HEC Paris in Qatar and Salam International sign MoU

Region’s leading hub for Executive Education partners with publicly listed Qatari business conglomerate in providing development programs for its executives

Doha, Qatar – 12 May 2013: HEC Paris in Qatar – the region’s leading hub for Executive Education offering a complete portfolio of management programs – and Salam International Investment Limited (Salam International) – a publicly listed Qatari shareholding company, have signed a Memorandum of Understanding (MoU) that would facilitate the implementation of the strategic vision of Salam International through executive development programs offered by HEC Paris.

Following initial discussions between the two parties, HEC Paris in Qatar and Salam International have agreed to cooperate with a view to enroll Salam International executives on HEC Paris talent development programs in Qatar and internationally. One of the first programs that will open its doors to participants from Salam International will be the Advanced Certificate in Luxury, which takes place in Paris and Milan.

"HEC Paris is deeply honored to partner with Salam International in providing Executive Education programs for its delegates," said Professor Bernard Ramanantsoa, Dean of HEC Paris, who signed the MoU together with Mr Issa Abu Issa, Chairman and CEO of Salam International Investment Limited (SIIL). "In addition, such a partnership enables us to collaborate on case studies that can provide professors all over the world with interesting material to be used when teaching about the region. With insights that prepare participants to work on and improve their skills in organizational change, this partnership will likewise enable Salam International build their corporate competitiveness within a global economy."
“Thus, HEC Paris looks forward to further growing its relationship with Salam International and establishing a wider-reaching partnership,” Professor Ramanantsoa added.

In welcoming the MoU with HEC Paris, Mr Abu Issa commented: “Salam International’s mission is to achieve sustainable and profitable growth whilst simultaneously creating long term value for our shareholders. As we strive to be the preferred partner of suppliers and customers, we aim to continuously develop our people and the communities in which we operate.

“Thus, we welcome this MoU with HEC Paris and look forward to a long-lasting, productive and mutually beneficial partnership,” he added.

Within the framework of the MoU, HEC Paris and Salam International will be working together on a case study that highlights the objectives and challenges of family businesses going public on the Qatari Exchange. The case study is being developed by Thomas Åstebro, Associate Professor of Strategy at HEC Paris, assisted by his doctoral student Wendy Bradley.
programs as well as custom-designed programs for individual companies. HEC Paris in Qatar’s programs and research activities build corporate competitiveness within the global economy and are fully aligned with Qatar National Vision 2030 to support the transformation of Qatar into an advanced, competitive and knowledge-based economy. HEC Paris has been ranked as one of the top Business Schools in Europe since 2006, and was ranked second in the world for Executive Education in 2012.

http://www.exed.hec.edu/locations/qatar

Salam International Investment Limited
Salam International Investment Limited is a listed public Qatari shareholding company, established by Emiri Decree with a paid capital of Qatari Riyals 1.143.145.870 divided into 114.314.587 shares. The company has operations in diverse business sectors: technology, contracting, luxury and retail distribution and hospitality, energy and industry, as well as Salam Bounian, SIIL’s real estate arm. As one of Qatar’s largest and established conglomerates, the company owns and manages over thirty five business units. Marked by a rich heritage, over half a century old, the name Salam International is a benchmark for integrity, innovation, reliability and total customer satisfaction. The company continues to expand its investments to service many industries and activities being horizontally, vertically, and geographically diversified. SIIL operations are spread across Qatar, the United Arab Emirates, Palestine, Saudi Arabia, Oman, Bahrain, Jordan and Lebanon. SIIL is currently focusing on expansions in the pan-Arab area. Salam International’s revenue FY 2012 was QR1.99bn. For more details, please logon to www.salaminternational.com

HEC Paris
A leader in Europe, HEC Paris specializes in management education and research. HEC Paris offers a full, unique range of courses to the leaders of tomorrow: Masters Degrees, MBA, PhD, Executive MBA and Trium Global Executive MBA. Founded in 1881, HEC Paris has a permanent faculty of 109 professors, 4000 students on its campus (40% of whom are foreign) and over 8500 managers and executives trained in executive education programs each year. HEC Paris has been ranked as one of the top Business Schools in Europe since 2006 and #2 worldwide for Executive Education by the Financial Times.
http://www.exed.hec.edu/

Qatar Foundation
Founded in 1995 by decree of His Highness Sheikh Hamad Bin Khalifa Al Thani, Emir of Qatar, Qatar Foundation is a non-profit organization focusing on education, scientific research and community development. Under Qatar Foundation’s umbrella are Education City which comprises elite universities, academic and training programmes and Qatar Science and Technology Park which boasts more than 26 world-class companies involved in scientific research and development. Chaired by Her Highness Sheikha Mozah bint Nasser Al Missned, Qatar Foundation also aims to enhance lives through community development initiatives including Doha Debates, Reach out To Asia and Al Jazeera Children’s Channel. Joint venture partnerships in the areas of design, ICT, telecommunications, policy studies and event management contribute to fulfilling the objectives of the Qatar Foundation. http://www.qf.org.qa/