



XTM 2024 EXECUTIVE TRAINEE MODULE

STOCKHOLM SCHOOL OF ECONOMICS





PHOTOS: JULIANA WIKLUND: PAGES 1 (UPPER LEFT AND BOTTOM), 2, 4, 5, 9 (DETAIL AND STUDENT), 10, 14, 20, 21, 25, 26 AND 33. 360YOU PHOTOGRAPHY: PAGES 16 AND 30. CONVINI: PAGES 6 AND 7. DUC ANH BUI: PAGES 9 (EXTERIOR) AND 22. HEXICON: PAGE 12, TUSHAR MAHAJAN/UNSPASH: PAGE 19.

XTM IN SHORT

SSE HAS ALWAYS had a uniquely close relationship with the business world. During the past few years, we have noticed a growing demand for integrating practical learning into traditional academic training of management. Our response is XTM.

XTM (9310 Executive Trainee Module) is an opportunity for SSE MSc students to put your academic theories into practical use on a top-executive level. Towards the end of the course you then put your practical experience into an academic perspective, which furthers and deepens your learning.

The course emphasizes the executive dimensions that shape today's business organizations. As an XTM student, you will work closely with a top-executive at one of the companies. You will be involved in projects central to the company, either on your own or as part of a team. Just as an example, we can mention that an XTM alumnus played an important role in transforming the way one of the companies handle spare parts worldwide.

You will be exposed to three types of learning situations. Firstly, you will participate in the tailor-made executive trainee program (80 days). Secondly, you will select a particular topic (central and relevant to the trainee company) for a written case report

(20 days). Field work will provide you with specific knowledge to be used in the written assignment. You will receive close supervision from the company executive as well as the course director. Thirdly, you will work in groups in accordance with the capstone project method developed at SSE in order to enhance group-work learning.

THE XTM COMPANIES* ARE:

Budget Department, Ministry of Finance

Convini

Enable Banking

Epiroc

Ericsson

Identity Works

Lynxeye

Nanologica

Pfizer

Scania

* The participating XTM companies participating vary slightly between semesters.

XTM AT BUDGET DEPARTMENT, MINISTRY OF FINANCE

THE MINISTRY OF FINANCE is THE MINISTRY OF FINANCE is responsible for issues concerning central government finances, including coordination of the central government budget, forecasts and analyses, tax issues, and management and administration of central government activities. The Ministry is also responsible for matters concerning financial markets, consumer legislation and housing and community planning.

The Budget Department is one of the departments of the Ministry of Finance. The Budget Department is responsible for leading and coordinating the annual budget process across government, producing the Economic Spring Bill and the annual Budget Bill. The department also oversees the implementation of government policies, in close cooperation with the other departments of the Ministry of Finance and the line ministries. Another central part of the department's work includes analyzing and identifying structural issues in the Swedish economy and developing policy recommendations to increase economic efficiency and support long-term growth. In addition, the department is also responsible for work streams related to the EU budget and participates in various international economic policy processes and forums within the EU and the OECD.

Through an XTM experience at the Budget



WHAT WE LOOK FOR

- High analytical ability, both qualitatively and quantitatively
- High motivation to learn and understand the possibilities and constraints of economic policy, government and civil service
- A high degree of self-motivation and collaborative skills

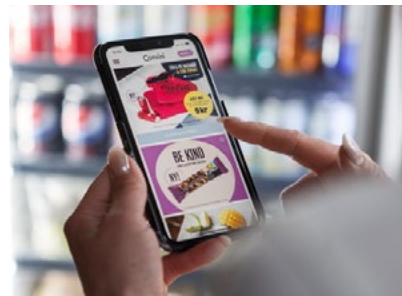


Department you will gain insights in the very center of Swedish policy making and government. You will be working on different projects in parallel, the topics of which will depend on our needs and your profile. All projects require strong analytical skills and an ability to quickly acquire an understanding of economic policy challenges as well as the unique operations, organization and culture of the Budget Department.

