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Dear Readers,

About three years ago the Kühne-Stiftung began planning this university and I am proud that it resulted in a rapid approval to start teaching and conducting research. The Kühne Logistics University is moving toward its goal of becoming recognized as a global leader in education and research in the areas of logistics operations and leadership. One proof is the University ranking of business faculties in the German speaking countries undertaken by Handelsblatt, one of the principal German business dailies: in the research performance per professor ranking, the KLU made it to the Top Ten.

Another key milestone in the development of the university was the graduation ceremony in the Maritime Museum in Hamburg on September 14, 2012. The very first graduates of the Global Logistics Class of 2012 were presented with their degree certificates. It was an unforgettable and touching event.

I am confident that the international focus of the education at the Kühne Logistics University will help all of our students to respond to the opportunities arising from current changes in the world’s economic and political landscape. It will be hard work to succeed given the complexity and uncertainty of the global economy, but it is these challenges that we have prepared our students for. I would expect nothing less in twenty years' time than to see all of our graduates in leadership positions in companies across the globe.

With this second Annual Report I would like to give you an insight into the last academic year at the Kühne Logistics University and I look forward to an exciting year ahead.

Prof. Dr. h.c. Klaus-Michael Kühne
Chairman of the Supervisory Board
The KLU has enjoyed healthy growth and numerous successes over the past year. It has substantially expanded its faculty, administrative staff and student numbers. It now employs 13 professors and has a total of 121 students enrolled on its Masters courses (including exchange students) and Ph.D. program. These students come from 26 countries, including the USA, China, Russia, Brazil, Tanzania and Egypt, showing that the institution already has wide global reach. The KLU has also graduated its first cohort of 23 students from the M.Sc. in Global Logistics in a festive ceremony this September. Next year will see the graduation of the first class of M.Sc. Management students who started their program in 2011.

The University's status as a center of research excellence in logistics and management has been confirmed by the recent Handelsblatt assessment of the journal publications of faculty in business schools across the German-speaking world. This placed the KLU 7th in terms of journal publications per professor, an impressive achievement for an institution that is only two years old and a measure of the high caliber of the faculty that it has recruited.

The KLU has also diversified its range of executive education beyond the two Summer Schools introduced in 2011. A new two-year executive MBA course has been launched, with significantly greater logistics and supply chain content than is found in most other MBA courses. Additionally corporate executive programs will be delivered for international companies, e.g. in Kazakhstan and Indonesia.

During the year, the KLU has greatly extended its networking with other academic institutions, businesses, professional organizations and international bodies. It now has student-exchange agreements with 21 universities in 13 countries in four continents. In July 2012 the KLU was awarded the Erasmus University Charter. This European Union program enables European universities to participate more easily in exchange agreements, while offering EU funding for students during their time abroad.

The KLU has also established links with numerous companies providing student internships, supporting research projects and hosting class visits. The university works closely with the main German logistics association, BVL. In June 2012 it ran the BVL’s 15th doctoral workshop and co-hosted its 6th International Scientific Symposium on Logistics. The KLU’s international profile has also been raised by faculty contributions to major conferences and membership of committees in organizations such as the World Bank, World Economic Forum and European Commission.

So at the end of year two, we can confidently report that the KLU is making excellent progress towards its goal of becoming one of the world’s main centers for teaching and research in logistics and management.

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Prof. Dr. Dr. h.c. Sönke Albers  
Dean of Research

Prof. Dr. Alan C. McKinnon  
Dean of Programs

Dr. Reimar Palte  
Provost and Managing Director
THE KÜHNE LOGISTICS UNIVERSITY
The Kühne Logistics University – Wissenschaftliche Hochschule für Logistik und Unternehmensführung is a private, state-recognized university dedicated to teaching and research of logistics and management as a core element of globally-organized management. Our students and professors don’t see logistics in the literal sense of the word, but rather as a leadership function in all sectors of the international economy. We believe that no other area of expertise prepares future management leaders for tomorrow’s global challenges better than a broad understanding of logistics.

Based in Hamburg, the KLU is interdisciplinary and international in its teaching and research, driven by the vision of its founder Professor Klaus-Michael Kühe. The choice of the HafenCity docklands district for its campus is a further expression of the confidence of the university and the foundation in the prosperous future development of the City of Hamburg. In 2013 the KLU will be moving into one of the most spectacular buildings, namely the previous SAP quarters at Großer Grasbrook 17. Offering over 7,000 square metres of space for teaching, research and further education in the areas of logistics and management, the KLU will be well equipped for our students and remain at the heart of Hamburg’s docklands where real logistics takes place.

KÜHNE-STIFTUNG (FOUNDATION)
The KLU was initiated and established by the Kühne-Stiftung (Foundation), an organization set up by the Kühne family. The family, and Professor Dr. h.c. Klaus-Michael Kühne in particular, are committed to the promotion of science and research, especially in the fields of transportation and logistics. Both the foundation and its founders are strongly committed to the university and guarantee the KLU’s long-term financial stability. The form and content of the KLU’s activities are inspired by the life and work of the entrepreneur Klaus-Michael Kühne.

DEVELOPMENT OF THE KLU IN THE YEARS AHEAD
The set-up of the KLU, its faculty, and its portfolio of programs and executive education are currently being rolled out. Once fully established, the KLU will cover the full range of university teaching, from a Bachelor’s degree to Master’s degrees and a structured Ph.D. program, and include executive education offerings that range from one-day forums to an 18-month Executive MBA program. The university’s 20+ designated professorships will ensure that all key research areas in the fields of logistics, transport, and management are represented, and will offer an unrivaled concentration of teaching and research expertise in logistics and management.
THE KLU – TIMELINE OF PROGRAMS

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Currently implemented
Currently planned

FACULTY & RESEARCH

RESEARCH REPORT
The second year was characterized by a strong growth. We were able to enlarge our body of professors from seven at the end of the first year to 13 professors at the end of the second academic year. In particular, we were able to hire with Professor Alan McKinnon the Dean of Programs and the Head of the Logistics Department. To support his strategic work for the KLU we hired an Associate Dean of Programs, Matthias Hühn, who deals with all the detailed aspects of achieving teaching excellence. As a consequence, most of the KLU’s courses are now taught by the Resident Faculty.

Although the majority of our professors are young and the KLU is only two years old, three of our professors are amongst the TOP 250 business researchers and Top 100 business researchers younger than 40 years old, as featured in the recent Handelsblatt ranking of business faculties in the German speaking countries. Besides publishing in academic journals, the professors were active in presenting their research at international conferences contributing to the public media and working with a range of international organizations and companies. The activities of the individual professors are reported as follows.
Dr. Alan McKinnon is Dean of Programs and Head of Logistics at the Kühne Logistics University in Hamburg. He was previously Director of the Logistics Research Centre at Heriot-Watt University in Edinburgh Scotland which he set up in 1997. A graduate of the universities of Aberdeen, British Columbia and London, he has been researching and teaching in freight transport and logistics for over thirty years and has published extensively in journals and books.

