MASTER OF SCIENCE
INTERNATIONAL
MANAGEMENT
WELCOME BY THE DEAN OF PROGRAMS

Dear Prospective Students,

KLU is a Hamburg based university with an internationally diverse profile, outlook and ambition. As a KLU student you will benefit from high standard, research-based education. We prepare our students to become leaders that have the knowledge, skills, and confidence to seek and create positive impact within their companies, between companies, in research, and, in general, on a sustainable transformation of our global economy and society. As an institution, we excel through our specific topical focus on Logistics and Leadership and by putting quality first.

We are constantly improving our programs by supplementing current and market-compliant study modules.

Our incredible location and state of the art facility are thanks to the generous funding of one of the most prominent industry leaders, Klaus-Michel Kühne, and his foundation. Professors and students see our institution as a hub of innovation and entrepreneurial spirit, characterized by cosmopolitanism and diversity. Become a part of the KLU community!

Yours Sincerely,

Christian Barrot
A GREAT PLACE TO STUDY

KLU offers world-class BSc, MSc, MBA, and doctoral programs in logistics, supply chain management, and management.

We are an international research university where all our courses are taught in English. At KLU, you will experience an international student body, outstanding faculty, an intimate learning environment, and benefit from extensive corporate ties. Our research concentrates on our Key Competence Areas (KCA): Sustainability, Digital Transformation, and Creating Value. Enjoy the advantages of a private university: instruction in small groups, a favorable student-to-faculty ratio, easy access to important contacts, modern infrastructure, and a comprehensive range of services. In 2022, KLU has received the most top rankings of all German universities for the category “Teaching and Learning” in the U-Multirank ratings. In 2021 KLU has won the „Global Student Satisfaction Award“ in the category “Overall Satisfaction” by Studyportals, in 2019 in the category “Best Quality Student Life” and in 2020 “Most popular university in Germany” by Studycheck.

In addition to the positive learning environment, you will be able to enjoy the cosmopolitan city of Hamburg. Hamburg is a central business hub for Northern Europe and home to Germany’s largest port. A major international city, Hamburg features a broad cultural spectrum and is popular among students. The nightlife in Hamburg is diverse, the city is a venue for fabulous festivals, and offers everything from relaxing cafes to trendy bars in a variety of districts, each with its individual flair.
LEADERS OF THE FUTURE

INTERNATIONAL MANAGEMENT: WHAT IS IT ALL ABOUT?

Our MSc International Management program provides you with the management and leadership skills you will need for your career in an international environment. The courses cover a broad range of topics in the key business administration fields, such as finance, marketing, logistics, human resources, and sustainability, providing you with a 360° view of the business scheme and the tools to move a company forward. The studies are also customized with elective modules, and in four different tracks: standard, fast, part-time and cooperation tracks.

The program targets your personal development and focuses on developing your leadership abilities. Whether as an entrepreneur, a consultant or a manager, this master’s prepares you to become an inspiring and effective leader in a globalized, fast-changing economy.

The teaching method includes both case and project-based learning, excursions, business simulations, and regular interaction with industry professionals. Practical relevance is the program’s core. It is rounded off by valuable experience gained off campus: a mandatory three-month internship, an integrated semester abroad (standard track only, optional for international students) and many extracurricular activities.

APPLICATION PROCESS

- Start of application period: November 1
- Early-bird discount 10%, deadline: January 15
- International application deadline: May 31
- German & EU Application deadline: July 15
- Start of program: September 1

1. APPLY ONLINE (KLU WEBSITE)
2. APPLICATION COMPLETENESS AND ELIGIBILITY CHECK
3. APPLICANT COMPLETES MISSING BUSINESS COURSES (IF REQUIRED)
4. REVIEWED BY ADMISSIONS COMMITTEE
5. FINAL DECISION BY ADMISSIONS COMMITTEE
6. APPLICANT RECEIVES FINAL DECISION
FACTS AND FIGURES

Accreditation
- Premium seal by FIBAA, Germany

Qualification
- Master of Science (MSc) International Management

General Structure
- On Campus lectures
- Master Thesis (5 months) during last semester of study program

Language
- English. Proficiency is required for admission: TOEFL (iBT: 90), IELTS (BAND 6.5), Pearson PTE Academic (61), Cambridge FCE (Grade A), Cambridge CAE/CPE (>180), IB Diploma

Admission requirements
- Bachelor’s degree or equivalent in business/economics from a recognized university or college. Other analytical study fields might be considered as well.
- The bachelor’s degree must comprise of 180 ECTS or 210 ECTS (see tracks)
- International degrees will be assessed according to the regulations of the German Council of Higher Education.

