 DT Capital Partners  
 Ping An Russell Investment (Shanghai) Co., Ltd  
 Zhongrong International Trust Co., Ltd  
 Zhonghui Certified Public Accountants Co. Ltd  
 Eagle Fund Management Co., Ltd  
 Orient Securities Co., Ltd  
 Shenyin & Wanguo Securities



# GRADUATES 2012 EMPLOYMENT REPORT

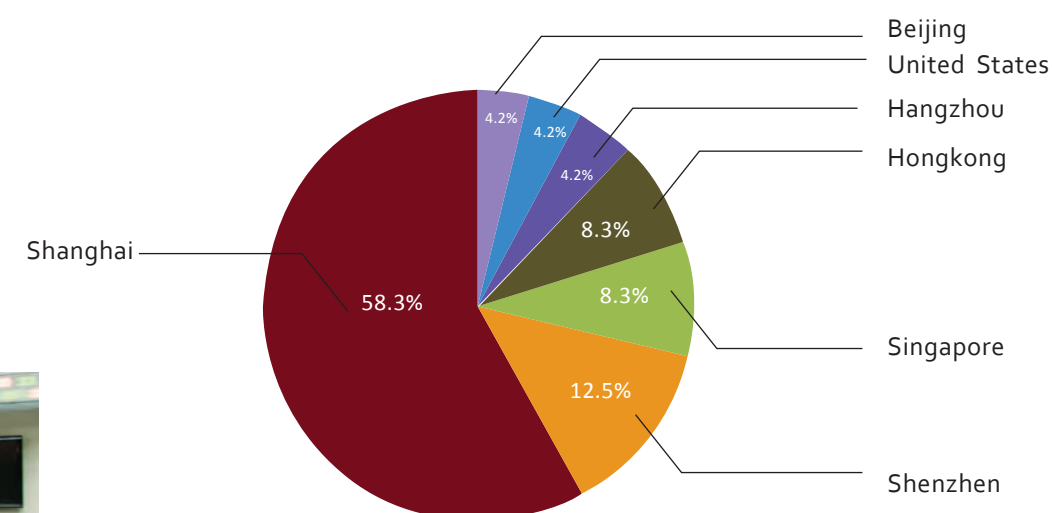
## Master of Finance

### Overview

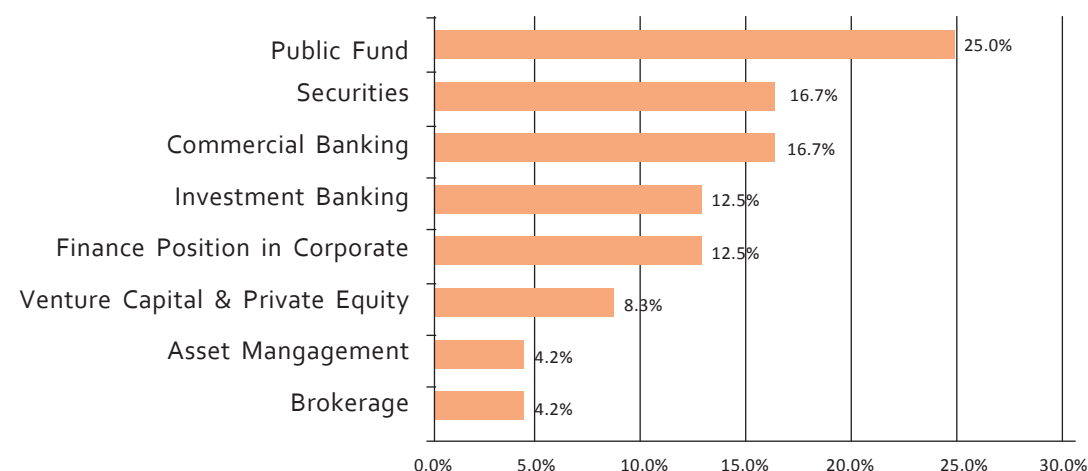
Graduates	Higher Education	Job Market	Employment Rate	Finance Industry/Position
27	3	24	100%	100%