Dr. McKinnon has undertaken studies on a broad range of logistics topics, many of them for international organisations such as the European Commission, the International Transport Forum, International Energy Agency and trade bodies in the chemicals, food, automotive and retail sectors. In recent years much of his work has focused on the environmental sustainability of logistics operations and, in particular, the measurement and reduction of carbon emissions from companies’ supply chains. Professor McKinnon is a winner of the Sir Robert Lawrence award, the highest distinction of the UK Chartered Institute of Logistics and Transport for his long track record of research and education in logistics. He was a founder member of the Logistics Research Network, set up in 1997 to promote research on logistics in universities and colleges, and which now runs one of the main international conferences on the subject.

He has also been actively involved with various international organizations, including the World Economic Forum, the Intergovernmental Panel on Climate Change (IPCC), European Commission and the International Transport Forum.

RESEARCH INTERESTS
Environmental sustainability of logistics, freight transport policy, retail logistics, adaptation of supply chains to climate change

TEACHING
Courses on the environmental sustainability of logistics operations and advanced concepts in supply chain management

PUBLICATIONS
Xing, Yuan, Grant, David, McKinnon, Alan C., and Fernie, John (2011): The Interface between Retailers and Logistics Service Providers in the Online Market, European Journal of Marketing, 45 (3), 334-357


CONFERENCES PAPERS


(eds.): Proceedings of the Annual Logistics Research Network Conference, Cranfield University, Cranfield


AWARDS
Dr. McKinnon received a prize from the DB Schenker/Stinnes Foundation for his role as doctoral supervisor. Prior to joining the KLU, he supervised the research of Dr. Maja Piecyk at Heriot-Watt University, Edinburgh, who was awarded the 2011 prize for the best Ph.D. thesis on a logistics-related topic.

FUNCTIONS
In 2012 Dr. McKinnon was appointed to the ‘High Level Group on Logistics’ set up by the European Commission to advise the Transport Commissioner, Siim Kallas, on logistics issues. He has also been appointed a co-chair of a steering group established jointly by the European Commission and US government to promote research collaboration in freight transport and logistics between the EU and US. Between 2010 and 2012, Dr. McKinnon was chairman of the World Economic Forum’s Logistics and Supply Chain Council. Having served his two years as chairman, he remains involved as vice chairman of the Council between 2012 and 2014. In April 2012, Dr. McKinnon was appointed a lead author of the transport chapter of the Intergovernmental Panel on Climate Change’s 5th Assessment report, due to be published in 2014. He is also on the editorial boards of five of the main logistics journals.
Dr. Maria Besiou is Assistant Professor of Logistics at the KLU. She holds a Ph.D. and a Diploma’s Degree in Mechanical Engineering from the Aristotle University of Thessaloniki in Greece. She is Visiting Scholar at INSEAD. Before joining the KLU she worked as a Postdoctoral Research Fellow at the Social Innovation Centre at INSEAD, Fontainebleau, France. Dr. Besiou joined the KLU in January 2012 from INSEAD, France.

**RESEARCH INTERESTS**
Supply Chain Management, Closed-loop Supply Chains, Humanitarian Logistics, Stakeholder Media and System Dynamics

**TEACHING**
Complexity & Risk Management (together with Sandra Transchel in the academic year) in the Master of Science Global Logistics program

Integration Project I: Focus on Logistics (together with Sandra Transchel and Çerağ Pinçe) in the Master of Science Management program

**PUBLICATIONS**


Van Wassenhove, Luk N. and Maria Besiou: Complex Problems with Multiple Stakeholders: How to Bridge the Gap between Reality and OR/MS?, Journal of Business Economics, forthcoming


**CONFERENCE PAPERS**
Besiou, Maria, Alfonso Pedraza-Martinez, and Luk N. Van Wassenhove: Decentralization and Earmarked Funding in Humanitarian Logistics for Relief and Development, POMS Annual Meeting, Chicago, USA, April 2012

Besiou, Maria and Luk N. Van Wassenhove: Enablers and Barriers for Producer Responsibility, POMS Annual Meeting, Chicago, USA, April 2012

Besiou, Maria and Luk N. Van Wassenhove: Formal waste recovery systems and scavengers: symbiotic or conflicting?, INFORMS Annual Meeting, Charlotte, USA, November 2011

**AWARDS**
Maria Besiou received the best paper award of the POMS 23rd Annual Conference (2012) for the Humanitarian Operations and Crisis Management track for her article (together with Alfonso Pedraza-Martinez and Luk N. Van Wassenhove) “Decentralization and Earmarked Funding in Humanitarian Logistics for Relief and Development”.

An article by Maria Besiou (with Orla Stapleton and Luk N. Van Wassenhove) entitled “System dynamics for humanitarian operations” published in the Journal of Humanitarian Logistics and Supply Chain Management [1 (1), 78–103, 2011] has been chosen as one of that journal’s Highly Commended Award Winners at the Emerald Literati Network Awards for Excellence 2012.

**FUNCTIONS**
Since 2008, Dr. Besiou acts as treasurer of the Hellenic Chapter of System Dynamics Society.
Dr. J. Rod Franklin is Adjunct Professor of Logistics and Managing and Academic Director of Executive Education at the KLU. Dr. Franklin, an engineer and operations manager by training and experience, received his Doctorate in Management from the Case Western Reserve University in Cleveland, Ohio. Dr. Franklin has held management positions at Kühne + Nagel, USC Logistics, ENTEX Information Services, Digital Equipment Corporation, and Cameron Iron Works. In addition, he has been a consultant for Booz-Allen & Hamilton, Theodore Barry & Associates and Arthur Young & Co. Dr. Franklin began his career as a development engineer for the Saginaw Steering Gear Division of General Motors Corporation. Besides his numerous years of practical experience, Dr. Franklin has been active in local politics, serving on the City Council of Del Mar, CA, and as the mayor of this Southern California city. He joined the KLU in April 2011 from Kühne + Nagel.

RESEARCH INTERESTS
Application of modern management techniques to the efficient and effective operation of supply chains, sustainable business models, green logistics, corporate social responsibility, critical thinking and decision making, and cloud-based supply chain management

TEACHING
Teaching of Master of Master of Science students and Executives in Decision Analysis and Critical Thinking, Service Innovation, New Product Development, Marketing Strategy, Systems Thinking, and Global Competitive Strategy

PUBLICATIONS
Franklin, Rod, Grosse-Ruyken, Pan Theo, Jönke, Ruben, and Wagner, Stephan (2011): Der Einfluss zukünftiger makroökonomischer Entwicklungen auf die Logistik, Industrie Management, 27, 27-32


CONFERENCE PROCEEDINGS


AWARDS
A paper co-authored by Dr. Andreas Metzger, University of Duisburg-Essen, Prof. Dr. J. Rod Franklin, The Kühne Logistics University, and Dr. Yagil Engel, IBM Haifa Research Labs entitled “Predictive Monitoring of Heterogeneous Service-oriented Business Networks: The transport and logistics case” was awarded the “Best Service Engineering Innovation and Quality Paper” award during the 2012 SRII Global Conference of the Service Research and Innovation Institute (SRII) in San Jose, California.
Dr. Kai Hoberg is Associate Professor of Supply Chain and Operations Strategy at the Kühne Logistics University since May 2012. From 2010 to 2012 he was Assistant Professor of Supply Chain Management at the University of Cologne. Kai Hoberg received his Ph.D. in 2006 from Münster University, Germany, under supervision of Prof. Dr. Ulrich W. Thonemann. In his academic career he was a visiting scholar at different universities, e.g. S.C. Johnson Graduate School of Management at Cornell University, Israel Institute of Technology, and NUS Business School at National University of Singapore. Kai Hoberg earned a Diploma Degree in Industrial Engineering at Paderborn University, Germany, and Monash University, Melbourne. Before returning to academia, Kai Hoberg worked as a strategy consultant and project manager for Booz & Company from 2006 to 2010. He conducted supply chain and operations management projects for numerous clients, in particular in consumer, chemicals and discrete manufacturing industries. His activities will be reported next year.
Dr. Jörn Meissner is Full Professor of Supply Chain Management & Pricing Strategy at the KLU. Dr. Meissner holds a Ph.D. and a Master’s Degree in Management Science from the Graduate School of Business at Columbia University (Columbia Business School) in New York City and a Diploma in Business from the University of Hamburg. His research spans a wide field of study, including the areas of Supply Chain Management (SCM), Pricing Strategy and Revenue Management. Dr. Meissner joined the KLU in May 2011 from Lancaster University Management School, UK.

