



MSc MANAGEMENT

COMPLEMENT YOUR CAREER - DEVELOP YOUR PROFESSIONAL SKILLS IN AN INTERNATIONAL ENVIRONMENT



KLU – WE CARE FOR YOUR CAREER

5 REASONS TO CHOOSE KLU

- Benefit from our academic excellence and supportive learning environment in small classes
- Customize your studies with a variety of elective courses in logistics, supply chain management, and managerial skills
- Experience an international environment while studying, traveling, and socializing together with students from all over the world – on campus and during an international exchange
- Develop professionally with business-oriented case studies, field trips, business projects, and a summer internship
- Accelerate your career with the help of extensive career development services, close contacts to the business world, and a strong alumni network

PROGRAM MISSION

In the MSc Management program KLU offers you two specializations: value creation and digital transformation. This will allow you to sharpen your profile further and enhance your career prospects. At KLU you will learn to critically analyze, evaluate, and implement complex business processes. Our international faculty will equip you with scientific and practical methods, teach you how to apply them to real-world business problems, and enhance your academic problem-solving and managerial decision-making abilities. We take an interdisciplinary, yet integrative and ethical perspective on management, and place a strong focus on case- and project-based learning in order to prepare you for the challenges of your future career. Enjoy studying in a highly international, interactive environment with small classes and a business-oriented program!

TWO OPTIONAL TRACKS

Starting in September each year, you can complete our MSc Management program in either 4 semesters (standard track) or 3 semesters (fast track). The standard track leads to 120 ECTS (European Credit Transfer System), while the fast track encompasses 90 ECTS. On both tracks, the first semester provides you with a solid foundation and prepares you for specializing in the semesters that follow. Depending on your interests, you can customize your studies with one of two specializations: value creation and digital transformation.

INTERNSHIP & SEMESTER ABROAD

At the end of the second semester, all KLU students do a summer internship at a company of their choice. Our Career Development Office will help you decide which industry suits you best and prepare you for your internship. To complement KLU's international study environment, students on the standard track spend their third semester at one of KLU's partner universities around the



"KLU offers a variety of options for developing in the educational and professional areas. Everyone who is interested in getting to know other cultures and studying in an international environment should become part of the KLU family."

Robert Seitz, Student MSc Management, Class of 2017

"KLU is a university that only settles for the best. It offers many opportunities for developing yourself and your career in an amazing atmosphere. It is easy to feel at home at KLU thanks to the friendly staff and the international student community."

M. Lucia Fuge Barrachina, Student MSc Management, Class of 2017



"At KLU, I feel like I am part of a state-of-the-art community of students, lecturers, and staff. The university's intercultural campus simply generates a sense of well-being and belonging. KLU is a great place to study: it has a steep learning curve and a great atmosphere."

Dirk Hagmaier, Student MSc Management, Class of 2017

world. Students can decide 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 (e.g. the first degree is from abroad) and when they fulfil other KLU specific criteria.

MSc MANAGEMENT | STANDARD TRACK | CURRICULUM

	SEMESTER I	SEMESTER II	Internship	OPTION I: SEMESTER III ABROAD	OPTION II: SEMESTER III AT KLU	SEMESTER IV	ECTS	
CORE COURSES	Business Analytics and Econometrics	Data Science**	10 ECTS at partner university	Courses in Management and Economics	Capstone Project	Applied Research Methods	85	
	Leadership and Organizational Behavior	Legal Aspects of Digital Transformation**				Electronic Business**		Master Thesis
Financial Performance Management and Management Control	Economics of Digital Transformation**	Corporate Valuation**		Strategic Issues in SCM**				
Economics of Business Strategy	High Performance Human Resources**	Corporate Social Responsibility**						
Business Logistics and Supply Chain Management	Revenue Management and Service Operations***	Value-based Marketing***		Courses in Management and Economics, Logistics and Supply Chain Management, or Managerial Skills	Intercultural Skills			
	New Product Development and Pricing***	Sustainable Logistics***				Negotiations		
ELECTIVE COURSES	Intercultural Skills			10 ECTS at partner university	Managerial Skills II*	Business Ethics		35
	Negotiations					Conflict Management		
	Business Ethics					Project Management		
	Conflict Management					SAP Laboratory		
	Project Management		Programming					
	SAP Laboratory		Quality Management					
	Programming							
	Quality Management							
ECTS	30	30	10	20	20	30	120	