Documents required for application
- Completed online application.
- Copy of your first degree certificate/diploma (if not yet available, please provide a copy of your transcript of records to date).
- Proof of English language as per KLU standards (if not yet available, please include expected date of exam).
- Statement of purpose, 2000 characters as per KLU standards.

Application fee
- A non-refundable application fee of € 50 is required from Non-EU/EEA applicants upfront.

TRACKS

<table>
<thead>
<tr>
<th>Standard Track</th>
<th>Fast Track</th>
<th>Part-Time Track</th>
<th>Cooperation Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regular Study Period</td>
<td>4 semesters (2 years)</td>
<td>3 semesters (1.5 years)</td>
<td>5 semesters (2.5 years)</td>
</tr>
<tr>
<td>Program ECTS</td>
<td>120</td>
<td>90</td>
<td>90</td>
</tr>
<tr>
<td>Bachelor’s ECTS for admission</td>
<td>180</td>
<td>210</td>
<td>210</td>
</tr>
<tr>
<td>Semester Abroad</td>
<td>Optional2</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Internship</td>
<td>Mandatory</td>
<td>Mandatory</td>
<td>No</td>
</tr>
<tr>
<td>Tuition Fee3</td>
<td>€ 7,190/semester</td>
<td>€ 7,690/semester</td>
<td>€ 7,190/semester</td>
</tr>
<tr>
<td>Curriculum</td>
<td>coming soon</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 In case you are a non-EU citizen holding a German Abitur (applying for the BSc Business Administration) or a German Bachelor degree (applying for a MSc program), you do not have to pay any application fee.
2 Students who have already studied outside of Germany for a substantial amount of time might have the option to spend their third semester at KLU. For more information please enquire.
3 Tuition fees are charged per semester. A non-refundable deposit of € 1,000 will be due two weeks after the receipt of the signed study contract. The deposit will be deducted from the first tuition fee installment.
<table>
<thead>
<tr>
<th>ECTS</th>
<th>Semester 4</th>
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<tbody>
<tr>
<td></td>
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</table>

### Core Modules

<table>
<thead>
<tr>
<th>Course Title</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Analytics &amp; Econometrics</td>
<td>60</td>
</tr>
<tr>
<td>Economics of Business Strategy</td>
<td>25</td>
</tr>
<tr>
<td>Internship</td>
<td>35</td>
</tr>
</tbody>
</table>

### Optional Elective Modules

<table>
<thead>
<tr>
<th>Focus: Sustainable Management</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sustainable Logistics</td>
<td>35</td>
</tr>
<tr>
<td>Sustainable Logistics Information Systems</td>
<td>20</td>
</tr>
<tr>
<td>Independent Studies: Academic Project</td>
<td>20</td>
</tr>
<tr>
<td>Independent Studies: Entrepreneur Project</td>
<td>20</td>
</tr>
<tr>
<td>Independent Studies: Doing Business in Europe</td>
<td>20</td>
</tr>
<tr>
<td>Independent Studies: Conflict Management</td>
<td>20</td>
</tr>
<tr>
<td>Independent Studies: Project Management - Quality Management</td>
<td>20</td>
</tr>
<tr>
<td>Independent Studies: Project Management - SAP Laboratory - Programming</td>
<td>20</td>
</tr>
</tbody>
</table>

### Mandatory Elective Modules

<table>
<thead>
<tr>
<th>Focus: Digital Transformation</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate Social Responsibility</td>
<td>15</td>
</tr>
<tr>
<td>Sustainable Logistics</td>
<td>15</td>
</tr>
<tr>
<td>Independent Studies: Academic Project</td>
<td>10</td>
</tr>
<tr>
<td>Independent Studies: Entrepreneur Project</td>
<td>10</td>
</tr>
<tr>
<td>Independent Studies: Doing Business in Europe</td>
<td>10</td>
</tr>
<tr>
<td>Independent Studies: Conflict Management</td>
<td>10</td>
</tr>
<tr>
<td>Independent Studies: Project Management - Quality Management</td>
<td>10</td>
</tr>
<tr>
<td>Independent Studies: Project Management - SAP Laboratory - Programming</td>
<td>10</td>
</tr>
</tbody>
</table>