**RESEARCH INTERESTS**

Stochastic and dynamic decision-making, in particular applications to logistics, manufacturing, supply chain management, and pricing strategy

**TEACHING**

Information System & Decision Support in the Master of Science in Global Logistics program

SAP Laboratory in the Master of Science in Global Logistics program

Pricing Strategy & Revenue Management for both Master of Science programs

**PUBLICATIONS**

Meissner, Jörn and Hongyan Li: Capacitated Dynamic Lot Sizing with Capacity Acquisition, International Journal of Production Research, 49 (16), August 2011, 4945-4963

Meissner, Jörn and Arne Strauss: Network Revenue Management with Inventory-Sensitive Bid Prices and Customer Choice, European Journal of Operational Research, 216 (2), January 2012, 459-468

Meissner, Jörn and Arne Strauss: Improved Bid Prices for Choice-Based Network Revenue Management, European Journal of Operational Research, 217 (2), March 2012, 417-427


**CONFERENCE PRESENTATIONS**

Meissner, Jörn: Shelf Space Driven Assortment Planning for Seasonal Consumer Goods, INFORMS Annual Meeting in Charlotte (NC), November 2011

**FUNCTIONS**

Chair of EURO Working Group Pricing & Revenue Management

Associate Editor OR Spectrum
Dr. Çerağ Pinçe is Assistant Professor of Operations Management at the KLU. He received his Ph.D. in Management from Erasmus University, Rotterdam, Netherlands, and his MS in Industrial Engineering from Bilkent University, Ankara, Turkey. Before joining the KLU he worked as a Postdoctoral Research Fellow at the College of Management, Georgia Institute of Technology, Atlanta, GA. Dr. Pinçe joined the KLU in August 2011.

**RESEARCH INTERESTS**
Inventory management, closed-loop supply chains, after sales service logistics, operations/marketing interface

**TEACHING**
Management Science, Applied Research Methods, Inventory Management

**PUBLICATIONS**

Pinçe, Çerağ and Rommert Dekker: An Inventory Model for Slow Moving Items Subject to Obsolescence, European Journal of Operational Research, 213: 1 (2011), 83-95

**WORKING PAPERS**
Pinçe, Çerağ, Beril Toktay, and Mark Ferguson: Remanufacturing under Warranty and Consumer Returns

Pinçe, Çerağ, Hans Frenk, and Rommert Dekker: Service Parts Inventory Control under Obsolescence

Pinçe, Çerağ and Emre Berk: An Inventory Model for Systems with Random Deal Offerings and Partial Backordering

**INVITED PRESENTATIONS**
Remanufacturing under Warranty and Consumer Returns, MSOM Annual Conference, New York, USA, June 2012

Remanufacturing under Warranty and Consumer Returns, INFORMS Annual Meeting, Charlotte, USA, October 2011
Dr. Sandra Transchel is Associate Professor of Supply Chain and Operations Management. Before joining the KLU in September 2011, Dr. Transchel was Assistant Professor of Supply Chain Management at the Pennsylvania State University and Visiting Assistant Professor at Tuck School of Business at Dartmouth. Dr. Transchel holds a Ph.D. in Business Administration from the University of Mannheim and a Diploma degree in Business Mathematics from the Otto-von-Guericke University in Magdeburg.

RESEARCH INTERESTS
Supply Chain Management, Inventory Control, Revenue Management, Production Scheduling, Retail Operations and Supply Chain Management with the special interest in the integration of Supply and Demand Management

TEACHING
Logistics Systems, Logistics Business Games, Supply Chain Risk Management (Master in Global Logistics) Integration Project (Master in Management)

PUBLICATIONS


CONFERENCE PRESENTATIONS
Transchel, Sandra: Joint Pricing and Capacity Planning with Flexible Resources, INFORMS Annual Meeting, Charlotte, NC, USA, 14.11.2011


Dr. Sönke Albers as Dean of Research is responsible for faculty development and ensuring that the KLU becomes a research oriented university that is internationally competitive. He is also a Professor of Marketing and Innovation. Before joining the KLU he was a Professor of Marketing at WHU and the University of Lüneburg. After that he served for more than 20 years as Professor of Innovation, New Media, and Marketing at the Christian-Albrechts-University at Kiel, Germany. He holds a doctorate in Operations Research from the University of Hamburg. He was a Rector of the WHU and a Dean of the School of Business Administration, Economics, and Social Sciences of the Christian-Albrechts-University at Kiel. He is a Fellow of the European Marketing Academy and has served as President of the German Academic Association for Business Research which comprises nearly all 2,000 business professors in Germany, Austria and Switzerland. He is also a member of the Academy of Sciences in Hamburg. Dr. Albers joined the KLU in October 2010 from the Christian-Albrechts-University at Kiel.

**RESEARCH INTERESTS**
Marketing planning, sales management, and diffusion of innovations

**TEACHING**
Sales Management in the Master of Management program (compulsory) and the Master of Science Global Logistics program (elective)

**PUBLICATIONS**
Albers, Sönke: Das optimale Budget, Harvard Business Manager, Schwerpunkttheft So funktioniert Moderner Vertrieb, September 2012, 54-56


**CONFERENCE PROCEEDINGS**
Kübler, Raoul, Koen Pauwels, and Sönke Albers: How Media and Public Press React to Corporate Product Recall Commu-

Albers, Sönke: Identifying the Appropriate Functional Form of an Aggregate Sales Response Function, Marketing Science Conference, Boston, June 7, 2012

Bielecki, André, Sönke Albers, and Murali Mantrala: Salesperson Efficiency Benchmarking


Mantrala, Murali, Sönke Albers, and Vamsi K. Kanuri: The Impact of Internet Communication Technologies on Sales Force Organization, Thought Leadership on the Sales Profession Conference, Harvard Business School, June 6, 2012


Sönke Albers ranks 9th (out of 2000) in the Handelsblatt ranking of business researchers, with respect to the quantity and quality of publications during his lifetime. Despite his administrative duties he also ranks 67th due to his publications in the last 5 years.