* Select two, at least one from specialization

** Mandatory topics, cannot be elected by other specialization

*** Electives available for both specializations, three out of four

MSc MANAGEMENT | FAST TRACK | CURRICULUM

	SEMESTER I	SEMESTER II	Internship	SEMESTER III	ECTS
CORE COURSES	Business Analytics and Econometrics	Applied Research Methods	Internship	Master Thesis	70
	Leadership and Organizational Behavior	Data Science**			
	Financial Performance Management and Management Control	Legal Aspects of Digital Transformation**			
	Economics of Business Strategy	Economics of Digital Transformation**			
	Business Logistics and Supply Chain Management	Corporate Valuation**			
	High Performance Human Resources**				
	Corporate Social Responsibility**				
ELECTIVE COURSES	Intercultural Skills	Revenue Management and Service Operations***		20	
	Negotiations	Value-based Marketing***			
	Business Ethics	New Product Development and Pricing***			
	Conflict Management	Sustainable Logistics***			
	Project Management				
	SAP Laboratory				
	Programming				
	Quality Management				
ECTS	30	25	10	25	90

* Select two, at least one from specialization

** Mandatory topics, cannot be elected by other specialization

*** Electives available for both specializations, two out of four



HOW TO APPLY

REQUIREMENTS FOR ADMISSION

- A bachelor's degree or equivalent from a recognized university or college. The bachelor's degree must comprise at least 180 ECTS for the standard track or 210 ECTS for the fast track. This degree will usually be in business or economics*.
- Proficiency in spoken and written English TOEFL (90), IELTS (band 6.5) or equivalent.

*Other fields such as industrial engineering, business informatics or mathematics will be considered if your bachelor's degree consists of a sufficient number (at least four) and a variety of courses in the field of business administration or economics.

DOCUMENTS REQUIRED FOR APPLICATION

- Completed online application form
- Copy of first degree certificate
- Copy of university transcript of records
- Copy of TOEFL or IELTS score (can be submitted at a later date, if applicable)

APPLICATION DEADLINES INTAKE 2018

Start of application period: November 15, 2017

Recommended application deadline,
non-EU applicants: March 31, 2018

End of application period: June 30, 2018

We recommend that you submit your application as early as possible. For fully completed applications received by December 31, applicants are granted a 10 % early bird discount on the overall tuition upon enrolment. To be entitled for the discount you need to fully complete the online application form and submit it together with your transcript of records.

Please use the online application tool on our website: www.the-klu.org/application

TUITION & FUNDING

- The tuition for the MSc Management program for the intake 2018 is 5,980 Euros per semester
- Please inquire about our financial aid plans

CONTACT

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

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Kühne Logistics University – Wissenschaftliche Hochschule für Logistik und Unternehmensführung (KLU) is an independent, state-recognized private university based in the Hafencity district of Hamburg and sponsored by the non-profit Kühne Foundation. KLU currently offers a bachelor's program in management, master's programs in management and global logistics & supply chain management, a PhD, an MBA program, and executive education. With respect to teaching and research, KLU has established itself among the top universities in Germany. Kühne Logistics University ranks no. 3 in research output per professor in business administration among all universities in Germany and has the highest research output of all private business schools in Germany, Austria and Switzerland. KLU also achieved a top rating in the five most important criteria CHE Center for Higher Education examined in its current master's student rankings for business administration.

Accredited by:

WR

WISSENSCHAFTSRAT



Top-ranked university