### Managerial Skills

1. out of 4

<table>
<thead>
<tr>
<th>Skill Title</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intercultural Skills – Doing Business in Europe</td>
<td>10</td>
</tr>
<tr>
<td>Negotiations – Conflict Management</td>
<td>10</td>
</tr>
<tr>
<td>Project Management – Quality Management</td>
<td>10</td>
</tr>
<tr>
<td>SAP Laboratory – Programming</td>
<td>10</td>
</tr>
</tbody>
</table>

Each module comprises a minimum of 5 ECTS (1 ECTS = 30h student workload)

1. Independent Studies can replace two modules from the selected Focus area in the second semester and one course module in the third semester.

2. Specific requirements apply. Please inquire.

3. This is possible when, for example, students have already studied outside of Germany for a substantial amount of time and when they fulfill KLU specific criteria. Please inquire.

4. Option to exchange 1 module from the selected Focus area.
LIFE ON CAMPUS

STUDENT AMBASSADOR PROGRAM

The KLU Student Ambassador Program is a volunteer program available to students who are interested in giving back to the KLU community, getting the most out of their university experience and enhancing the experience for others. Volunteers promote KLU from the ‘student perspective’ at different events and activities. The program could benefit you by developing your interpersonal, communication and leadership skills. Student Ambassadors participate in various activities and events during their time at KLU, such as Open Days, Education Fairs and workshops.

Actively engaging in social activities in the community not only offers Student Ambassadors the opportunity to make connections and further enjoy the student experience, but it is also highly valued by employers. Including a voluntary experience in your resume adds proof of your initiative, commitment and development of soft skills that can make you stand out from the crowd.

A UNIQUE EXPERIENCE BY THE HAFENCITY

Our facilities are designed to make your student experience productive and comfortable. Start your day by hitting the campus gym with some morning exercises to gather energy for the day. After some lectures, you can hang out with your peers in the cozy student lounge and enjoy a break. You are also welcome to join one of KLU’s student clubs and become active outside the classroom. For example, Advisupply, KLU’s student consultancy, allows students to gain consulting experience while working with real-life clients and business cases. KLU strives to create engaging and fun activities and events for memorable experiences.

More information at advisupply.com
EXPLORE THE WORLD

Explore the world with KLU! You can spend your third semester at one of our partner universities in Europe, Asia, Africa, or the Americas (standard track only). We have established a network based on exchange agreements with more than 50 partner institutions around the world. Enrolled as a full-time student at the host university, you will gain first-hand insight into new cultures and countries and enjoy a unique personal experience.

The outcome of studying abroad is yours to decide. For example, if your aim is to enhance your knowledge in the field of leadership and management, our partner KEDGE Business School in Bordeaux, France might be your first choice. In the field of Global Management we have partner institutions in Argentina and Thailand among others. We encourage you to customize your international experience by defining what to focus on in any other institution’s specialization from our extensive network of partner universities.

Our International Office will support you in planning and organizing your semester abroad. They are in close contact with all of our partner universities and are happy to provide support for everybody seeking further information.

YOUR SEMESTER ABROAD

Impressions by Benedict Rotering, Sarah Süßenbacher, Ann Sophie Brenk and Thorge Sass. Taken in Sweden, Italy and Austria.
"For my semester abroad, I went to Pisa. I had always heard about the cultural treasures and beauty of Tuscany and was happy to be able to experience this on my semester abroad. Pisa is a great city for students. It has a very special flair at night because of the crowded squares and streets where students party. The lectures at the University of Pisa and Sant’Anna are very international and interesting. And thanks to the student organizations, leisure activities are not neglected – they organize parties and trips to other cities. The great thing about Pisa is also its geographical location, which allows you to visit other beautiful cities very quickly and flexibly."

Peer Nissen
Graduate MSc Management
Class of 2022

For an updated list of partner institutions visit www.the-klu.org/partner
MSc = available for Master, BSc = available for Bachelor
YOUR PATHWAY TO SUCCESS

We provide a full range of fully integrated and individualized services catering to both current students and alumni. Here is a selection of what we offer:

**Our Career Services team** offers a unique career and professional development program that focuses on both your personal development and your contact with future employers. The team’s main purpose is to facilitate connections. We will train and empower you to identify and pursue your professional aspirations.

