LOGISTICS
MANAGEMENT
LEADERSHIP

WISSENSCHAFTLICHE HOCHSCHULE FÜR LOGISTIK UND UNTERNEHMENSFÜHRUNG
READY TO MOVE THE WORLD
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The Kühne Foundation, set up by the Kühne family in 1976, has a sole benefactor in Klaus-Michael Kühne. The foundation’s objective is to support training and further education as well as to foster science and research in the fields of global logistics and supply chain management. The foundation also supports research in medical science and sponsors humanitarian, charitable and cultural projects.

Over the past years, Klaus-Michael Kühne has allocated the foundation considerable funds enabling it to continually expand its activities in research and education and maintain close partnerships with leading universities and business schools. Apart from supporting Kühne Logistics University in Hamburg, the foundation finances a professorship at the Swiss Federal Institute of Technology Zurich (ETH), a Center for International Logistics Networks at the Berlin Institute of Technology (TU), a logistics institute at Tongji University in Shanghai, a professorship at the School for International Business and Logistics (HIWL) in Bremen, and the Kühne Institute for Logistics Management at WHU – Otto Beisheim School of Management in Vallendar.

www.kuehne-stiftung.org
A WELCOME FROM THE PRESIDENT

People who talk about the economy separate from logistics today are probably making a mistake. We can no longer limit the concept of logistics to mere issues of transport. The economy is, after all, logistics.

Logistics is a set of highly complex processes that deeply affect the entire business cycle – processes including raw material provisioning, component supply, production, finished goods sales and final goods disposal. Operating these processes in a sustainable manner is a top priority because sustainable operations are the foundation for managing modern businesses responsibly. Understanding and optimizing logistics processes is a decisive key to value creation today.

The digital economy is radically changing our concept of business processes. It can quite rightly be called a “smart revolution.” Automation of logistics processes such as warehousing and transport increasingly requires an optimized design in order for it to function smoothly. This smart revolution means intelligent interconnection and collaboration. Industry 4.0, for example, would not be possible without an equivalent “logistics 4.0”.

The digital transformation process has already begun, and its dynamics are breathtaking. According to our leading academics, the global economy will have undergone a fundamental change by 2050 – and with it, logistics. Without knowledgeable and qualified employees and managers (who are already being faced with completely new leadership challenges), companies have no hope of understanding the smart revolution, let alone shaping it.

To equip the global economy for the new future, Klaus-Michael Kühne established Kühne Logistics University in 2010. KLU’s founder knows that knowledge and experience in global logistics operations, supply chain management, computer science, analytics, maritime logistics, humanitarian logistics, green logistics, marketing and innovation, pricing, service management, finance, operations strategy, leadership and organizational behavior are the building blocks required for actively shaping the global economy of tomorrow. This is precisely the integrative approach that research and teaching at the KLU follow – making it the only university of its kind in the world.

This investment in research and teaching ensures the global logistics industry that there will be knowledge and leadership capable of competitively operating in the organizations of tomorrow.

KLU – ready to move the world.
We invite you to connect to us.

Prof. Thomas Strothotte, PhD (McGill), MBA (Columbia)
ABOUT US

Kühne Logistics University – Wissenschaftliche Hochschule für Logistik und Unternehmensführung (KLU) – is a state-approved private university dedicated to research and teaching logistics and management as core elements of globally organized management. Building on its experience with the Kühne School of Logistics and Management at Hamburg University of Technology (2003–2009), the Kühne Foundation established KLU in 2010.

Logistics has a leadership function in all sectors of the global economy. We believe that no other field of expertise prepares management leaders for tomorrow’s challenges better than a broad, practice-oriented understanding of logistics.

KLU is based in the heart of Europe’s largest urban development project, HafenCity on the Hamburg waterfront, close to the port area and the world’s most modern container terminals.

The goals of its founder, Klaus-Michael Kühne, drive KLU. Interdisciplinary and cross-cultural in both teaching and research, the top-ranked university has one of the best business faculties of all public and private universities in Germany, Austria and Switzerland.

Since September 2013, KLU has had a new campus at Großer Grasbrook 17. The “golden” lecture hall in the foyer is an avant-garde, architectural masterpiece that fits perfectly into the fresh, young fabric of the HafenCity district. The auditorium accommodates up to 300 people and is also used for international conferences and events.

The German and international students on our campus appreciate the building’s high-tech seminar rooms, gym, student lounge and coffee bar. KLU’s outstanding library provides access to over 10,000 digital journals and e-books, the most important databases for logistics and management, and has well-equipped workspaces.

The panorama from KLU’s fifth floor offers breathtaking views of the Elbe River, the container terminals, the docks, the historical warehouses, and hip HafenCity. Come and get to know KLU – feel the excitement!

RANKING IN BUSINESS ADMINISTRATION

Consecutive Master at Univ.