CONTACT INFORMATION

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Do you want to be a part of an exciting growth journey?



CONVINI IS EUROPE'S leading company in the field of innovative food and beverage solutions in workplaces. With barista level office coffee and high technology self-service stores we create an extraordinary experience for our clients and consumers. We make it easy and comfortable by offering an all-inclusive concept, from installation and delivery to replenishment and service. Over and above that we continuously improve and expand our product range with well-known brands and exciting news.

We are more than 300 employees, located in Stockholm, Gothenburg and Malmö, and since 2019 on an international expansion journey starting in Germany. Nevertheless, the sky has no limit. With the acquisition of our biggest competitor in Germany in 2022 we established a presence also in Hamburg, Essen, Düsseldorf, and Cologne. Together we provide approximately 3000 client companies in 15 cities with energy to make people at work feel better and achieve more. Our vi-

sion is to develop an outstanding company, and to manage, we always strive to think differently and take actions to develop new innovating and inspiring working methods.

By joining us as an executive trainee you will get the opportunity to deep-dive into exciting projects that have a great impact on our business. Of course, we are open-minded and interested to chat if you have an innovating or crazy idea yourself – e.g., how to make latte art a luxury in every human's life!

Today, when consumers are high-demanding, requesting fast-paced on-demand service, we know that digital, innovative, and sustainable solutions are and will be key factors to success. And it all starts with the people creating it.

You will be based in our new office in Frösundavik in Solna and work closely with our senior management team, who will sup-

port you along the way. As a bonus you will be a part of a culture influenced by joy, high ambitions and employee engagement which according to us are important factors for business development and growth.

WHAT WE LOOK FOR

- We are looking for driven students who are interested in joining us on an exciting growth journey.
- You are target oriented and always searching for different solutions with a positive attitude. To think outside the box is a natural state of mind and you share our vision regarding sustainability.
- You are adaptable and comfortable with both qualitative and quantitative methods.
- You like to connect with people and are thrilled to be a part of an inclusive and diverse workplace.

CONTACT INFORMATION

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LANGUAGE REQUIREMENTS

English, preferably Swedish

Help us build the future in an open economy!
FinTech has been around for a bit more than a decade
and has created its own new vertical – pushed by
innovative technology and regulations.

ENABLE BANKING WAS founded in 2019, the same year as the regulation PSD2 came into force. We are a fintech capitalizing on innovative technology and have been expanding our operations into 29 countries since. In 2023 we took a first step into payments and are in 2024 expanding our service range fueled by our latest funding round.

At Enable Banking, we recognize the importance of practical learning, which is why we are thrilled to participate in the XTM program at SSE. We are committed to providing exciting opportunities for students to work closely with our CCO, Sarah Häger, and gain valuable experience in various areas of our business.

We have been highly successful in providing secure and private connectivity to thousands of European banks. Every day, we empower businesses that are pushing the frontiers in financial services and Open Banking.

ABOUT US

Enable Banking empower companies to build the future of finance by using Open Banking connectivity, without even looking at their customers' data. We use a single universal API to connect businesses to over 2,600 banks in Europe, making Open Banking connectivity hassle-free while keeping our customers' data secure and private.



By participating in XTM at Enable Banking you will explore several parts of a fintech company. Our main mission in 2024 is continuous growth, and by bringing the below parts together you will learn and contribute to pushing growth in a small company:

CONTACT INFORMATION

Sarah Häger
Chief Commercial Officer
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WHAT WE LOOK FOR

We are looking for a person who is curious about fintech and Open Banking and has a passion for solving complex problems with technology. Someone with interests in commercialization, excellent communication skills and attention to detail sounds like a perfect fit for us. We are a high-paced collaborative team and look for a team player who can also work independently on challenging projects.

LANGUAGE REQUIREMENTS

English and preferably Swedish

- Sales-related activities: students will be involved in the sales process, learning about the products and services offered by Enable Banking.
- Research and understanding of PSD2/ PSD3 and Open Finance: students will have the opportunity to explore and gain knowledge of regulatory frameworks, their implications, and future developments in the finance industry.
- Analysis of customer segments and communication strategies: students will work on segmenting Enable Banking's customer base and devising effective communication strategies to reach these segments.

