MASTER OF SCIENCE
MANAGEMENT

CHOOSE ONE OUT OF TWO SPECIALIZATIONS
Value Creation | Digital Transformation
WELCOME FROM THE PRESIDENT

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. Thus we can now offer two specializations in our MSc Management program to enhance your career prospects: value creation and digital transformation. Depending on your interests we encourage you to customize your learning experience at our institution.

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 Küehne, 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,

Thomas Strothotte
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. 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 addition to the positive learning environment, you will be able to enjoy the cosmopolitan city of Hamburg. The second largest city in Germany, 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.
Our MSc Management program provides you with the management and leadership skills you will need for your career in a multinational company. The courses cover a broad range of topics in the key business administration fields. Sharpen your profile and enhance your career prospects by customizing your studies with one of two specializations: digital transformation or value creation!

The first combines aspects of marketing, economics, data analytics and law to allow you to tackle the challenge of disruptive change. The latter gives you the skills to create sustainable growth opportunities for international companies by focusing on human resources, customer management and finance. The program targets your personal development and focuses on developing your leadership abilities.

The teaching method includes both case- and project-based learning, excursions, business simulations, integrated internships, and regular interaction with industry professionals. Practical relevance is the program’s core.

Complete the program in either 4 (standard track) or 3 semesters (fast track). The standard track encompasses 120 ECTS* (European Credit Transfer System), the fast track 90 ECTS. During the first semester of both tracks you will gain a solid foundation in the program, preparing you for your specialization in the following semesters.

The MSc program is rounded off by valuable experience gained off campus. You will take part in a mandatory three-month internship, have the option of an integrated semester abroad (standard track only) and many extracurricular activities.

* European Credit Transfer System
1 ECTS = 30 hours workload
## FACTS AND FIGURES

<table>
<thead>
<tr>
<th>Accreditation</th>
<th>• Premium seal by FIBAA, Germany</th>
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<tbody>
<tr>
<td>Qualification</td>
<td>• Master of Science (MSc) Management</td>
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| Duration      | • Full-time standard track: 2 years (4 semesters)  
• Full-time fast track: 1½ years (3 semesters) |
| Language      | • English |
| Structure/Choice of tracks | • Standard track  
• 120 ECTS (1 ECTS equals 30 hours workload)  
• On-campus lectures  
• Study abroad in semester 3*  
• Integrated internship  
• Master thesis starting in semester 4 (5 months)  
• Fast track  
• 90 ECTS  
• On-campus lectures  
• Integrated internship  
• Master thesis starting in semester 3 (5 months) |
| Tuition       | • € 5,980 per semester (Prices are subject to change. Please refer to our website.) |
| Important dates | • Start of application period: November 1  
• Early-bird discount of 10% deadline: January 15  
• International application deadline (recommended): March 31  
• German & EU application deadline: July 15  
• Start of program: September 1 |
| 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. |
| Admission requirements | • A bachelor’s degree or equivalent from a recognized university or college. The bachelor’s degree must comprise of at least 180 ECTS for the standard track or 210 ECTS for the fast track. This degree will usually be in business or economics. Other fields such as industrial engineering, business informatics or mathematics will be considered if your bachelor’s degree consists of at least four and a variety of courses in the field of business administration or economics. International degrees will be assessed according to the regulations of the German Council of Higher Education.  
• Proven proficiency in English: TOEFL (iBT: 90), IELTS (BAND 6.5), Pearson PTE Academic (61), Cambridge FCE (Grade A), Cambridge CAE/CPE (>180), IB Diploma. |
| Selection procedure | • Our admission team will review each completed application for formal eligibility (an application fee of € 100 is required from Non-EU applicants upfront).  
• All relevant information will be taken into consideration when selecting applicants. |

* Students might have the option to spend their third semester at KLU. This is possible when, for example, students have already studied outside of Germany for a substantial amount of time and when they fulfil other KLU specific criteria. Please inquire.
CUSTOMIZE YOUR DEGREE
MSC MANAGEMENT