Served as vice-president of publications of the European Marketing Academy

Is editor-in-chief and department editor marketing of the official journal of the VHB (German Academic Association of Business Research, BuR – Business Research)
Dr. Christian Barrot is Assistant Professor of Marketing and Innovation at the KLU. He studied Business Administration at CAU in Kiel and the Norwegian School of Management (BI) in Oslo and holds a Ph.D. from the Christian-Albrechts-University at Kiel. Prior to his academic career, he gained industry experience as a consultant and entrepreneur in the Internet and telecommunications sector. In 2007 and 2009, he was a visiting scholar at Penn State University, Smeal College of Business, and in 2011 a visiting scholar at the Columbia Business School. Dr. Barrot joined the KLU in January 2011, coming from the Christian-Albrechts-University at Kiel.

RESEARCH INTERESTS
Diffusion of innovations, social networks, customer relationship management, as well as electronic commerce and service management

TEACHING
Innovation Management in the Master of Science in Management Program
Entrepreneurship in the Master of Science in Management Program

JOURNAL PUBLICATIONS
Barrot, Christian, Jan U. Becker, and Jannik Meyners: Impact of service pricing on referral behavior, European Journal of Marketing, forthcoming

CONFERENCE PROCEEDINGS

CONFERENCE PRESENTATIONS
Barrot, Christian and Alexander Himme: Being Second and Still Being First: A Multiple-market Approach to the Order of Entry-research, 34th ISMS Marketing Science Conference, Boston, USA, 08.06.2012

RESEARCH CO-OPERATIONS
Dr. Christian Barrot was a Visiting Professor at Hamburg University from October 2011 to March 2012.

AWARDS
MSI H. Paul Root Award 2012 (Finalist): The study “Seeding Strategies for Viral Marketing: An Empirical Comparison” (co-authored with Oliver Hinz, Bernd Skiera, and Jan U. Becker) has been voted by the members of the Journal of Marketing editorial review board to be among the three papers that made the most significant contribution to the advancement of the practice of marketing in 2011.
Dr. Jan Becker is Associate Professor of Marketing and Service Management at the KLU. He studied Business Administration at Kiel and Bayreuth and holds a Ph.D. from the Christian-Albrechts-University at Kiel. Before joining the KLU faculty, he gained industry and consulting experience in the telecommunication and media/entertainment sector and taught at the universities of Kiel, Passau, and Rostock. He is a regular visiting scholar at the Anderson School of Management, University of California, Los Angeles. Dr. Becker joined the KLU in October 2010 from the Christian-Albrechts-University at Kiel.

RESEARCH INTERESTS
Customer Relationship Management, Strategic Marketing, Innovation Research, and Service Management

TEACHING
Services Marketing in the Master of Science Management and Global Logistics program

PUBLICATIONS
Barrot, Christian, Jan U. Becker, and Jannik Meyners: Impact of service pricing on referral behavior, European Journal of Marketing, forthcoming


CONFERENCES

AWARDS
MSI H. Paul Root Award 2012 (Finalist): The study “Seeding Strategies for Viral Marketing: An Empirical Comparison” (co-authored with Oliver Hinz, Bernd Skiera, and Christian Barrot) has been voted by the members of the Journal of Marketing editorial review board to be among the three papers that made the most significant contribution to the advancement of the practice of marketing in 2011.
Dr. Matthias Hühn is associate dean of programs and in this role responsible for growing KLU into an internationally renowned center of excellence for teaching. He started his career as an investment banker and then became a strategy consultant working for Accenture. His first academic positions were at two German universities of applied sciences. He then held professorial and managerial positions at several international universities and gained in-depth experience in very different university systems, among them the German, the British and the American.

Dr. Hühn enjoys the intellectual exchange in the classroom and designed specialized executive trainings (Strategy Refresher) for strategy consultants, among them Accenture, CapGemini and Theron. He also acts as a management coach, is on the advisory boards of start-ups, and acted as a director for the funds management company of Postbank AG. Moreover, he served the community as a justice of peace (Sozialrichter) and as a reserve officer in the German special operations division.

**Research Interests**
Ethics, Leadership, The Role of Entrepreneurial Teams and Epistemology

**Teaching**
Strategy & Organization, Global Values & Ethics

**Publications**

Dr. Christian Tröster is Assistant Professor of Leadership and Organizational Behavior at the KLU. Before, he was a Visiting Assistant Professor of Organizational Behavior and Human Resources at the Lee Kong Chian School of Business, Singapore Management University. Dr. Tröster studied Sociology at the University of Groningen (NL) and holds a Ph.D. in Management (2011) from the Rotterdam School of Management (NL). In 2009, he was a visiting scholar at the LINKS Centre at the Gatton College of Business and Economics, University of Kentucky.

**RESEARCH INTERESTS**
Leadership, Social Networks, Teams, Diversity

**TEACHING**
Business Statistics and Econometrics, Social Networks and Organizations, Intercultural Management, Organization Theory

**PUBLICATIONS**

Tröster, Christian and Daan van Knippenberg (2012): Leader openness, nationality dissimilarity, and voice in multinational teams, Journal of International Business Studies, 43(6), 591-613

Dr. Niels Van Quaquebeke is Associate Professor of Leadership and Organizational Behavior at the Kühne Logistics University and Director of the RespectResearchGroup. A psychologist by training, he pursued his Ph.D. at the University of Hamburg and is a visiting scholar at various business schools around the globe.

In 2008, he received the ERIM top talent post-doc fellowship at the Rotterdam School of Management of the Erasmus University where he later taught as an Assistant Professor at the Erasmus Centre for Leadership Studies. Dr. Van Quaquebeke joined the KLU in June 2011 from the Erasmus University.

RESEARCH INTERESTS
Leadership, Values, Organizational Behavior

TEACHING
Conflict Management, Negotiation, and Leadership Coaching Lounge for both KLU Master programs

Basic and Advanced Methods of Online and Mobile Research for the KLU doctoral program

Several executive sessions for Deutsche Bank, Stifterverband, UBS, Mercedes and as part of the KLU Executive Education program

PUBLICATIONS
Van Quaquebeke, Niels & Eckloff, Tilman (in press): Why follow? The interplay of leader categorization, identification, and feeling respected, Group Processes and Intergroup Relations


van Dijke, Marius, de Cremer, David, Mayer, David M., & Van Quaquebeke, Niels (2012): When does procedural fairness promote organizational citizenship behavior (OCB)? The moderating roles of two types of empowering leadership, Organizational Behavior and Human Decision Processes, 117, 235-248


CONFERENCES


**MEDIA APPEARANCES**

**Print**

09/12 alsecco aface, „Respekt, Alter!“/07/12 Maxi, Acht Frauen, die Respekt verdienen; Galleria (Magazin der Messe Frankfurt), Mehr Respekt bitte/06/12 Harvard Business Manager, Auf den Winkel kommt es an; Die Welt, Noch einmal mit Gefühl, Chef / 04/12 login (Unternehmensmagazin regio IT)

**Radio**

06/12 radioeins/rbb, EM Special: Fehlentscheidungen bei Fußballfouls; Deutschlandradio Kultur, Vom Ordnungshüter zum Opfer? / 02/12 Dradio Wissen, Schmiermittel der Gesellschaft

**Online**

01/12 Joop, Mannen invloedrijker op persfoto’s dan vrouwen; Planung & Analyse, Macht des Bildes; P.T. Magazine, Mit dem richtigen Winkel an der Macht; Wirtschaftspychologie aktuell, Von unten Fotografierte strahlen Macht aus; Secondpost, Get a powerful look with a low-angle photograph, United Academics, Press photos depict men as more influential than women

**FUNCTIONS**


**AWARDS**

09/12 Teacher of the year at the Kühne Logistics University
PH.D. PROGRAM

The KLU offers a unique and internationally competitive four-year Ph.D. program in logistics and related fields, e.g. marketing and leadership. We are seeking highly talented candidates who want to pursue an academic career and are interested in carrying out research.