- Outreach activities and follow-ups: students will engage in outreach efforts to connect with potential clients and partners and follow up with existing leads.
- Conferences and networking events: students will have the chance to attend relevant conferences and networking events, expanding their professional connections in the industry.

The world needs metals and minerals for the energy transition, and we need cities that can cope with a growing population in a sustainable way. To succeed we need to speed up the shift towards a more sustainable mining and construction industry. We at Epiroc accelerate this transformation.

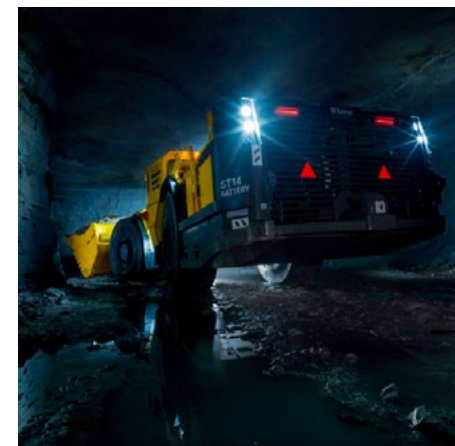
WITH GROUND-BREAKING technology, Epiroc develops and provides innovative and safe equipment, such as drill rigs, rock excavation and construction equipment and tools for surface and underground hard-rock applications. We offer world-class service and other aftermarket support as well as solutions for automation, digitalization and electrification.

Our role is to ensure that our customers within mining and infrastructure can work in the safest, most environmentally friendly, and efficient way possible. Epiroc is a global organization with headquarters in Stockholm, Sweden, has annual revenues of about SEK 59 billion, and has around 18 100 passionate employees supporting and collaborating

with customers in around 150 countries. The company is listed on the Nasdaq Stockholm Exchange with a market capitalization of around SEK 220 billion.

AS AN XTM STUDENT

By joining us as an executive trainee in the corporate communications team, you will be assigned projects relating to financial communication and its impact on company valuation. We are looking for two analytical and communicative individuals with strong financial interest. We are a high-paced collaborative team and look for a team player who is also capable of working independently on challenging projects.



WHAT WE LOOK FOR

- We are looking for individuals with the right mindset, which to us means having the ambition to learn and take on responsibility along the way. We are in this journey together.
- Excellent oral and written communication skills in English – including finance terminology.
- Strong sense of responsibility in combination with attention to detail and accuracy.
- Ability to set priorities and meet deadlines.

LANGUAGE REQUIREMENTS

Excellent oral and written communication skills in English – including finance terminology.

CONTACT INFORMATION

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XTM AT ERICSSON



Are you ready to radically transform Ericsson through Intelligent Automation and AI?

AUTOMATION AND AI is changing the world and one after another industries are getting disrupted; and the pace of change is only accelerating. We're here to radically transform Ericsson and create competitive advantage through Intelligent Automation & AI. The XTM students will join Ericsson's Group Automation & AI team, a team on a mission to radically transform Ericsson through Intelligent automation and AI. We will do this by automating all repetitive tasks, creating

zero-touch workflows, democratizing and industrializing Intelligent Automation & AI across the company. We've been successful so far, we are one of the few companies that are successfully developing and scaling disruptive technologies including Generative AI, Machine Learning, Blockchain, Robotics Process Automation and Low Code. We've had a great experience with the XTM program for many years and are committed to giving you the best possible experience. We ensure that you will work with important, strategic topics close to the Automation & AI Leadership team – real work that helps us realize our vision.

ABOUT US

Ericsson is a world leader in the rapidly changing environment of communications technology – by providing hardware, software, and services to enable the full value of connectivity. With nearly 110,000 employees worldwide, we've developed technologies that make the world work today and we're leading development of technologies for the future such as 5G, 6G, Internet-of-Things (IoT), and AI.