<table>
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<tr>
<th>Core Modules</th>
<th>Core Components</th>
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<tr>
<td>Applied Research Methods</td>
<td>Semester Abroad (only standard track), Internship, Master Thesis</td>
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<tr>
<td>Business Analytics and Econometrics</td>
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<tr>
<td>Business Logistics and Supply Chain Management</td>
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<td>Capstone Project</td>
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<tr>
<th>Specializations</th>
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<tbody>
<tr>
<td>Value Creation</td>
<td>Digital Transformation</td>
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<tr>
<td>Corporate Social Responsibility*</td>
<td>Data Science*</td>
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<tr>
<td>Corporate Valuation*</td>
<td>Economics of Digital Transformation*</td>
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<tr>
<td>High Performance Human Resources*</td>
<td>Legal Aspects of Digital Transformation*</td>
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<tr>
<td>Strategic Issues in Supply Chain Management*</td>
<td>Electronic Business*</td>
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<tr>
<td>Revenue Management and Service Operations**</td>
<td>New Product Development and Pricing**</td>
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<td>Value-based Marketing**</td>
<td>Sustainable Logistics**</td>
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<th>Managerial Skills</th>
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<td>Business Ethics/Intercultural Skills***</td>
<td>Project Management/Quality Management***</td>
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<tr>
<td>Conflict Management/Negotiations***</td>
<td>SAP Laboratory/Programming***</td>
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* Mandatory modules of the specialization
** Electives available for both specializations
*** two modules, can only be chosen in this combination

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<tr>
<th>Standard Track 120 ECTS</th>
<th>Fast Track 90 ECTS</th>
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Classes at KLU, Internship, Optional semester abroad or classes at KLU
Explore the world with KLU! You can spend your third semester at one of our partner universities in Europe, Asia, Africa, Australia, 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 your’s 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.
“Studying abroad provided an amazing opportunity to both extend the scope of my formal education and highlight my professional focus with complementary coursework. That said, it also had a profound impact on my personal development. It forced me out of my comfort zone at times, only leading to broader horizons. I made new friends and created everlasting memories; and networking ties that will no doubt be valuable assets in my future endeavors.”

Robert Bicken
Graduate MSc Class 2018

For a complete overview of our partner universities visit: the-klu.org/partner
YOUR PATHWAY TO SUCCESS

<table>
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<tr>
<th>PERSONALITY ASSESSMENT</th>
<th>IDENTIFY YOUR OPTIONS</th>
<th>CV &amp; LINKEDIN PROFILE</th>
<th>WINNING PEOPLE OVER</th>
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<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>
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<tr>
<th>GAINING ACCESS</th>
<th>6 BENEFITS KLU HAS READY FOR YOU:</th>
</tr>
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<tr>
<td>Draft your application strategy</td>
<td>1. Access to alumni via alumni portal &amp; alumni career talks.</td>
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<td></td>
<td>2. Networking &amp; career fairs on campus.</td>
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<td></td>
<td>3. Practice-oriented guest lectures by high-profile industry professionals.</td>
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<td></td>
<td>4. Recruiting events on campus.</td>
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<td>5. Exclusive internship and job offers.</td>
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<tr>
<th>CAREER FAIR &amp; NETWORKING TRAINING</th>
<th>INTERVIEW TRAINING</th>
<th>BUSINESS ETIQUETTE &amp; WORKING IN GERMANY</th>
<th>PROFESSIONAL 1:1 CAREER COACHING</th>
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<tbody>
<tr>
<td>Nail your next job interview</td>
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<td>Receive individual career advice</td>
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Get ready for the business world. Throughout your studies you will attend in-depth workshops and coaching programs to support you with your professional orientation and career planning. They help you find answers to vital questions that will position you to actively pursue and manage your professional career goals.

Our integrated internship program allows you to put your theoretical knowledge into practice and to explore positions of interest to you. Our Career Development Office (CDO) will assist you during the orientation and application phases. Furthermore, they will provide opportunities to network with potential employers.

Are you an international student looking for a career in Germany or Europe? Use KLU as your springboard. Participate in our optional two-year guidance course: Kick Start Your Career in Germany. The aim of this course is to help you gain further insight into German culture and society and to assist you in landing your dream job at a German company.

KLU alumni now have careers at a wide range of leading, world-renowned companies. Strategy consulting, global fast moving consumer goods firms, logistics and supply chain management, non-profit and humanitarian institutions, and start-ups have all hired KLU alumni. Some of our graduates have even become successful entrepreneurs themselves.
“Choosing KLU for my master’s in management and now for my PhD in marketing and management accounting has been one of the best decisions I’ve ever made. In my eyes, the fact that KLU can now award PhDs helps it stand out as a leader among German business research universities. On top of that, its international atmosphere, excellent faculty, and first-class business networks make it one of a kind.”

