MBA IN LEADERSHIP AND SUPPLY CHAIN MANAGEMENT
WELCOME FROM THE ACADEMIC DIRECTOR

DEAR PROSPECTIVE STUDENTS,

We look forward to being a part of your leadership and lifelong learning journey, assisting you in achieving your future career goals. KLU Executive Education enables its graduates to continue their professional journey with the skills and knowledge that sets them apart from others.

As a student in our Masters of Business Administration program, you will be exposed to what it takes to lead in a modern global business. The program focuses on the four most important dimensions of global business: strategic, organizational, product/service, and operational dimensions. Class discussions, readings, case analyses, simulations, and role-playing allow our students to understand the complex dynamics of leading a global organization in today’s volatile marketplace. Using the supply chain as the organizing principle for global operations, we prepare our students for leadership roles in the organizations in which they work. Our international study trips bring the topics being taught in class to life as the students are exposed to how business actually works in China and the United States. The final capstone project allows each student to apply what they have learned through their class work to a practical problem of importance to themselves and their employer.

While the academic component of the program is a necessary part of any student’s learning journey, it is the relationships that the students develop with one another and their professors that contribute to the lifelong value of the program. Learning from professionals with differing backgrounds and experiences enriches classroom dialog and adds context to the lecture topic. The need to work closely with their classmates creates strong friendships that continue well beyond each student’s graduation.

Outside the classroom, students can enjoy the vibrant city life of Hamburg. The second largest city in Germany, Hamburg offers an international lifestyle with many distinct neighborhoods to explore. Located directly in Hamburg’s HafenCity, the KLU campus offers a unique environment with breathtaking port views just steps away from the landmark Elbphilharmonie concert hall. We look forward to sharing the KLU Executive Education experience with you!

Yours Sincerely,

Prof. Dr. J. Rod Franklin, P.E.
Academic Director
KLU Executive Education
A GREAT PLACE TO STUDY

ABOUT KLU

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, which is the central business hub for Northern Europe and home to Germany’s largest port.

The city 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.
Kühne Logistics University is dedicated to teaching and research in logistics and supply chain management as a core element in global organizations. We are committed to providing quality degree programs for students and executive programs for logistics professionals to become global leaders in supply chain operations and management. If you are looking for an executive perspective, access to a top international faculty, immediate practical applicability and a chance to network with other practitioners, you will find our MBA an exciting educational experience. The 18-months part-time program allows students to continue to work in their organizations while pursuing their degree and preparing themselves for increasing responsibilities. The students also bring their current and prior experience into the classroom to enrich their own as well as fellow students' learning experience.
### FACTS AND FIGURES

| Duration     | 18 months  
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| Structure   | Four-day block seminars (Friday – Monday) on campus about once a month for 13 months. Each month two courses will be covered.  
|             | One month summer break  
|             | Five months Master Thesis (capstone project) |
| Tuition fee | € 29,750 (includes teaching materials, excludes travel expenses). |
| Important dates | 
| Start of application period: November 1  
| 10 % “Early Bird” discount deadline: February 28  
| Recommended application deadline, non EU applicants: March 31  
| Application deadline: July 31  
| Scholarship application deadline: July 31  
| An attendance of around 35 working days (Fridays and Mondays) is required throughout the program. Student’s attendance for all block seminars and the two study trips* is required. |
| Documents required for application | You will find all required application documents in our online application platform. |
| Admission requirements | A bachelor’s degree with 240 ECTS or equivalent from a recognized university or college. Admission on the basis of 180 ECTS is possible. If this is the case, please get in touch with us. If the applicant does not hold a first academic degree, admission may be made subject to the condition that the applicant takes an entrance examination (a passing grade on the GMAT).  
|             | 3 years of work experience (managerial experience is recommended)  
|             | English proficiency proven by TOEFL (IBT 90), IELTS (Band 6.5) or CAE/CPE (grade C).  
|             | The TOEFL, IELTS or an equivalent certificate must not be older than 2 years at the time of submitting the application. |
| Admission process | Please apply online via the “apply now” button, download the documents and proceed with your application via our online application platform.  
|             | An application will be considered as soon as we have received all the required documents. The Admissions Office checks each incoming application to determine whether the admission requirements are met.  
|             | Applicants shall have a short interview with the Academic Director to evaluate the applicant’s personal and professional development to access their potential for leadership.  
|             | You will be notified of the Admission Committee’s decision promptly (6 – 8 weeks). |
| Completion | Master in Business Administration degree from Kühne Logistics University |

* The study trips are entirely organized by the KLU and expenses regarding teaching materials, meals, excursions and supporting program are covered. Please note that costs regarding flights and visa arrangements are not covered. The program coordinator will provide you with all important information regarding visa applications. Please make sure that you book your flights and apply for your visa well in advance. Please note that both study trips are fully recognized as educational leave. We will provide you with the relevant confirmation.
## CURRICULUM