The first two years are devoted to course work. Students are required to take courses at the KLU or partner universities in research methodologies as well as advanced courses related to their dissertation topic. Regular research colloquia with the KLU’s resident faculty and external researchers allow for constant discussions and exchange on relevant topics in their fields of research. In addition, students are encouraged to gain initial teaching experience by supporting the faculty in courses within our M.Sc. and B.Sc. programs. At the end of the second year, Ph.D. candidates have to submit a written research proposal that describes the research question and method to be applied to the research they are going to carry out in the remaining two years. Upon successful review of the proposal, the Ph.D. candidates will be actively involved in research projects supervised by the KLU faculty. The goal is to publish the results in peer-reviewed academic journals. The dissertation will consist of a collection of research papers. The final requirement for obtaining the Ph.D. degree is the defense of the dissertation, which takes place at the end of the fourth year.

In September 2012, three new Ph.D. candidates were admitted to the program. One of them was part of the KLU’s first graduating class from the M.Sc. Global Logistics program. Currently, eleven Ph.D. candidates are enrolled at THE KLU with an average age of 27 and a distribution of 7 male and 4 female students. The Ph.D. candidates’ nationalities are German (9), Russian (1) and Italian (1), their fields of research are logistics (6), marketing (3), and leadership (2).

In July 2012, two of our Ph.D. candidates organized a public discussion at the KLU in which Patrick D. Cowden, Michael Schellberg, Gerd Thielmann and a representative of the RespectResearchGroup discussed the possibilities and limitations of respectful leadership. The event was very well received by an audience from different professional contexts and accentuates the KLU as a progressive university that seeks to address needs and demands of today’s complex business world.
Two years after the university was founded, the first KLU students have completed their master’s studies in Global Logistics. The graduates were presented with their Master of Science degree certificates on September 14, 2012. Congratulations!

M.Sc. graduate Julius Wilhelmi published the findings of his master’s thesis in Log.Kompass, the monthly magazine of the industry association Bundesvereinigung Logistik. In his master’s thesis, entitled “Managing the Risk of Commodity Price Volatility in Supply Chains,” he identified the strategies that are best suited for mitigating the impact of volatile commodity prices on a company’s supply chain. He conducted structured interviews with different companies in various industries that rely on raw materials. His advisor Prof. Dr. Kai Hoberg, who is co-author of the article, points out that raw material volatility will not return to low historic levels.

An integral part of the master’s program was an internship and a study period abroad. Alexandra Müller from Germany served her internship at Paulaner, a German brewery established in the early seventeenth century in Munich: “I worked for the logistics department, which is responsible for organizing distribution to national and international clients in Munich, deliveries to suppliers and subsidiaries. I worked on a project that dealt with exporting beer to Poland. Paulaner is launching a new product there. We developed an action plan for the transportation of full bottles to Poland and receiving new bottles from the bottle manufacturer. Sounds easy enough, but it is not. There are so many things you need to think of: special transportation requirements in Poland, additional volume that needs to be produced and stored, new layer patterns that guarantee the stability of a pallet of beer. My internship at Paulaner was a great experience. At the end I was offered the opportunity to write my master’s thesis for them. How great is that!”

Omar Gamal from Egypt traveled to Colombia and studied at the Universidad de los Andes in Bogotá, a university within the one percent of business schools in the world that has the triple accreditation of AACSB, EQUIS, and AMBA. “It was quite exciting for me to travel to Colombia as it was one of my goals to travel to South America and get to know their culture, traditions, and lifestyle as well as my passion to learn Spanish in practice. I must say that Colombia is full of amazing things to do. I went to many attractions and took in breathtaking scenes like the “Museo Del Oro” with its rich exhibitions and also visited the “Catedral de Sal” and watched the exceptional simulation of the salt mine workers’ daily work. My studies in Los Andes were a wonderful experience. I can say that having a combination of courses from both undergraduate and postgraduate classes allowed me to get to know as many people from different backgrounds and mentalities as possible, which really enriched my time here in Bogotá and definitely leaves me with unforgettable memories of this sensational place.”
EXECUTIVE MBA IN LEADERSHIP & LOGISTICS

The KLU’s Executive MBA Program in Leadership and Logistics is an exciting educational experience that prepares high potential professionals and managers to become global leaders in supply chain operations and management.

Within the curriculum, participants of the program learn how to lead and manage global businesses and complex operations and to develop effective corporate and supply strategies in inter-cultural cooperations and working environments. All classes are highly interactive and follow student centered learning approaches. The 18-month part-time program allows participants to continue to work in their organizations while preparing themselves for increasing responsibilities. The program contains weekend on-site classes, distance learning, two international study trips, one to the U.S. and one to China, and a real-world master’s thesis as a capstone project.

The first cohort of students has started with their classes in September 2012. Prof. Rod Franklin, Adjunct Professor of Logistics and Academic Director for Executive Education is very satisfied with his class: “So far the students are doing an excellent job, working and studying at the same time. The group is very diverse which is very productive for the learning processes within the class. Apart from what the professor teaches, the students learn from each other.”

In February 2013 the students will travel to the Fisher College of Business in Ohio to complete one module there. Their second study trip will take them to China, to the Tongji University in Shanghai where students will further develop their intercultural skills set.

The Executive MBA Program is also the basis for further corporate executive education programs that the university has launched in 2012, e.g. in Jakarta, Indonesia in the maritime logistics industry.
MASTER OF SCIENCE IN MANAGEMENT
This innovative program, launched in September 2011, provides a functional and cross-disciplinary analysis of business processes. Its integrated, strategic approach enables students to recognize contexts and forms a cornerstone of various functional departments. Students at the KLU study in a familiar atmosphere. They can expect personal mentoring and support as a strong focus is placed on the students’ positive progress. The two-year full-time program includes an exchange term with partner schools abroad and an integral two- to three-month internship in Germany or abroad.

Modules in advanced management, scientific methods, and business skills provide a solid foundation for tackling interdisciplinary, problem-based integration projects in which student teams develop management solutions to real-world issues. Specialization modules in logistics cover topics like Operations Research and Operations Management. Students learn to understand current strategic options and to explore, evaluate and implement new strategic options by gaining an in-depth understanding and anticipating their supply chain management.

The Management program is accredited by the German accreditation agency FIBAA.

During the welcome session 49 students from 17 countries around the world got to know each other, the KLU professors and the KLU management. In addition to an introduction of the curricula, a pre-course in maths and a personality assessment, the students joined a high rope course team-building event, a Hamburg city tour and bar hopping in the “Schanzenviertel” area.

BACHELOR OF SCIENCE MANAGEMENT
September 2013 sees the start of the new Bachelor of Science program in Management (with a specialization in General or Logistics Management) for students who are interested in completing a first academic degree in six semesters. The program provides graduates with the skills, knowledge and mindset to either start their career in an international work environment or go on to study for a master’s degree.

Students can choose between a General Management specialization or make use of the KLU’s position as a major center of research and teaching in logistics by specializing in Logistics Management.