At Group Automation & AI, you will work directly with our business leaders and their ongoing projects. You will also be a part in our unit's Leadership Team. You will be con-



WHAT WE LOOK FOR

- Team player with a positive, can-do attitude, intellectual curiosity and a sense of ownership
- Ability to identify and define problems, analyze data and create recommendations to top management, using a consultative approach
- Willingness and ability to work across countries and cultures to deliver results

LANGUAGE REQUIREMENTS

English

sidered a valued part of the team and you will get hands-on support and guidance from experienced managers and project leaders in the field.

CONTACT INFORMATION

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XTM AT IDENTITY WORKS



Identity Works is the largest independent brand agency in the Nordics. With our team of 80+ brand builders we create, evolve and position some of the world's most iconic brands.



IN EVERYTHING WE DO we place humans at the center, because successful brands are created and experienced by humans. Being part of IW's strategy team means being in the driver's seat for meaningful change.

We form collaborative partnerships with our clients and shape the strategic direction for brands such as Arla, Google, Kry, Block-et, Holmen, Morakniv and Spendrups. If you like to have an impact and mix your analyti-

cal skills with creativity, Identity Works is the obvious place to be.

ABOUT US

It is our never-ending ambition to be home to the most progressive brands and brilliant humans out there. We combine competencies in strategy, design, communication, experience and culture, and offer our clients complete brand journeys that support successful development

and positioning of their brands, from insight to impact. We recognize brands as living entities that grow and evolve organically through every interaction with the people and the world around them. Our passion for brand building has taken us along 500+ brand journeys with recognized and distinguished brands since it all started 30 years ago. We work together and share office with our sister agencies IW Edition (advertising) and Adore You (digital services).

WHAT WE LOOK FOR

Analytical, strategic and creative team-players curious about brands and design. A couple of brilliant minds that will join our strategy team and play a vital role in our client projects. During the XTM program you will combine hands-on work with our client assignments with a deep dive in a subject relevant for you and us. We are open to ideas for subjects covering branding, design, innovation, digital transformation, customer experience, sustainability and other perspectives. Let's talk!

LANGUAGE REQUIREMENTS

Swedish

CONTACT INFORMATION

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A bold and multifaceted team of analytic, strategic and creative minds pushing for purpose-driven change in business.



AT LYNXEYE, we share a passion for supporting companies that need to navigate major shifts that require them to transform their business. Using purpose-led strategies, we make sure that these companies can tackle these challenges and progress while making a difference for people, businesses and society. Our approach takes our clients beyond the obvious, in search of insights about people and the world, today and tomorrow. Our proprietary methods gives us the answers to the most complex questions about the future of business: how it should transform and why. This is possible thanks to a bold

and multifaceted team of analytic, strategic and creative minds working together, each bringing a different perspective and skillset. Previous Executive Trainees testify that being a member of our team is both dynamic and personally developing. Our trainees get the opportunity to take part in exciting client projects with some of the world's biggest companies, combining analytical and creative skills. With us, trainees are able to contribute both theoretic and practical knowledge, in a supportive and people-focused professional environment.

WHAT WE LOOK FOR

We are looking for a team player with a strategic and analytical mindset. You have an interest in brands and strategic business development, and you are curious with a strong desire to make an impact and drive change. As an Executive Trainee with us, you will both get the opportunity to work hands-on in client projects as well as lead your own internal project within a topic that both you and we deem relevant and interesting. We are looking forward to hearing from you!

LANGUAGE REQUIREMENTS

Swedish

CONTACT INFORMATION

Anna Björk
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ABOUT US

Lynxeye is an independent management consultancy based in Stockholm, Singapore and New York. For the last 25 years, we've developed some of the world's most accurate methods for identifying transformative business insights and turning them into successful strategies to secure future relevance in the market. We work with some of the world's biggest companies and brands. We're a growing team of currently 80+ members, with an ambitious growth plan for the coming years.