<table>
<thead>
<tr>
<th>University</th>
<th>Number of professors</th>
<th>Points per professor</th>
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<tbody>
<tr>
<td>ETH Zürich</td>
<td>12</td>
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<tr>
<td>Uni Jena</td>
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<tr>
<td>Uni Wien</td>
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<tr>
<td>TU München</td>
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<td>3.3</td>
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<td>Uni Zürich</td>
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<tr>
<td>Uni Köln</td>
<td>23</td>
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<tr>
<td>ESMT Berlin</td>
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<td>LMU München</td>
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<td>Uni Mannheim</td>
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<tr>
<td>RWTH Aachen</td>
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</tr>
<tr>
<td>Uni Innsbruck</td>
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</tr>
<tr>
<td>WHU Koblenz/Vallendar</td>
<td>28</td>
<td>2.2</td>
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BACHELOR OF SCIENCE PROGRAM
The Bachelor of Science Business Administration is a 3-year program for motivated, open-minded students. This degree provides graduates with the skills and knowledge for either starting their careers in a global work environment or successfully completing a master's degree program. Students can choose a specialization in international management, sustainable management, supply chain management or management information systems.

MASTER OF SCIENCE PROGRAMS
KLU currently offers 2-year Master of Science programs in management and global logistics/supply chain management (SCM). Conducted in English, these international programs are aimed at students who want to start careers in management, logistics and SCM. Professors from around the globe teach the courses. At KLU, the teaching methods are practice-oriented and use real-life cases, often in cooperation with companies. The teaching quality is evaluated frequently with the goal of maintaining the high level.

MASTER OF SCIENCE INTERNATIONAL MARITIME LAW AND LOGISTICS (IMLLOG)
KLU and the International Maritime Law Institute (IMLI) in Malta are joining forces to offer collectively a 2-year, full-time Master of Science program combining international maritime law and maritime and humanitarian logistics. The program is one of a kind and is divided in two parts: international maritime law courses taught primarily at IMLI (Malta) and logistics and leadership courses taught primarily at KLU in Hamburg (Germany).

TRI-CONTINENTAL MASTER OF SCIENCE PROGRAM IN GLOBAL SUPPLY CHAIN MANAGEMENT
This 2-year Tri-Continental Master of Science in Global Supply Chain Management degree program approaches supply chain management from an integrative perspective that includes economics, operations, logistics, risk management, leadership, and IT. The global program takes place on three continents. Students will spend the first semester in Hamburg (Germany), the second semester in Shanghai (China), and the third semester in Knoxville (Tennessee, US). The final semester is dedicated to an internship and master’s thesis.

DOCTORAL PROGRAM
KLU introduced its structured PhD program in 2011. The candidates with academic ambitions will work within the framework of a coordinated program that complements the students’ specializations and provides a structure for their cooperative research. The PhD program is part of a post-graduate network that further educates future logistics and management experts. The program is conducted in cooperation with renown international university partners.

EXECUTIVE EDUCATION AND MBA PROGRAM
KLU’s executive education department organizes various training programs for international managers. Customized training programs are tailored to fit the specific needs and requirements of a company by covering cutting-edge topics, current developments and industry trends in logistics, leadership and management. The part-time MBA study program, as well as the intensive, multi-day International Summer School are two examples of programs which provide professionals with the latest thinking in the management of complex, international logistics operations with an excellent mix of practice and theory.
<table>
<thead>
<tr>
<th>Name</th>
<th>Title and Department</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Michele Acciaro</td>
<td>Associate Professor of Maritime Logistics</td>
</tr>
<tr>
<td>Dr. Dr. h.c. Sönke Albers</td>
<td>Professor of Marketing and Innovation</td>
</tr>
<tr>
<td>Dr. Christian Barrot</td>
<td>Associate Professor of Marketing and Innovation</td>
</tr>
<tr>
<td>Dr. Jan Becker</td>
<td>Associate Professor of Marketing and Service Management</td>
</tr>
<tr>
<td>Dr. Dr. Rod Franklin</td>
<td>Adjunct Professor of Logistics</td>
</tr>
<tr>
<td>Dr. Jan Fransoo</td>
<td>Professor for Operations Management and Logistics</td>
</tr>
<tr>
<td>Dr. Hanno Friedrich</td>
<td>Assistant Professor Freight Transportation: Modeling and Policy</td>
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<tr>
<td>Dr. Dr. André Ludwig</td>
<td>Associate Professor of Computer Science in Logistics</td>
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<tr>
<td>Dr. Dr. Alan C. McKinnon</td>
<td>Professor of Logistics</td>
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<tr>
<td>Dr. Dr. Björn Michaelis</td>
<td>Adjunct Professor of Management and Organization</td>
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<tr>
<td>Dr. Christian Barrot</td>
<td>Associate Professor of Supply Chain and Operations Strategy</td>
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<tr>
<td>Dr. Dr. Christian Himme</td>
<td>Assistant Professor of Management Accounting</td>
</tr>
<tr>
<td>Dr. Dr. Catherine Maracke</td>
<td>Associate Professor of Data Law</td>
</tr>
<tr>
<td>Dr. Dr. Kai Hoberg</td>
<td>Associate Professor of Supply Chain and Operations Strategy</td>
</tr>
<tr>
<td>Dr. Dr. Jörn Meissner</td>
<td>Professor of Supply Chain Management and Pricing Strategy</td>
</tr>
<tr>
<td>Dr. Dr. Alexander Himme</td>
<td>Assistant Professor of Management Accounting</td>
</tr>
<tr>
<td>Dr. Dr. Christoph Merkle</td>
<td>Associate Professor of Finance</td>
</tr>
<tr>
<td>Dr. Dr. Niels Van Quaquebeke</td>
<td>Professor of Leadership and Organizational Behavior</td>
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<tr>
<td>Dr. Dr. Asvin Goel</td>
<td>Associate Professor of Logistics and Supply Chain Management</td>
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<td>Dr. Dr. Björn Michaelis</td>
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<td>Dr. Dr. Sandra Transchel</td>
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</tr>
<tr>
<td>Dr. Dr. Christian Tröster</td>
<td>Assistant Professor of Leadership and Organizational Behavior</td>
</tr>
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</table>
Since KLU was founded, its research and teaching emphasis has been on logistics and management. In order to bring even more focus to the university’s profile and to enhance cross-disciplinary interaction, KLU is implementing a new structure based on three Key Competence Areas (KCA): Digital Transformation, Creating Value, and Sustainability, each for the benefit of transportation, global logistics, and supply chain management.

