MASTER OF SCIENCE
INTERNATIONAL MANAGEMENT

CHOOSE ONE OUT OF TWO SPECIALIZATIONS
Value Creation | Digital Transformation
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 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,

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. 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. KLU has won the 2021 „Global Student Satisfaction Award“ in the category “Overall Satisfaction”, in 2019 in the category “Best Quality Student Life” and has been rated “Most popular university in Germany” by studycheck in 2020.

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.
Our MSc International 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.

KLU has adapted this program to all kinds of student profiles, and it is offered in four tracks: standard (4 semesters), fast (3 semesters), part-time (5 semesters) and cooperation (4 semesters). The standard track and cooperation track awards 120 ECTS*, the fast and part-time track 90 ECTS. Find the one that better caters to your interests and needs.

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>
</tr>
</thead>
<tbody>
<tr>
<td>Qualification</td>
<td>Master of Science (MSc) International Management</td>
</tr>
<tr>
<td>General Structure</td>
<td>On Campus lectures</td>
</tr>
<tr>
<td></td>
<td>Master Thesis (5 months) during last semester of study program</td>
</tr>
<tr>
<td>Language</td>
<td>English. Proficiency is required for admission: TOEFL (iBT: 90), IELTS (BAND 6.5), Pearson PTE Academic (61), Cambridge FCE (Grade A), Cambridge CAE/CPE (&gt;180), IB Diploma</td>
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<tr>
<td>Admission requirements</td>
<td>Bachelor's degree or equivalent in business/economics from a recognized university or college. Other analytical study fields might be considered as well.</td>
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<td>The bachelor’s degree must comprise of 180 ECTS or 210 ECTS (see tracks)</td>
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<td>International degrees will be assessed according to the regulations of the German Council of Higher Education.</td>
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<tr>
<td>Documents required for application</td>
<td>Completed online application.</td>
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<td></td>
<td>Copy of your first degree certificate/diploma (if not yet available, please provide a copy of your transcript of records to date).</td>
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<tr>
<td></td>
<td>Proof of English language as per KLU standards (if not yet available, please include expected date of exam).</td>
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<tr>
<td></td>
<td>Statement of purpose, 2000 characters as per KLU standards.</td>
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<tr>
<td>Application fee</td>
<td>A non-refundable application fee of € 100 is required from Non-EU/EEA applicants upfront.</td>
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<tr>
<td>Important dates</td>
<td>Start of application period: November 1</td>
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<td>Early-bird discount of 10%. Deadline: January 15</td>
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<td>International application deadline (recommended): March 31</td>
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<td></td>
<td>German &amp; EU application deadline: July 15</td>
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<td>Start of program: September 1</td>
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### TRACKS

<table>
<thead>
<tr>
<th>Standard Track</th>
<th>Fast Track</th>
<th>Part-Time Track</th>
<th>Cooperation Track</th>
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</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>
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<tr>
<td>Program ECTS</td>
<td>120</td>
<td>90</td>
<td>90</td>
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<tr>
<td>Bachelor’s ECTS for admission</td>
<td>180</td>
<td>210</td>
<td>210</td>
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<tr>
<td>Semester Abroad</td>
<td>Optional</td>
<td>–</td>
<td>–</td>
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<tr>
<td>Internship</td>
<td>Mandatory</td>
<td>Mandatory</td>
<td>No</td>
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<tr>
<td>Tuition Fee</td>
<td>€ 6,980/semester</td>
<td>€ 7,980/semester</td>
<td>€ 6,980/semester</td>
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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.
## MSC INTERNATIONAL MANAGEMENT
### STANDARD TRACK | CURRICULUM

<table>
<thead>
<tr>
<th>Semester 1</th>
<th>Semester 2</th>
<th>Internship</th>
<th>Option I: Semester 3 Abroad</th>
<th>Option II: Semester 3 at KLU</th>
<th>Semester 4</th>
<th>ECTS</th>
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<tr>
<td><strong>Core Modules</strong></td>
<td></td>
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<td>60 + 25</td>
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<tr>
<td>Business Analytics &amp; Econometrics</td>
<td>Economics of Business Strategy</td>
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<td>Capstone Project</td>
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<tr>
<td>Business Logistics &amp; Supply Chain Management</td>
<td>Global Trends in Human Resources</td>
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<td>Financial Performance Management &amp; Management Control</td>
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<td>Electronic Business</td>
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<td>Leadership &amp; Organizational Behavior</td>
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<td>Sustainable Globalization</td>
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<tr>
<th>Mandatory Elective Modules</th>
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<tr>
<td>International Economics²</td>
<td>Corporate Social Responsibility</td>
<td>Data Science</td>
<td>Independent Studies: Academic Project²</td>
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<td>Strategic Issues in Supply Chain Management²</td>
<td>Sustainable Finance</td>
<td>Economics of Digital Transformation</td>
<td>Independent Studies: Entrepreneurial Project¹</td>
<td>Independent Studies: Academic Project²</td>
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<td></td>
<td>Sustainable Logistics</td>
<td>Marketing Analytics</td>
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<td>Sustainable New Product Development</td>
<td>Revenue Management and Service Operations</td>
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<td>Humanitarian Logistics¹</td>
<td>Independent Studies: Academic Project²</td>
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<td>Logistics Information Systems¹</td>
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<td></td>
<td>Maritime Logistics⁴</td>
<td>Independent Studies: Entrepreneurial Project¹</td>
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<td>Sourcing and Procurement Management⁴</td>
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<td><strong>Optional Elective Modules</strong></td>
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<td>Independent Studies: Academic Project²</td>
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<td>Intercultural Skills – Doing Business in Europe</td>
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<td>Negotiations – Conflict Management</td>
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<td>Project Management – Quality Management</td>
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<td>SAP Laboratory – Programming</td>
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<th>Management Skills</th>
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<th>ECTS</th>
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<td>30</td>
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<td>10</td>
<td>20</td>
<td>20</td>
<td>30</td>
<td>120</td>
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</table>