XTM AT NANOLOGICA

Better and cheaper medicine to
a larger number of patients.

NANOLOGICA IS A Nasdaq listed company, whose core business is to develop, manufacture, and sell input goods to pharmaceutical manufacturers. Our main focus is on making peptide drugs, such as insulin and GLP-1 analogues, available to more patients by providing purification products that can lower the manufacturing cost of these drugs. Due to effective purification and a long lifetime for our purification products, they can increase productivity and reduce costs for pharmaceutical manufacturers. This way Nanologica can contribute to patients getting access to affordable medicines, while at the same time contributing to a more sustainable industry. Nanologica is listed on Nasdaq Small Cap.

We know that the number of diabetics and obese patients in the world will increase dramatically during the coming 25 years. We also know that there is a lack of treatment options for people in low- and middle-income



countries. At Nanologica we want to play a role in increasing the access to affordable medicines for these patients and this is where you as an XTM student can contribute!

As an XTM student at Nanologica, you will be joining our team of 15 at our headquarters in Södertälje. You will work closely together with our CFO and the rest of the management team and staff. The focus is to build a business intelligence model for the company, including data analysis, sales and production metrics, as well as building a profitability and decision model.

Building a business intelligence model means

that you will need to deeply analyze data to get an understanding of the reasons for the increase of diabetes and obesity, as well as how these diseases are treated today. You will also analyze forecasts for these diseases and their treatments, including costs, which patient groups are left out due to too high

price for medicines, as well as the market initiatives to reduce costs. Internally you will put all this into an operations context; what opportunities can this bring to Nanologica? To finalize the model, you will need to consolidate a decision model so that we can make the right decisions within Sales, Production and Corporate Functions.

What will you get as an XTM student at Nanologica?

- You will get full insight into how a company works – although Nanologica is a small company, it has a large-scale organization, so you will get full insight into a company.
- You will be working closely with the CFO and the rest of the management team.
- You will get a hands-on understanding of how to build a BI solution as you will be building a BI model from scratch.
- A successful project will be a great merit in your future career.

WHAT WE LOOK FOR

- We are looking for a person interested in the intersection between business and society.
- You have an interest in science and how science can help us improve the world.
- You have a knowledge of, and interest in, analytics, data and decision modelling.
- You are skilled in data analysis, Excel knowledge is a must!
- You like taking initiatives and making things happen and have the capability of driving projects on your own, but also in teams when necessary. You can “roll up your sleeves” and get the job done.
- You have a positive can-do attitude that resonates with our values Collaboration, Curiosity and Courage.

LANGUAGE REQUIREMENTS

We are a multicultural workplace where English is the primary language.

CONTACT INFORMATION

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XTM AT PFIZER



Breakthroughs that change patients' lives.

SCIENCE IS THE FOUNDATION of our company. At Pfizer, we are driven to discover the cure – driven to significantly improve the lives of everyone, everywhere. It starts with the discovery and development of new innovative medicines and vaccines for patients with great medical needs, but also includes a vision of quality healthcare for patients. We have an extensive research program and work with universities, healthcare providers, government agencies, non-profit organizations, biotech companies, technology companies and patients to find new approaches to serious health problems. The future of medicine is happening at Pfizer. We are driven by science, discovering breakthroughs that change patients' lives, for generations to come. To learn more about Pfizer, visit www.pfizer.se.



WHAT YOU WILL BE PART OF AT PFIZER

We are undergoing an inspiring transformation re-imagining the way we work and the way we provide our products and solutions to healthcare and patients. You will be working closely with the country manager/VD in Pfizer Sweden and the Swedish leadership team, involved in day-to-day local business operations & management, in rethinking how we do things and in refining our patient-centric mindset. This mindset is critical to our success