**DIGITAL TRANSFORMATION**

The ongoing progress in information and communication technologies has changed and will continue to change the way in which individuals, societies, organizations and businesses communicate, collaborate, operate, and make decisions.

With its study programs and research, the KLU’s mission in the field of digital transformation is to prepare future business leaders who understand and master the digital revolution. Our students are capable of managing information as a key factor in and across organizations and of using information systems for effective and efficient decision making.

**CREATING VALUE**

What new business models and propositions will develop during the next decade? Will our current business models still yield the revenues of the past?

With its study programs and research, the KLU’s mission in the field of value creation is to prepare future business leaders to evolve beyond a defensive mind-set of maintaining market shares and saving costs. Through new methods, our students are encouraged to develop their creative thinking and learn how to devise innovative products and processes that break new ground and provide future growth potentials. They are capable to take their global teams along when venturing into new markets or segments.

**SUSTAINABILITY**

Sustainability has emerged as a central issue in today’s business world. Environmental issues such as global warming, increasing waste and pollution, depleting natural resources combined with societal issues such as health, safety, equality, fairness and development put an unprecedented pressure on companies to realign their businesses while remaining profitable and competitive.

With its study programs and research, the KLU’s mission in the field of sustainability is to prepare future business leaders who understand the impact of business on environment and society, and propel sustainable change. Our students comprehend sustainability by its three integral components of profit, environment, and society, and with an emphasis on supply chain management and logistics.
My name is Christian Carreri from Italy.  
(BSc Management)  
---
I am Kailin Xu and I am from China.  
(MSc Global Logistics)  
---
I am Angie Khullar and I am from India.  
(BSc Management)  
---
I am David Ekere, I am from Nigeria.  
(BSc Management)  
---
My name is Cristina Guerrero from Ecuador.  
(MSc Global Logistics)  
---
Ceyda Zaim and I am Turkish.  
(MSc Management)  
---
My name is Svetlana Rakhmanina from Russia.  
(MSc Management)  
---
My name is Daniel Matos de Albuquerque from Brazil.  
(MSc Global Logistics)
INTERNATIONAL STUDENT BODY

Join us and benefit from our extensive partner network. Partnerships with more than 50 top universities worldwide guarantee an unforgettable semester abroad.

Scan the QR code for a complete overview of our partner universities.

My name is Dana Balschuweit and I am from Germany. (BSc Management)

I am Niklas Yves Peter and I am half French and half German. (BSc Management)

I am Adolfo Guajardo and I am Mexican. (MSc Global Logistics)
CAREER OPPORTUNITIES WORLDWIDE
“Due to the practical relevance of our study program (case studies, group works, excursions, etc.) and the support of our Career Service, I felt very well-prepared when applying for a job. Thanks to KLU, I’m currently part of the BMW Group graduate program, working in the overseas supply chain planning unit.”

Alexandra Müller
Graduate MSc Global Logistics 2013
Specialist Logistics Planning at BMW Group

“My master’s thesis played a big role in my decision-making process. I did my thesis with the company I am working at now. I had the opportunity to learn about their business and corporate culture, and create a network that put me in a better position than the other candidates.”