Felix Anton Sklenarz
Graduate MSc Class of 2018
PhD candidate
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](http://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 receiving your degree, you will be allowed to stay in Germany for 18 months – enough time 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.
AVERAGE BUDGET FOR ONE YEAR IN THE STANDARD TRACK*

€ 11,960 TUITION

€ 800 TEXTBOOKS**

€ 4,800 ACCOMMODATION

€ 60 LIABILITY INSURANCE

€ 110 RESIDENCE PERMIT

€ 1,080 HEALTH INSURANCE***

Please note, this is a rough estimate. Financial requirements may vary significantly depending on choice of housing, lifestyle and travel plans.

* Not applicable for Master of Science in Global Supply Chain Management (Tricontinent). Please enquire.
** Although it is recommended to buy books, all course material is available through the library, therefore students do not have to buy reading material.
*** If you are older than 30 years € 2,400.

FINANCING YOUR STUDIES

We offer merit-based scholarships for students with very high academic achievement. These scholarships cover 50 - 100% of tuition. Applicants are chosen based on outstanding academic performance, social commitment, and extracurricular activities.

KLU also offers an innovative financing plan called Brain Capital. In it, the KLU tuition fund could cover up to 100% of the cost of tuition for your MSc program. You can pursue your degree without having to pay tuition that exceeds your financial resources. In return, you will commit yourself to an income-dependent repayment plan after graduation.

The DAAD’s extensive scholarship database offers you a wide range of tips and information on successfully applying for a scholarship in Germany. You can filter your search by country of origin, subject, and your current status.

A degree from KLU starts paying off the day your career begins. KLU students usually finish their studies on time, enter the professional world fast, and start with above-average salaries. This provides the necessary basis for paying for your studies at KLU.
Interact in your classes directly with renowned faculty members. Many of our professors are considered leaders in their field, and you will be working with pioneering, evidence-based information. KLU is a research university and its 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.

LEARN FROM THE BEST

KLU has an international faculty with a strong reputation for excellence in business research. Our research concentrates on our key competence areas: sustainability, digital transformation, and creating value, each for the benefit of logistics, transportation and supply chain management.

The key competence areas have a broad scientific foundation. This foundation includes not only logistics, but also management, economics, information systems and law. After all, knowledge transfer between disciplines and industries nourishes diversity.

KLU strives to make its expertise visible in the form of key competence areas. In turn, KLU makes our expertise available to students, practitioners and the scientific community at large by developing its programs for teaching, executive education, and research training.
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?

We are committed to offering excellent graduates a doctoral program that prepares you to evaluate and reflect the state of knowledge in your particular field of research. Your experience is enhanced by the atmosphere of close cooperation and intellectual challenge that KLU offers. It is further expanded by the exchange with other doctoral candidates from high level of diverse academic and cultural backgrounds. In addition to excellent teaching and courses available during your four years, you are actively involved in faculty research projects, giving you the opportunity to publish your results in top academic journals.

Aside from the obvious personal traits necessary to thrive in an academic environment, you will have to be prepared for the academic format. Our Master programs are strong on theory and research, making them the ideal choice if you plan on pursuing a doctoral degree afterwards.
"I am pleased that KLU has received the right to confer doctoral degrees. For its unflagging, successful work in recent years, the university has truly earned that right – I would like to express my congratulations. This is a very special honor for a private university and is one more indication of KLU’s value. In addition to the students and young academics, Hamburg as a location for science and academia will also benefit from this new jewel in its academic crown because its reputation will grow."

Katharina Fegebank
Senator for Science, Research and Equality of Hamburg
YOUR NEXT STEPS

This brochure gives you a glimpse into the life as a KLU student. To become one yourself, check out the following steps and remember, at any point along the way, feel free to contact us if you have any questions. We are always happy to help.

Please note: You do not need all your final documents to submit your online application. English tests and final transcripts can be submitted at a later date.

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

And finally BECOME A KLU STUDENT!
SEE YOU AT KLU

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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

November 2018