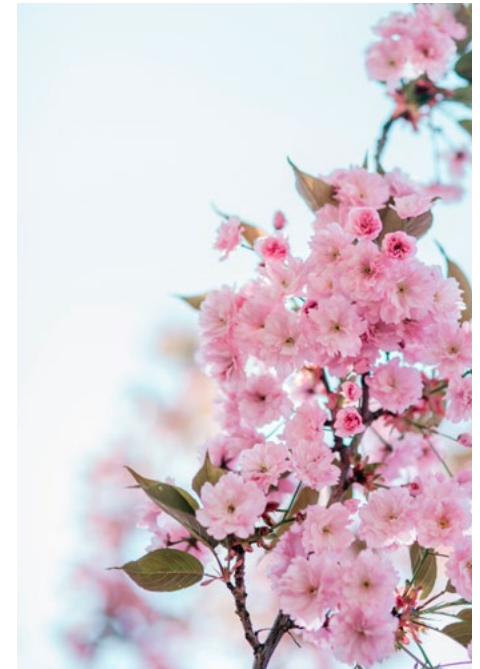
and our ability to deliver breakthroughs that change patients' lives. At Pfizer, you will find a company as focused on its internal culture as it is on its external reputation. A culture defined by our values: Courage – Excellence – Equity – Joy.

WHAT WE LOOK FOR

You are committed to making a difference, have a high inner drive and are comfortable navigating in a complex matrix structure. You are curious and thrive in change, think big, prestigious, inclusive, and dare to speak up; happy to share ideas, successes and failures. You make things happen by holding yourself and others accountable. You have awareness of your emotional intelligence and also have analytical skills. You are interested in people, transformation and general management. And you like to do all of this while never ceasing to have fun.

LANGUAGE REQUIREMENTS

Swedish and English



CONTACT INFORMATION

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XTM AT SCANIA



Let's drive the future together!

SCANIA'S PURPOSE IS to drive the shift towards a sustainable transport system, by developing safe, smart and energy-efficient transport solutions that are better for people and the planet. It is a bold and exciting journey with no finite end. Our innovative spirit and determination are what keep us going until we reach the science-based targets that Scania, as one of the pioneers of the industry, has proudly committed to. During your XTM program, we offer you the chance to join our Sales and Marketing organization (S&M), which is responsible for the strategy for all our products and services portfolio, business planning and controlling or finance and business control, where you will work within our corporate finance strategy. We look for ambitious and driven students, who will work with strategic topics and projects and support each other in this period of transition for our industry.

By joining us, you will get deep insight into what it means to work at Scania with the present and future offering of Scania, and gain experience within business development and product management in a global environment. We want talented minds to add their expertise and knowledge to our team, and we are hoping for your application. To make the best out of your XTM, you will be supported by a mentor and will work in close



contact with the management team in your department. We will make sure that you have the support and resources needed to help us drive the shift towards a sustainable future!

ABOUT US

Scania is a world leading provider of transport solutions with 50,000 employees in about 100 countries. Together with our partners and customers we are driving the shift towards a sustainable transport system. We believe that together with our partners and customers we can develop solutions to reach tangible results in reducing our carbon

footprint while ensuring that we meet the demands of a growing population – profitably and sustainably. By working together, we can identify opportunities and solutions to the local and global challenges that we face. Scania is part of TRATON SE.

CONTACT INFORMATION

Jessica Sjöblom
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WHAT WE LOOK FOR

You are a curious, entrepreneurial and driven person who likes to work with both technology, strategy and business development close to customers in a high paced environment.

You have an open mind and enjoy building things in a context where the road forward is not always clear.

You are a team player with a positive attitude and are interested in developing leadership skills.

You share the interest with us in transforming the transport sector into a modern and sustainable industry.

You are flexible and adaptable, like to work with strategic topics with a good mix of quantitative and qualitative methods and enjoy communicating and collaborating with people from different cultures and backgrounds.

LANGUAGE REQUIREMENTS

English

Q & A

We talked to Andi Jernberg and Lennart Asensio Nitz on their thoughts about XTM.

What attracted you to XTM?

– The XTM program attracted me because it seemed like a fantastic way to gain real, practical experience working at a company and applying the knowledge gained throughout my studies. I wanted to experience Swedish work culture and get a glimpse into what my options were. I also thought it was an invaluable opportunity to get useful feedback on my skills.