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

1. Select 1 out of 4 (skills can only be elected in these fixed 5 ECTS combinations)
2. Select 1 out of 2
3. Select 1 out of 2 Focus areas
4. Option to exchange 1 module from the selected Focus area

¹ Independent Studies can replace two modules from the selected Focus area in the second semester and one course module in the third semester. Specific requirements apply. Please inquire. Usually, the study abroad semester is mandatory. 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.
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 Gerhard Hafstroem, Graduate MSc Management, Class of 2019 and Christoph Sarwas, Graduate MSc Management, Class of 2020. Taken in Brazil and South Africa.

Check www.the-klu.org/corona about the measures that we have taken in response to the corona pandemic and its impact on your studies.
"I spent an exciting semester abroad at Reykjavik University in Iceland. The courses on offer are very diverse and taught in small, international classes and I can mainly recommend it to management students. We had a lot of in-class discussions, and it was great hearing from students living in a very unique geographic and economic area. Reykjavik has a lot to offer, and the student nightlife is great. What I really came for though was the Icelandic landscape – it was breathtaking! You will make friends for a lifetime, cherish the beauty of nature, and never forget to get in a hot pot even on a snowy winter’s day!"

Sarah Lallensack
Graduate MSc Management
Class of 2019

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 & 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 networking opportunities via on-campus company presentations, corporate speakers, and year-round excursions. 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

- Draft your application strategy

### 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.

All career services integrated into your curriculum.

### NETWORKING

- **INTERVIEW TRAINING**

  **SUPPORT FINDING WORK IN GERMANY**

- **PROFESSIONAL 1:1 CAREER COACHING**

- **COVER LETTER TRAINING**

  Turn it into a door opener

- **PERSONALITY ASSESSMENT**

  Who am I?

- **IDENTIFY YOUR OPTIONS**

  What are my career options?

- **CV & LINKEDIN PROFILE**

  How to stand out from the crowd

- **WINNING PEOPLE OVER**

  How to impress your future employer

- **GAINING ACCESS**

  Draft your application strategy

- **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.

  All career services integrated into your curriculum.
"I knew from the very beginning that KLU was the place for me to do my master’s. With KLU’s intensive research program, the variety of courses on offer, and the exposure they provide to several industries, I believe that I have been given the competitive edge needed in today’s dynamic environment. Being at KLU has been my initial experience after just having come to Europe for the first time, and it has pushed me to pursue a career in HR here in Germany. I am immensely grateful for the support KLU has given me and treasure this academic experience."

Onam Agarwal
Graduate MSc Management
Class of 2021

EMPLOYERS OF KLU ALUMNI (AMONG OTHERS)

accenture
AIRBUS
arvato
BERTELSMANN
BCG
Beiersdorf
BMW
GROUP
COLGATE-PALMOLIVE
DAIMLER
HAMBURG
SÜD
Hapag-Lloyd
Johnson+Johnson
JUNGHEINRICH
KPMG
KÜHNE+NAGEL
Lufthansa Technik
More mobility for the world
McKinsey&Company
otto group
P&G
SIEMENS
TCHIBO
Unilever
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.
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 months 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.

STUDYING IN GERMANY

Hamburg

Munich

Sylt

Berlin
FINANCING YOUR STUDIES

We offer some merit-based scholarships for students with very high academic achievement. These scholarships cover up to 100% of tuition. Applicants are chosen based on outstanding academic performance, social engagement, and extra curricular activities. Additionally, in line with our international focus, we offer an international advocate scholarship for students that bring international experiences and a diverse outlook.

KLU also offers an innovative financing plan called 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.

As a scholarship holder of one of the institutions for gifted education, supported by the BMBF, you may apply for a full tuition fee waiver at KLU. Please visit our website for more information.

The DAAD’s 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.

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 inquire.
** 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 approx. € 2,400.
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. 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

Or talk to your 24/7 online assistant KLUney! Always available and ready!

Whether you are reaching out to a student, KLUney 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 2021