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<tr>
<th>1. Module: Economic and Social Foundations of Global Business</th>
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<td>Foundations of Economic Thinking</td>
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<th>2. Module: Ethically Competing in Global Business</th>
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<td>Competitive Strategy in a World of Constraints</td>
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<th>3. Module: Organizing and managing Global Operations</th>
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<td>Global Organization Design</td>
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<th>4. Module: Developing and Marketing Products for Global Customers</th>
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<td>Sustainable Product Development</td>
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<th>5. Module: Sustainable Supply Chain Operations</th>
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<td>Implementing Lean and Green Logistics Operations</td>
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<th>6. Module: Leveraging Information for better Decisions</th>
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<td>Information Systems in the Modern Enterprise*</td>
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<th>7. Module: Managing Supply Chains for Value**</th>
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<td>Low Risk, Low Footprint, High impact Supply Chain Design</td>
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<th>8. Module: Organizational Behavior and Leadership</th>
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<td>Hiring and Motivating Culturally Diverse Talents</td>
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* International study trip to Tongji University Shanghai, China

** International study trip to Fisher College of Business, the Ohio State University, U.S.A.

For the detailed curriculum, the academic calendar and the application forms please refer to our website: www.the-klu.org/mba
Our MBA in Leadership and Supply Chain Management is a hands-on program composed of team-based learning. It focuses on training you to become a leader that creates true, sustainable value for your organization, your society and yourself. The program is an eighteen-month long part-time program mixing classroom work with projects. Two international trips are integrated into the curriculum to provide you with background information on how other cultures learn and work. A capstone project (thesis) based on a real-world problem of importance to you and your employer integrates the knowledge developed throughout the program and provides you with a transition from learning to actual practice.

The program is composed of nine modules, including the capstone project. Over the course of the program, the contents of the modules move along the lines of a broad strategic perspective to focusing on more detailed, tactical issues in operational management. As such, they cover all subject areas of business administration. The courses delivered align with KLU’s key competence areas Value Creation, Sustainability and Digital Transformation.
CREATING VALUE

Competing on a global scale requires an understanding of how global markets operate and how competitors in these markets compete. Proper organizational structure and leadership are necessary if a global strategy is to be effectively implemented and for sustainable value to be created for stakeholders. KLU’s MBA provides students with the tools, leadership skills and financial practices necessary to develop a sustainable corporate strategy and to implement an organizational structure that supports this strategy.

Furthermore, long-term value creation only occurs if an organization can consistently develop new and valuable products for their customers and society. KLU’s MBA teaches students how to develop new products using processes and procedures that are driven by “voice of the customer” marketing and sales activities.

SUSTAINABILITY

Organizational activities do not occur in an isolated manner. Operations impact the workers who perform the work, the society in which the work is performed, the environment and all stakeholders from owners to customers. To create consistent and sustainable value requires leadership not only in the technical areas of operations management, but also in the areas of socio-economic sustainability and human resource leadership. KLU’s MBA teaches students effective and efficient operations techniques concerning green and lean operations and how to engage the hearts and minds of employees by leading through listening, so that their organizations create long-term, sustainable value.

DIGITAL TRANSFORMATION

Today’s businesses find themselves at the heart of a vastly growing and dynamic network of information. To ensure that an organization can sustain a value proposition for customers and society over the long-term requires the continual reevaluation of information relevant for business activities and keeping up with the newest developments in digital technologies. Students of KLU’s MBA program learn how to use information systems in an integrated way to support fact-based decision making, interact effectively and efficiently within their organization as well as with partners, customers and other stakeholders and thus ultimately enhance the organizations’ competitiveness on a global scale.
The Ohio State University is one of the largest universities in the United States, who has delivered custom corporate education programs since 1955. It is also home to a diverse group of the best and brightest people in the world: dedicated faculty, passionate students, and innovative researchers who make Ohio State one of the world’s truly great universities.
In this unique one-week program at the Ohio State University, participants will learn how to deal with the challenges of designing a supply chain that minimizes risk, carbon emissions, costs and transit times. Topics such as contracting with suppliers in an international business, procurement strategies, negotiation skills, and effective relationship management are all covered within the residency module.

During an exciting week at one of the biggest campus universities in the US, you will participate in lectures and workshops taught by renowned and outstanding professors of the Fisher College of Business, The Ohio State University. The lectures will be complemented by on-site visits to well-known businesses in and around Columbus as well as a social program.
“The study trip to China was a great multicultural enriching experience that on the one hand expanded my knowledge about the country’s vision of the world and on the other hand took me to an advanced level of how to deal with other cultures and situations personally and professionally.”

Perla Vazquez, Student MBA in Leadership and Supply Chain Management, Class of 2019
Tongji University is one of the leading universities directly under the State Ministry of Education in China. It offers degree programs both at undergraduate and post-graduate levels. Together with the School of Economics and Management at Tongji University, the Kühne Logistics University is offering a unique one-week program on sustainable supply chain operations. You will learn to identify waste in their operations, implement improvements that eliminate this waste, and manage their operations to ensure that they meet the sometimes conflicting demands of senior management, investors, regulators, customers, and society.