In addition to subjects in the areas of Management and Logistics, the three-year bachelor’s program includes aspects such as personal skills development and general studies (e.g. politics, sociology, and psychology). Students will develop interdisciplinary thinking and interpersonal competencies that are essential for a successful career. A semester abroad at one of the KLU’s renowned partner schools as well as an integral three-month internship is part of this comprehensive program. At the end of their studies, students complete a bachelor’s thesis. By writing this thesis, students demonstrate that they have obtained the skills to independently work on a problem related to their respective specialization by employing academic methods. Students can decide to write their thesis either in cooperation with a company or on a theoretical topic.

The program is offered in the form of a standard track (180 ECTS credits (European Credit Transfer and Accumulation System)) or as an intensive track (210 ECTS credits) degree course. The intensive track is for highly ambitious students keen to participate in further activities, such as a second internship, and additional coursework. This intensive track enables them to enroll in 90 ECTS credits master programs.

As with all other programs at the KLU the bachelor’s program is taught in English. For an additional focus on students’ international education, they will take up a second foreign language during their first three semesters.
The KLU’s Teaching and Learning Center (TLC) aims to promote the value of teaching that facilitates student learning and growth. The TLC supports and provides resources designed to promote teaching methods that create value for students and faculty alike and through which students become part of the learning experience and not merely the targets of knowledge.

The TLC provides opportunities for faculty to reflect on their work and to share and learn from the experience and expertise of their colleagues. The TLC is a collective effort to make the KLU come closer to Wilhelm von Humboldt’s ideal of creating a new type of university in which students and professors form a learning society, a society where individual learning is constantly shared so that in the end a universally enlightened humanity is created.

Currently the TLC at the KLU seeks to achieve these goals by supporting individual professors by means of teacher training at world-leading institutions like Harvard and the International Teachers Program (at the HEC in Paris) and through in-house training by experts in the field of university teaching.

The learning process at faculty level is enhanced through a unique program of informal class visits where faculty members identify ideas that promote learning in their colleagues’ classes. The lessons learned will be discussed in an annual workshop.

As the KLU grows, the TLC’s mission will grow too. What is now a semi-formal co-operative process will be made part of the KLU’s overall architecture so that knowledge already acquired is not only stored but also used as a basis for further learning. At some point in time the TLC also plans to make educational knowledge around student-centered learning available to the wider academic community in the form of academic contributions or case studies.

Recent and currently planned activities of the TLC are:

- Faculty Development
- Teaching Innovations
- Conferences on Teaching Development
- Classroom Visit Program

Experimental pedagogy in Global Logistics Networks
The KLU’s Executive Education program portfolio has been expanded, and in addition to the well-established seminar formats, now also comprises new open enrollment seminars for international logistics managers and executives, as well as tailor-made programs for companies.

With the increasing number of KLU resident faculty members and a roster of renowned visiting faculty from international universities and industry, the focus of the offering has also been expanded in terms of subject areas, now including topics like pricing strategy, supply chain innovations, and lean operations. The portfolio of open enrollment programs comprises multiday events like the Autumn and Summer Schools, two- to three-day short-term seminars, and since September 2012 an Executive MBA Program in Leadership and Logistics.

Based on the strong research and teaching competencies of the KLU faculty, and the growing reputation of the university, the first customized programs – including a corporate MBA program - have been prepared for international companies, e.g. in Kazakhstan and Indonesia, and are currently being rolled out.

In July and August 2012, the International Summer School in Logistics and Supply Chain Management was again hosted at the KLU in collaboration with the Ohio State University’s Fisher College of Business. Eighteen participants from all over the world came to the KLU to improve their knowledge in the field of Supply Chain Management and to exchange practical experiences and ideas. With a mix of lectures by international professors, such as Prof. Douglas M. Lambert and Prof. A. Michael Knemeyer, workshops by practitioners from well-known companies like Airbus, and on-site excursions, the Summer School offered a great mix of theory and practice. Over 11 days the program gave an extensive overview of the key processes of Supply Chain Management and provided its participants with useful tools and techniques to use in business.

November 2012 has seen the start of the first KLU Autumn School in Transport Management that is being conducted with Prof. Sebastian Kummer from the Vienna University of Economics and Business (WU Wien). The objective of the one-week seminar is to provide participants with new ideas and tools for implementing efficient transport management services that meet the requirements of rising transport costs in volatile times.

As mentioned before the new flagship of the Executive Education program portfolio is the all-new Executive MBA program in Leadership and Logistics that was launched in September 2012.

The 2012/13 academic year will see ongoing growth in the Executive Education portfolio, and the development of networks into academia and industry that will enable the KLU to offer new programs in cooperation with reputed international institutions.
STUDENT AFFAIRS AND RESOURCES

STUDENT SERVICES
The Student Services Office assists students with all registration, financial support, student account and academic records related tasks. Student Services gives students a comprehensive orientation by providing them with the information required and by counseling and assisting them in everyday related issues.

WELCOME SESSION FOR FIRST YEAR STUDENTS
On Monday September 3, 2012 the Student Services Team welcomed 49 Master of Science students from 17 countries on campus. Additional Ph.D. candidates and the first cohort of the Leadership & Logistics Executive MBA program joined the KLU at the same month.

A two-week orientation session helped first-year master’s students to get around on campus and to immerse into their new environment.

The Student Services Team introduced its services; the Program Management presented the curricula of the M.Sc. programs in Management and Global Logistics; “speed dating” sessions helped new arrivals to get to know fellow students and their professors; Library Services, International Office and Career Services introduced their tasks and support; IT information was given.

A get-together on Wednesday evening was a good opportunity for first-year students to chat informally with their fellow students and professors over cocktails. One of the highlights of the orientation session was the teambuilding day in the high rope course on Sunday September 9: divided into four groups, Management and Global Logistics students mixed, the new arrivals had to find solutions to how to get through a spider’s web without touching it, or how to keep their balance at a height of 14 meters. Many students had to face their fears, however group solutions were always found, and students bond easily.

During the orientation session the student volunteer groups for the academic year 2012/13 were set up. Members of the event group organized a cultural bar hopping for their fellow students to explore the city of Hamburg. They also inaugurated the monthly KLU movie night with a Spanish film. Together with Student Services the event group will organize extracurricular activities for all interested students, such as a monthly movie night, a student Christmas Party and a Welcome Back Party for the Classes of 2013 who return from their study abroad.
GRADUATION CEREMONY
(TEACHING AND MASTER THESIS AWARD)

The orientation session for first-year students culminated in the graduation ceremony of the Global Logistics Class of 2012 on Friday, September 14. First-year students attended the ceremony too and gained an impression of what their own graduation would be like in 2014.

Twenty-three graduates of the Global Logistics Class of 2012 were bidden farewell at an official ceremony in the International Maritime Museum. Each student had his or her moment of glory by stepping down the stairs and receiving the degree certificate.

In addition, prizes were awarded: Prof. Niels van Quaquebeke received the KLU Teaching Award and Katja Drevo received the KLU Master’s Thesis Award for the best master’s thesis of the 2012 Global Logistics 2012 cohort.

With prosecco, snacks and a student photo presentation, students and their families celebrated the successful completion of studies together with KLU faculty and staff members.