Oliver Wang
Graduate MSc Global Logistics 2014
Regional Materials Manager at Hilti

“The courses, the teachers, the teamwork, the excursions, and the exchange program helped me to apply for the right job. All the workshops about soft skills are amazing. They helped me to work on my personal branding, my negotiation skills and my body language.”

Maria Lucia Tejeiro
Graduate MSc Management 2014
Customer Service and Logistics at Hill’s Pet Nutrition

“At KLU, you get a vast amount of intercultural experience, along with a state-of-the-art education. So don’t let the future worry or stress you … You will be well prepared to face what’s waiting for you in the real world.”

Jeetendra Shukla
Graduate MSc Global Logistics 2013
Supply Chain Logistics Specialist at The Dow Chemical Company

“The faculty members and the administration were interested in us as individuals and provided thoughtful advice during the program, and we can still ask them for it today. I am fortunate to be part of the KLU family of top-ranking professors and amazing students and alumni who are all shaping today’s world of logistics.”

Alida Müller-Wehlau
Graduate MSc Global Logistics 2013
Supply Chain Manager Sales at Tchibo GmbH

CAREER SERVICES FOR KLU STUDENTS

KLU’s Career Services office assists all our students during the orientation and application phase and provides opportunities to network with potential employers. It offers a unique Career & Professional Development program (CPDP) that targets students’ personal development. The program is designed to help our students find answers to vital questions, putting them in the position to actively pursue and manage their professional career goals.
In a globalized and consumer-centric world, supply chain optimization is at the center of technical innovations. Logistics natives are often as crucial to the economic success of new business models as digital natives. KLU is an ideal partner for us in academia. We benefit from cooperation with respect to internships and master theses, and rely on the university’s expertise to optimize our technology-related processes. It was an honor and a great pleasure for me to give the graduation speech at KLU in 2014.

Dr. Markus Conrad
Former Chairman of the Management Board
Tchibo GmbH

Jungheinrich ranks among the world’s top three companies in the materials handling equipment, warehousing and material flow engineering sectors – branches of industry that are growing rapidly and have bright outlooks for the future. In our quest to meet our need for talented, qualified skilled workers and executives, we seek out suitable partner institutions of higher learning that offer both logistics and business management programs for the global market. Kühne Logistics University has exactly this curriculum – and is right at our front door.

Hans–Georg Frey
Chairman of the Board of Management
Jungheinrich AG

P&G has been serving consumers across the globe for more than 177 years with its well-known brands. The company is globally recognized as a world leader in supply chain innovation and open innovation via the P&G Connect + Develop (C+D) program. Within the C+D context, the P&G Supply Network Innovation Center has partnered with KLU on several research projects since its recent inception, exchanging knowledge and challenges for mutual benefit. In recognition of our partnership, P&G and KLU have recently signed a framework agreement to facilitate even closer cooperation in the future.

Ralph Keck
Product Supply Director
P&G

In spring 2017, an advisory board consisting of seven top managers will begin its work. The new board will focus on promoting KLU by interconnecting with business and applying KLU’s scientific findings more systematically in the real world. Professor Burkhard Schwenker, Chairman of the Advisory Council for Roland Berger since 2015, having previously served as Chairman of the Supervisory Board and CEO of the consultancy, will also chair our advisory board.
With five million inhabitants, the Hamburg metropolitan area is among the biggest winners to gain from the opening up of Eastern Europe and globalization. This metropolis on the water is the most easterly of the northern seaports, making it the ideal port for Eastern Europe. As a global hub serving overseas countries, Central and Eastern Europe, and the Baltic area, Hamburg benefits from its central position at the confluence of the global trade handled by European logistics.

Hamburg is also considered one of the most beautiful cities in the world. Its extensive stretches of water and green parks and the historic residential areas are renowned. There are many attractive possibilities for leisure activities. It is these special qualities, together with the maritime atmosphere and its proximity to the North Sea and the Baltic Sea, that make Hamburg a jewel among international cities.
GET TO KNOW US IN PERSON
Why don’t you come and visit us on campus? You are welcome to arrange a personal meeting with our professors, staff or students – they 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.

MEET US WHEN WE HIT THE ROAD
We regularly exhibit at educational and industrial fairs in Germany and abroad. Please check our website for the current dates.

HOW TO GET HERE
By public transport/train/plane: Please go to Hamburg Central Station and take subway line U4 to the Überseequartier station. KLU is a 5-minute walk from there.

Contact
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Fax: +49 40 328707-109
E-mail: info@the-klu.org

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Großer Grasbrook 17
20457 Hamburg, Germany

Follow us on

YOUR WAY TO SUCCESS

THERE ARE MANY WAYS TO GET TO KNOW US!