**The Career Skills Course** provides systematic and strategic training to help position you to actively pursue and manage your professional goals.

**The KLU Internship Program** allows you to put your theoretical knowledge to the test, broaden your understanding, and explore positions/occupations of interest to you. Career Services will assist you during the orientation and application phase and provide opportunities to network with potential employers.

**Alumni Group & Corporate Network**: The Career Services team can connect you with KLU’s professionally integrated alumni group; consolidating connections with industry practitioners who can support and advise. We also provide various networking opportunities via on-campus events, featuring company presentations and corporate speakers. The student community is thereby introduced to businesses and industries as potential interns and employees.

<table>
<thead>
<tr>
<th>PERSONALITY ASSESSMENT</th>
<th>IDENTIFY YOUR OPTIONS</th>
<th>CV &amp; LINKEDIN PROFILE</th>
<th>WINNING PEOPLE OVER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Who am I?</td>
<td>What are my career options?</td>
<td>How to stand out from the crowd</td>
<td>How to impress your future employer</td>
</tr>
</tbody>
</table>

**GAINING ACCESS**

**BENEFITS KLU HAS READY FOR YOU:**
1. Access to alumni via alumni portal & alumni career talks
2. Networking opportunities and training
3. Practice-oriented guest lectures by high-profile industry professionals
4. Recruiting events on campus
5. Exclusive internship and job offers
6. Annual CV book prior to graduation

All career services are integrated into your curriculum.

<table>
<thead>
<tr>
<th>NETWORKING</th>
<th>INTERVIEW TRAINING</th>
<th>PROFESSIONAL APPLICATION SUPPORT</th>
<th>COVER LETTER TRAINING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Draft your application strategy</td>
<td>Nail your next job interview</td>
<td></td>
<td>Turn it into a door opener</td>
</tr>
</tbody>
</table>

**PROFESSIONAL 1:1 CAREER COACHING**

Receive individual career advice

**BENEFITS KLU HAS READY FOR YOU:**

1. Access to alumni via alumni portal & alumni career talks
2. Networking opportunities and training
3. Practice-oriented guest lectures by high-profile industry professionals
4. Recruiting events on campus
5. Exclusive internship and job offers
6. Annual CV book prior to graduation

All career services are integrated into your curriculum.
“When looking to continue my studies in Germany, KLU was the only university I considered for my master’s degree as it’s the ideal university for me to receive an excellent education while pursuing my athletic goals. The sports scholarship at KLU has given me a perfect foundation for both my professional life and competitive sports. I cannot thank KLU enough for the support I’ve received. During my time here I have learned a lot, met a lot of super nice people, built a great network, and made memories that I will never forget. Now I feel very well prepared for my professional career.”

Kilian Pöhling
Graduate MSc Management
Class of 2022

DOCTORAL PROGRAM

As of September 2017, KLU has been granted the right to confer doctoral degrees. This is an essential part of our mission to create future leaders in the field of logistics, supply chain management, marketing, and leadership by strengthening academic knowledge and its practical use. This right sets KLU apart from many private universities in Germany. Are you contemplating a career in research and academia? Are you seeking for skills and knowledge to understand your profession in great depth? Then check our PhD opportunities!
PLANNING YOUR STUDIES

Studying at KLU in Germany is the right decision for career-conscious people. German universities and the German educational system are world class and recognized by employers around the globe. In Germany, you will be able to live freely: this is a safe country for all students.

There are a lot of things to manage in advance if you want to study at KLU in Germany. The German Academic Exchange Service (DAAD) has created a practical website that explains all the steps: www.study-in.de. The most important aspect is to apply for your visa well in advance. We recommend non-EU applicants to apply to KLU five months before the commencement of the study program, and to apply for visa right after being accepted by KLU or even during the admissions process.

Germany has a strong economy and a stable job market. After successfully graduating from KLU you are legally entitled to work in Germany. You will also be allowed to stay in Germany for up to 18 month after graduation to find the ideal job.