Katja Drevo receives her certificate. She wrote the best Master Thesis

A milestone day for the KLU and its first Master of Global Logistics graduates
**CORPORATE NETWORK AND CAREER SERVICE ACTIVITIES**

The mission of the KLU’s Career Development (CD) office is to educate and facilitate connections and to empower students to identify and pursue their professional aspirations. In order to do so, the CD launched the Career & Professional Development Program (CPDP), which is a mandatory preparatory part of the internship program. The CPDP consists of eleven workshop modules: Personality Assessment, Skills & Interests Assessment, Options Identification, Options Assessment, Employer Research, CV Training, Cover Letter Training, Internship Program Information, Interview Training, Business Etiquette, and Networking. The program helps students to find answers to the following vital questions in order to be in a position to actively pursue and manage their respective professional career goals: What am I good at, and what are my professional aspirations? What position/occupation shall I target? How can I position myself as a successful applicant and differentiate myself from others? What does it take to prepare winning application documents? How can I access the “hidden” labor market?

During the internship program, students can put their theoretical knowledge to the test, further deepen their know-how, and explore positions/occupations of interest to them. In 2012, students participated in internships with the following organizations: Lufthansa Technik AG, Hapag-Lloyd AG, Home 24 GmbH, Montblanc, Airbus Operations GmbH, etc. Following the internship program, the mandatory internship report guides students through their evaluation phase. An excerpt from the report is used to build a reference database for the next KLU master’s and bachelor’s generations to identify interesting internship options. The last two semesters are spent fine-tuning the students’ individual target positions/employers and assisting them in their job application phase.

Relevance is at the core of the KLU’s vision. The corporate network is therefore a key ingredient in its success – not only with regard to future employers but also as partners during the study period and in research. The KLU invites speakers from the corporate world to offer networking opportunities and to introduce the KLU student community as potential interns and employees to business and industry, such as company presentations and workshops by McKinsey, DB Schenker, Deutz AG, Beiersdorf AG, etc. KLU students also enjoy a glimpse of ‘real life’ during their all-year round excursions to Airbus S.A.S., BMW AG and Still AG, Lufthansa Technik, Tchibo, and many more. At the same time, the KLU shares its insights into logistics and management education with the corporate world and takes part in fairs and national expert meetings like the HR RoundTable, or by offering short presentations at fairs.

**INTERNATIONAL OFFICE**

The KLU, already international and multicultural in its student body, takes this internationality even further by the exchange of students for one or more trimesters. The partner network, still growing, now consists of 21 universities on four continents, including institutions in Mexico, France, Turkey, and South Korea. The second class of the M.Sc. Global Logistics and the first class of the M.Sc. Management spend their mandatory trimester abroad at ten different universities and the KLU continuously welcomes students from partners, in 2012 for example from France, India, Mexico and China.

In July 2012 the KLU was awarded the Erasmus University Charter. This European Union program enables European universities to participate more easily in exchange agreements whilst offering EU funding for students on exchanges and internships abroad. Support is also given to lecturers and university teachers for staff exchanges and co-operations between higher education institutions in Europe. The first exchange agreements under the Erasmus program for student mobility have already been signed in 2012.

The International Office is preparing for the start of the bachelor’s program at the KLU in 2013 by broadening its exchange partner network to the bachelor level, too. Many partners will expand their agreements from master’s students to bachelor’s students. Further agreements designed exclusively for the bachelor’s program will be signed soon.
LIBRARY

As the KLU grows, its library and information networks and platforms develop along with it. The KLU Library and Information Management team endeavors to make relevant information resources (on logistics and management) easily available to KLU students, faculty, and staff. The library’s print collection of journals and books (currently around 2,300) is supplemented by a steadily growing collection of e-books and e-journals (more than 12,000). New databases include Compustat, Global Market Information Database and OECDiLibrary. The supply of electronic course literature e.g. case studies, remains a high priority as KLU launches its first Executive MBA programs. With more and more students off-campus the sustainable development of an online learning portal becomes increasingly important. The Library Team supports this development by testing and implementing new integrated search tools such as discovery services and citation linkers. The KLU library Services offered a special thesis support package for the first time in 2012 which was well received by the students. It included the use of interlibrary loan and document delivery services as well as research support, database training, and plagiarism checking. At the same time the inter-library loan and document delivery services are used more heavily as the number of KLU professors and Ph.D. students increases.
ALUMNI RELATIONS

An important decision was made early on by the executive board of the KLU. All students of the KLU’s previous organizations are to be considered as KLU alumni. This group has proven to be an extremely valuable source of advice, spirit and networking for the newly founded university. Social events such as welcome and year end parties for the KLU’s first master’s students laid the groundwork for intensive personal contacts between KLU alumni and the KLU’s first cohort of students. KLU alumni were very active in 2011 and 2012. They supported the KLU by searching for student internships, giving individual career advice and helping with student projects and master’s thesis projects. Moreover, the alumni supported the first graduates of the KLU as mentors during the transitional phase into their professional lives. The KLU actively supports the KLU Alumni Association e.V. by assisting in the organization of events, such as the Life Long Learning Series, which is held biannually. The former was a workshop on “Collaborating with Key Customers and Suppliers to Co-create Value” with Professor Douglas M. Lambert. The latter was a case study with Professor Rod Franklin on “Opportunities and Challenges of Sustainable Logistics”. The first general assembly and reunion of alumni was held on November 24. A Business Mediation Seminar, a Geocaching Tour and a joint dinner are planned. During summer 2013, the KLU will support the organization of the first Homecoming event to be held on the new KLU campus. To increase connectivity between the KLU and its three alumni groups (HSL alumni, Kühne School alumni, KLU alumni and summer schoolers), a social media marketing strategy has been designed and put into place. The first KLU Master of Logistics alumni have taken up employment at Miller’s, Meds & Food for Kids, Pall-Ex, etc...

The Geocaching Group at the Alumni Reunion in 2012
EVENTS

BUDDY DAYS
The information days at the KLU have proven to play a big role in the decision-making process for future students. That is why the format has become a regular feature for the student recruitment department. Our Buddy Days are based on a successful matchmaking between current and prospective students, who will get to know the KLU, the programs and professors by experiencing a real-life KLU student day.

HUMLOG CONFERENCE IN HAMBURG
In March 2012 the KLU hosted the three-day Conference on Health and Humanitarian Logistics at the Curio Haus. The conference was opened by Olaf Scholz, First Mayor of the Free and Hanseatic City of Hamburg. In various workshops and lectures logistical challenges in disaster relief and medical care were discussed in crisis regions. Under the subheading Creating Sustainable Health and Humanitarian Systems, this event brought together more than 150 participants from over 40 countries from all relevant stakeholders in humanitarian response and world health on a neutral platform.

INTERNATIONAL SCIENTIFIC SYMPOSIUM ON LOGISTICS OF BVL INTERNATIONAL
From June 13 – 14, 2012 the KLU hosted the International Scientific Symposium on Logistics of BVL International, which has become established as a central forum for the scientifically oriented logistics community. The event took place in Hamburg, a city with numerous logistics-oriented research institutions and companies, and was opened with a speech by Prof. Dr. h.c. Klaus-Michael Kühne. Its aim is to promote the exchange of ideas across specialist and geographic borders in order to encourage the development of totally new models to provide solutions to real-world issues that are of relevance to researchers and scientists.