Which aspects did you find most enjoyable?

– I loved everything about my experience at Unilever during the XTM! It was amazing to learn from so many people of varying backgrounds, and I was an integral part of the team from Day 1. I worked on many different projects that had a tangible impact on the business, and it felt like I really made a difference.

Any important lessons learned?

– Working at a large, international company like Unilever really showed me just how complex organizations can be in reality. I learned a lot during my time, but I still feel as though I have only scratched the surface and there is still much to uncover. Each team member in each function plays an important role, and it was interesting to see how these players interact to reach the business goals.



Andi Jernberg.

In what ways did your XTM learning go beyond what you learned in formal business education?

– The XTM showed me just how important the knowledge foundation from SSE. In the day-to-day work in Unilever, there isn't usually time to sit down and research an appropriate framework to solve a prob-

lem, but you can pull from what you already know to tackle challenges quickly. This was also a great opportunity to practice critical soft skills like communication, time-management, and prioritization.

What did you learn from working on strategically critical projects?

– The largest project I worked on was with a strategically important partner, and it was incredibly challenging to align everyone's goals and progress. The largest lesson learned was the need to be flexible and ready to adapt!

Would you recommend your master's students to apply?

– Absolutely! This was the most fun experience I had during the Master's program, and I can't recommend the XTM program (and Unilever) enough!

What attracted you to XTM?

– The possibility to apply all knowledge gained thus far in a corporate environment really intrigued me. After speaking to the Ericsson representatives at the XTM fair, I knew that the XTM and the company were the right fit for me.

What aspects did you find most enjoyable?

– Working with radical transformation initiatives within Automation & AI at a telecommunications giant like Ericsson, with 100,000 employees, was a really fulfilling and exciting experience. All the great moments and laughter that I share with my colleagues is something I particularly appreciate. Most importantly, by working on critical projects, going to work everyday felt meaningful, which is why I also decided to stay at Ericsson once the XTM was over.

Any important learnings?

– Seize the opportunity from day one! Socialize and forge connections within your team and beyond. Immerse yourself in the company culture and industry. Ponder on how you specifically can contribute value to the company. Seek for assistance and remember that communication and alignment is key in the success of every project.



Lennart Asensio Nitz.

In what ways did your XTM learning go beyond what you learned in formal business education?

– XTM goes beyond classroom teachings by really delving into the intricacies and dependencies inherent in everyday organizational practice. These real-world challenges provide insights that textbooks simply

cannot capture. It is also the starting point on a journey towards developing the essential professional judgment.

What did you learn from working on strategically critical projects?

– It reassured me that SSE really provides us students with the fundamentals to make impactful contributions, namely critical thinking, strategic acumen, and an entrepreneurial mindset. Dare to challenge the status quo and do not forget to recognize the crucial role of people, alignment and coordination.

Would you recommend your fellow MSc students to apply?

– Without a doubt! The executive exposure and strategic engagement not only foster professional development but also contribute to personal growth. As a MAVFM student, the XTM aligned with my academic journey, as well as with my future career aspirations.

FROM XTM PROJECT TO AN ACADEMIC THESIS

There is nothing more practical than a good theory.

BEING EXPOSED TO the experience of working closely with executives on strategic issues in the XTM program, you will learn not only what it implies to be a top executive but also about the complexities of getting things done in an organization. This forms the heart of the program, something that you need to see from the inside to really understand. Central to getting experience is the writing of a report on a specific project of strategic importance to the company. The intention is to work on something that really matters to the company's future, something valuable.

XTM also builds on an academic pillar, namely the idea that there is nothing more practical than a good theory. This notion ties academic thinking to practical work in the program. To develop academically, we expect the XTM student to write an academic version of the project reports. In practical terms, this means that the student under academic supervision identifies the main questions, the relevant theoretical perspectives, models and methods to dig deep into the main issues that we identify in the XTM-project.