During an exciting week in the Chinese metropolis Shanghai, you will participate in lectures and workshops jointly taught by renowned professors of the Kühne Logistics University and the Tongji University. The lectures will be complemented by on-site visits to well-known businesses in and around Shanghai as well as a social program. During the study trip, you have the opportunity to learn from the best in the field and network with professionals from around the globe!
YOUR PATHWAY TO SUCCESS

EARNING THIS MBA HAS MANY BENEFITS FOR YOU AND YOUR EMPLOYER

Completing this program, you will acquire practical knowledge and skills enabling you to:

• Take on leadership roles in global businesses having complex international operations;
• Develop effective corporate and supply strategies to compete in complex international settings;
• Develop the ability to analyze complex business problems and to effectively apply management practices and principles to these challenges;
• Understand complexities of intercultural cooperation to ensure effective interaction with international subsidiaries and partners;
• Leverage the creative energies of yourself and your colleagues to create innovative solutions to global operational issues that are both sustainable and profitable.

OBJECTIVES

• Preparation of professionals for leadership roles in global logistics operations
• Development of intercultural, leadership and supply chain domain skills
• Development of organizational, financial, and decision making skills to prepare individuals for higher managerial positions

EMPLOYERS OF MBA ALUMNI (AMONG OTHERS)

[Logos of various companies are shown]

ADM  Beiersdorf  BILSTEIN  BMW

cargolux  CGI  Continental  DB SCHENKER

FRICKE  HAMBURG SÜD  Hapag-Lloyd

HOYER GROUP  Jungheinrich  KÜHNE+NAGEL
“This program was the next step in developing my leadership character and considering it from a global perspective for future growth within my company. The program helps you to look at your work, yourself, and your group interaction from a different perspective.”

Alena Addington-Barker,
Student EMBA Leadership & Logistics,
Class of 2017

“Thanks to the MBA program at KLU I’ve started to change my life – professionally in my career and also in my private life. The intensive exchange during this international program has changed me, teaching me new hard skills but also critical thinking and an open-minded approach to everything.”

Mariusz Rutowicz,
Student MBA in Leadership and Supply Chain Management,
Class of 2019

“I have excellent memories of the great times during my MBA at KLU. Everybody involved, the KLU staff, my fellow students and all the people we met on our 1.5-year journey made it an unforgettable experience.”

Alexander Klute,
MBA in Leadership and Supply Chain Management,
Class of 2020

“The MBA at KLU has a clear focus on Leadership and Supply Chain Management. The combination of theory and practical case studies provides students with a variety of instruments to solve everyday business challenges. I was particularly impressed by the expertise and dedication of the professors, which proved to be extremely motivating. The international character of the program including the study trips created a real added value.”

Julian Böcker,
Student EMBA Leadership & Logistics,
Class of 2016

“The program covers a wide range of topics that will foster the soft skills you need to become a great leader and professional. Completing such a program also challenges you on different levels; coping with work, travel, school and life balance. The international environment and small classes make it possible to have enriching discussions.”

Marisol Henschen,
Student EMBA Leadership & Logistics,
Class of 2018

“Many thanks for 18 inspiring months in which I was able to grow in so many ways. Great classmates, great professors, great & challenging sessions – all in all a decision I will never regret.”

Miriam Hartje,
MBA in Leadership and Supply Chain Management,
Class of 2020

“This MBA is an attractive opportunity for anyone who seeks to reflect on previous work experience and to get ready for new challenges. Relevant and practical contents combined with a modern and open-minded university culture make this program a truly worthwhile experience.”

Mathias Dreier,
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KLU Executive Education (KLU EE), has been evaluating, designing, and hosting training and educational programs for executives since 2012. Located in Hamburg’s HafenCity, a center of international logistics activities, we provide professionals with the latest thinking in the management of complex, international logistics operations and supply chains based on KLU’s key competence areas: Digital Transformation, Creating Value and Sustainability.

Our Executive Education program portfolio includes annual programs such as a part-time MBA in Leadership and Supply Chain Management, an International Summer School in Supply Chain and Logistics Management, certificate programs, and online sessions addressing new topics and current developments in the world of logistics and supply chain management. Our programs address the needs of professionals from all management levels delivering an excellent mix of practice and theory.
In addition, we conduct corporate education programs that address specific logistics and supply chain topics relevant to the organization, as well as dedicated certificate and degree programs for companies.

Our programs convey cross-functional knowledge and managerial skills, they stimulate out of the box thinking, surfacing of hidden potentials and talents, and connect people from research and industry. They are built on a reliable and flexible IT infrastructure and are conducted in person, in hybrid formats, or online. Our programs are taught by KLU’s renowned international faculty and international recognized guest faculty. All programs are conducted in English or German.

Find out more about the benefits our programs can bring to you and your company on our website under Executive Education. We will gladly discuss opportunities for training programs and benefits for your company personally.
SEE YOU AT KLU

Why don’t you come and visit us on campus? You are welcome to arrange a personal meeting with our professors, staff or students – we will all be pleased to show you around or tell you about our projects, the KLU portfolio, our industry liaison and student life at KLU.

CONTACT US

Feel free to contact us if you have any questions. We are always happy to help.

MBA Program Manager
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Email: mba@the-klu.org
Website: www.the-klu.org/mba

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Wissenschaftliche Hochschule für Logistik und Unternehmensführung
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Accredited by:

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