In addition to the benefits of Germany, the cosmopolitan city of Hamburg has been frequently voted as one of the most livable cities in the world, and offers a great work life balance for its residents.
FINANCING YOUR STUDIES

YOUR BUDGET*:

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>€ 14,380</td>
</tr>
<tr>
<td>Health Insurance</td>
<td>€ 1,332</td>
</tr>
<tr>
<td>Accommodation</td>
<td>€ 6,600</td>
</tr>
<tr>
<td>Personal Expenses</td>
<td>€ 6,000</td>
</tr>
<tr>
<td>Residence Permit</td>
<td>€ 110</td>
</tr>
</tbody>
</table>

* Approx. budget for one year in the Standard Track. Please visit our website for more information.

BRAIN CAPITAL
KLU offers the innovative financing plan, Brain Capital, which could cover up to 50–100% of the tuition fees. You can pursue your degree without having to pay tuition that exceeds your financial resources. In return, you will commit to an income-dependent repayment plan after graduation.

SCHOLARSHIPS
KLU offers some merit-based scholarships for students with very high academic achievement. These scholarships cover up to 100% of tuition. Applicants are chosen based on their outstanding academic performance and their social and international engagement. Also, the DAAD’s scholarship database offers you a wide range of tips and information on successfully applying for a scholarship in Germany.

AWARDS
If you are a scholarship holder of one of the institutions for gifted education in Germany, supported by the BMBF, you may apply for an award, consisting of a full tuition fee waiver at KLU.

TAX SAVINGS
In Germany, tuition can be claimed on tax returns and the tax savings can be used to partially finance students’ degrees.

WORK
Students from outside of the EU are allowed to work 120 full days or 240 half days per year. We recommend that students from EU countries that wish to work do not exceed 20 hours.

PERSONAL FINANCIAL RESOURCES
To provide for all personal expenses throughout the study program in Hamburg, students shall count on some amount of savings or personal financial resources. For those planning on relying on a loan from their origin country, we recommend starting the process quite in advance to avoid delays in the enrollment.
Interact in your classes directly with renowned faculty members. Our professors are considered leaders in their field, and you will be working with pioneering, evidence-based information. KLU is a research university and our faculty passes on new developments and scientific knowledge directly to you. KLU graduates have a competitive lead on knowledge.

Our outstanding library gives you access to online research articles, books and databases, both on- and off-campus. We provide excellent support services, well-equipped work spaces, and information literacy skills training to help you acquire the knowledge you need for your individual studies and projects.

Another key driver at KLU is the practical relevance of the curricula combined with a number of practice-oriented guest lectures by industry professionals. Relevance to practice is a prerequisite. You can look forward to case- and project-based learning, excursions, business simulations, regular interaction with industry professionals, and opportunities to collaborate on real consulting projects. As an example, in our Capstone Project, you work on a long-term research project or a real business problem in cooperation with companies.

Our research-based teaching focuses on imparting methodological knowledge and working scientifically. You will acquire excellent skills in collecting, structuring, processing, and correctly interpreting information and will feel at ease presenting it in an appropriate form. Your professors will introduce you to applying techniques for solving problems and designing solution processes. These skills, and others you will develop during your studies, play a key role on all management and leadership levels.

KLU receives top awards and rankings due to its quality of research, teaching and student life.
YOUR JOURNEY STARTS HERE

This brochure gives you a glimpse into the life as a KLU student. To become one yourself, check out the following steps. If, at any point along the way, you might have questions, feel free to contact us!

Ask our students! What better way to find out about the student life, campus environment, or living in Germany, then by asking our students? They are the true experts and always eager to help: www.the-klu.org/ask-a-student

Whether you are reaching out to a student or to one of our recruiters we are always happy to hear from you!

Please note: You do not need all your final documents to submit your online application.

1. Check out our website and our social media channels. They are always updated so you have the most recent information.

2. Meet us in person. We have many events on and off campus and would love to see you at one of them: www.the-klu.org/meet-us

3. Get ready to apply. Collect all your documents and ask questions (study@the-klu.org or +49 40 328707-160).

4. Come up with a plan on how to finance your studies and/or ask for more information about different financing options.

5. Submit your online application. The earlier you submit it, the earlier you will hear from us.

6. Finally BECOME A KLU STUDENT!
SEE YOU AT KLU

CONTACT US

Kühne Logistics University – KLU
Wissenschaftliche Hochschule für Logistik und Unternehmensführung
Grosser Grasbrook 17
20457 Hamburg, Germany
Phone: +49 40 328 707-160
Email: study@the-klu.org

For further information, the detailed curriculum, and the application form, please see our website: www.the-klu.org

October 2022