You will receive support and guidance. First and foremost, the topic for your XTM-project will be carved out in collaboration between the company and the XTM course director, who also serves as your academic tutor, mak-



ing sure that there is a good fit between the company's expectations and the academic requirements. Second, you will meet with all XTM students for seminars on a regular basis throughout the course in order to drill deeper into theoretical aspects as well as to discuss how to move forward in your writing. Third, you are expected to consult with the academic staff on a regular basis for your progress.

PREVIOUS XTM PROJECTS

OPEN BANKING FROM A PLATFORM PERSPECTIVE

Enable Banking

BALANCING FAST-PACED CHANGE WITH RIGOROUS CONTROL

Pfizer

BECOMING A DIGITAL TRANSFORMER

Ericsson

DELIVERING CREDIT RATINGS TO BANKS FOR USE UNDER BASEL IV

Nordic Credit Rating

THE CHALLENGES FOR THE SUPPLY OF SKILLS IN THE BUSINESS WORLD

Ministry of Finance

UNDERSTANDING TRANSPORT OPPORTUNITIES

Scania

THE MENTORSHIP PROGRAM AT LYNXEYE

Lynxeye

SHUT THE DRAIN – AN INVESTIGATION ON THE GOVERNMENT SPENDING ON LEGAL REPRESENTATIVES

Ministry of Finance

STRATEGIC CHOICES FOR A DESIGN AGENCY IN TIMES OF DIGITALIZATION AND INDUSTRY CHANGE

Identity Works

THE FUTURE OF FOOD-AT-WORK

Convini

THE ROAD TO AGILITY

Unilever

THE INTERNATIONALIZATION STRATEGY OF A DIGITAL SAAS START-UP

Turbotic

WINNING IN INNOVATION

Ericsson

YOUTUBE AND THE VALUE GAP

Sony Music

THE XTM TIMELINE

FEBRUARY:

XTM Fair – your chance to meet and mingle with the XTM companies.

Start of the application period.

Deadline usually around the end of the month.

MARCH–APRIL:

Company recruitment processes.

APRIL:

Matching between students and companies.

If you accept an offer, you will then be registered to the course.

AUGUST–SEPTEMBER:

Kick-off event and the start of your traineeship.

SEPTEMBER–DECEMBER:

You will be working at the company and come to class about once per month for seminars.

JANUARY:

Kick-out event and hand in of your XTM thesis.



THE APPLICATION PROCESS EXPLAINED



STEP 1:

Attend XTM Fair and meet with the companies.



STEP 2:

Apply with your CV, cover letter, and transcript of records through hhs.fullfabric.com. Choose up to three companies.



STEP 3:

SSE will distribute your documents to the companies.



STEP 4:

Companies directly contact those students they want to learn more about for interviews.



STEP 5:

After all interviews, companies reach out to SSE with a list of the names they could imagine working with. SSE asks companies to provide all students with a response, even if it is negative.



STEP 6:

SSE match students with companies.



STEP 7:

Companies can choose to offer one or more students a XTM spot.



STEP 8:

Once accepted and confirmed, students will be registered to the course by end of April/early May.

HOW TO APPLY TO XTM

You apply to XTM via hhs.fullfabric.com
Applications are due 9.00 PM February 29, 2024.

YOU MAY APPLY for up to three different companies. For each company you are interested in, we require that you write a separate cover letter. All documents should be uploaded as a pdf-file.

It is important to note that you are not guaranteed interviews with any of your chosen companies. The companies themselves pick whom they want to work with. However, if you are selected for an interview by one

or more of the partner companies you have chosen, you will be contacted by that/those companies in due time. If you accept an offer you will be registered for XTM before August. For more details, see SSE PORTAL.

Please note that you cannot combine XTM with the Student Exchange Program, nor can you apply to XTM if you are a student of the MSc in International Business or any of the double degree programs or Wallenberg IFP.

YOUR APPLICATION SHOULD INCLUDE

- A personal cover letter to the company
- Curriculum Vitae
- SSE MSc transcript



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