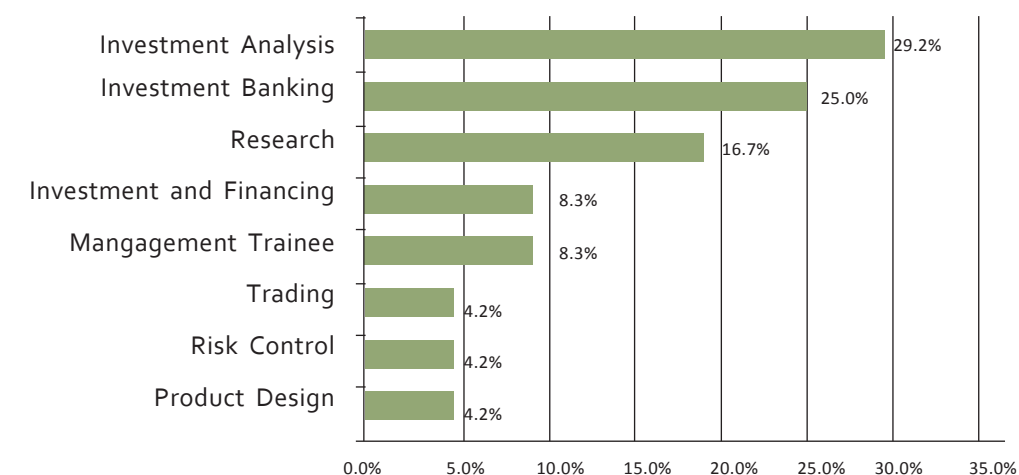
### Geographic Distribution of Workplaces



### Finance Sub-industries



### Job Function

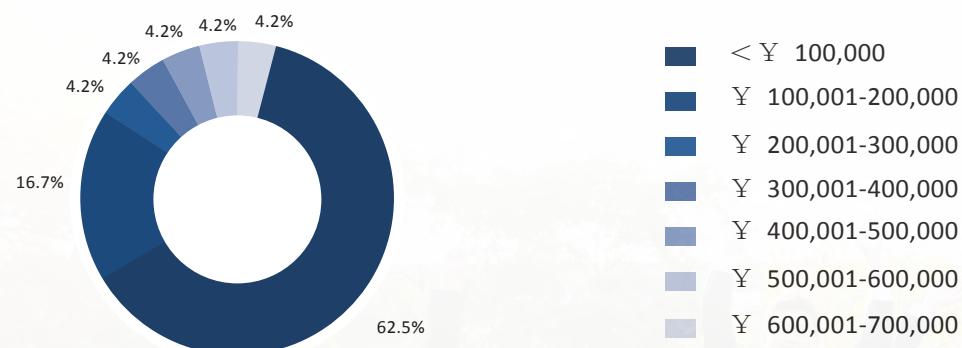


## Starting Annual Salary (RMB)



Note: The statistics does NOT include allowance and bonus.

## Salary Distribution (RMB)



## Partial List of Employers

BP  
Ebay PayPal  
Goldman Sachs  
HSBC Holdings  
Morgan Stanley Asia Limited  
Temasek Holdings  
The Carlyle Group  
Thomson Reuters  
China Construction Bank  
China Financial Futures Exchange  
Shanghai Pudong Development Bank

## TESTIMONY



**George Jiang (USA)**  
*Master of Finance 2010*

"SAIF has been like a second family to me. The professors have been welcoming and helpful throughout, and my classmates were really supportive and open in sharing their backgrounds, knowledge and experience.

In addition, the staff tried their best in making sure international students fit in and helping us find internships and experiences. Thanks to their lead, I had a wonderful internship experience at Morgan Creek Capital Management, as well as a full time offer from Thomson Reuters.

Although the courses and some of the live projects were challenging, they really helped me grow both professionally and personally. All in all, it's been a great two years and I wouldn't mind doing it again!"

"The Finance MBA at SAIF is an important stepping stone for me to advance my career in the world of international finance. I am surrounded by classmates that have valuable experience in the field of business and finance in China.

The school has a broad range of activities and clubs that enable valuable networking opportunities. Other resources range from internationally known guest speakers to a state of the art Financial Trading Lab.

I would highly recommend SAIF's programs to anybody who is looking to establish an international career."



**Vincent Kott (Canada)**  
*Finance MBA 2012*