LECTURE SERIES
Since September 2010, over 40 lectures have been delivered, with topics focusing on the two main research and teaching areas of the KLU: Logistics and Leadership/Management. The internationally renowned speakers have included Prof. Alice Eagly, Northwestern University (USA), Prof. Kenneth K. Boyer, Fisher College of Business, Ohio State University (USA), Prof. Douglas M. Lambert, Fisher College of Business, Ohio State University (USA), and Professor Murali Mantrala (Humboldt Price Winner), University of Missouri (USA).
‘MEET THE PROS’ PROGRAM
This new series of professionals at the KLU has been organized with strong support from our faculty member Prof. Dr. Kai Hoberg and Prof. Dr. Wallenburg, a guest lecturer from the WHU – Otto Beisheim School of Management who is currently teaching Supply Chain Management at the KLU. Thanks to the two lecturers’ variety of business contacts, the KLU managed to put together a diversified program containing business presentations, company visits and interactive workshops. ‘Meet the Pros’ aims to enable the new master’s students to gain some practical insights and to start building up relationships to the business world. With regard to upcoming internships, the master’s thesis or future employment possibilities, the program opens up great opportunities for our students to get in touch with businesspeople especially in, but certainly not limited to the logistics industry. Workshops and excursions are held in cooperation with renowned partners such as McKinsey&Company, Bayer, Beiersdorf, Dachser, Springer, and Mont Blanc.

CASE COMPETITION ON HUMANITARIAN LOGISTICS
Eighteen competitors spent a Saturday in April poring over a humanitarian logistics case study. Entrants came from Poland, Turkey and even Qatar to take part in the competition. The task was a realistic disaster relief assignment for which participants in two-person teams had to draw up a meaningful strategic solution with a view to presenting a good result to the jury. The latter consisted of Mr. Ginsberg, Supply Chain Manager from World Vision, and the KLU’s professors Matthias Hühn, Sandra Transchel and Maria Besiou.

It was the second case competition for bachelor’s students. After last year’s highly popular and successful case study with Tom Tailor this year’s case was firmly focused on humanitarian logistics and was organized with the support of the respected international aid organization World Vision.

The winners were Sybille Lips and Florentine Genss who received a scholarship for the KLU. Sybille is already enrolled in the Master in Global Logistics class of 2014. Florentine will most likely follow once she has finished her Bachelor’s degree.
“ENDLESS LOGISTICS CHALLENGES!” – KLU GRADUATE JENNIFER ESTERLE WORKS AS A LOGISTICS SPECIALIST IN HAITI

Former KLU student Jennifer Esterle, who graduated September 2012, is working as a logistics specialist in the humanitarian sector in Haiti for a small non-profit organization called Meds & Food for Kids. The company helps to save children’s lives and combat malnutrition by producing a product called Plumpy’nut (or Medika Mamba in Creole), which is a peanut-based paste for the treatment of severe acute malnutrition. Jennifer has shown great interest in the humanitarian logistics sector throughout her studies at the KLU, so it came as no surprise when we heard about her commitment in Haiti.

Who are you working for? What exactly are you doing?  
I work for an organization called Meds & Food for Kids (MFK) that is a non-profit producer of therapeutic and supplementary food products. Its mission is to improve access and provide innovative nutritional solutions that meet international quality standards by means of local production close to the population that needs them. At MFK, I am responsible for coordinating the supply chain: everything from procurement of raw materials to planning the production schedule and coordinating distribution of the finished product.

What led you to work in the humanitarian sector?  
I have an overwhelming curiosity for developing countries; that is, to gain an understanding of why and how they function as they do. All of this in an effort to understand how to increase development in such a way that offers people the resources they need to help themselves. For this reason, I am particularly interested in sustainable development programs. I came to realize that there is a bridge between my personal interests and academic ones and the result has been the start of a career in humanitarian logistics.

How has the KLU helped to prepare you for your job?  
During my studies at the KLU, I was exposed to the field of humanitarian logistics for the first time. Although it had been of interest to me for many years, I had not previously received any formal training or experience in the field. The KLU offered me the opportunity to pursue my own interests in this specialized area, both academically and professionally. Specifically, the KLU offered to sponsor a team of students to compete in a global case competition related to the humanitarian sector. Furthermore, my internship was focused on humanitarian logistics, I participated in a course with a focus on humanitarian logistics, and finally, I wrote my thesis on a topic related to humanitarian logistics. The KLU offered the resources and flexibility that allowed me to specialize and develop skills in my personal area of interest.
KLU GRADUATE KRISTOPH ULLRICH HAS CHOSEN TO STAY AT THE KLU RATHER THAN TAKE UP ONE OF SEVERAL JOB OFFERS

Kristoph was one of the first 25 students who enrolled in the Master in Global Logistics program in September 2010 at the newly-founded KLU.

Kristoph, you are staying for your Ph.D. at the KLU. We are very pleased about this. It was great to receive further job offers than the one provided by the consultancy I have been cooperating with, but I realized during the work on my thesis that there are still a lot of aspects in the context of Sales and Operations Planning which need to be investigated in greater depth.

Were you not in need of a break from writing and researching after finishing your thesis?
Actually, I really enjoyed the time doing “my own research,” especially when I learned that BearingPoint, formerly KPMG Consulting, appreciated my results very much and my supervisors also confirmed that I did a really good job. I think that all of us were very scared of this four month-long master’s thesis, but as we realized later, these fears have been around for no reason. This was due to the excellent support from our supervisors. Furthermore, we felt that we learned all the methods and tools required for writing a thesis throughout the program.

Why did you decide on the Ph.D. rather than accepting a job offer?
When Prof. Sandra Transchel made me an offer to study for my Ph.D. at the chair of Supply Chain and Operations Management I did not have to think about it a lot; recapping the exciting last two years in the “KLU atmosphere” was enough for me to decide to continue studying in Hamburg at the KLU.

What was your most insightful time during your master’s studies?
After the internship, which I did at BearingPoint, we all went abroad for one term. Some of us went to Ohio, others to Rotterdam, Vienna, New Delhi, and Monterrey. I went to amazing Shanghai, China. That four-month stay definitely broadened my horizons in every sense.

Did you have any worries when you started studying at a newly-founded university?
Those worries disappeared quickly. I already realized during my internship that people were so impressed by the profound knowledge I had gained during my studies at the KLU so that they made me a job offer more than a year before our graduation. This experience and feedback resolved all uncertainties that we might have had at the beginning of our studies.
Prof. Dr. Niels Van Quaquebeke heads the list of media appearances this year. He was able to generate substantial content-driven publication with his study on “counter-ideal values” and was featured several times in well-known magazines, newspapers, and radio interviews. Above all, he made it in the Harvard Business Manager with the article “Auf den Winkel kommt es an” (06/12). Then came articles in the magazine managerSeminare, “Das wahre Gesicht der Macht” (10/11) and “Vom Wert des Wir: Corporate Feeling” (02/12), in Spektrum, “Macht ist nicht gleich Macht,” and in Personalmagazin, “Wenn der Chef sagt, was nicht geht” (02/12). The list continues with articles in the women’s magazine Maxi, “Acht Frauen, die Respekt verdienen” (07/12), and Die Welt contributed an article entitled “Noch einmal mit Gefühl, Chef”. He also gave interviews on respect on the radio stations rbb, Deutschlandradio Wissen and Deutschlandradio Kultur.

Handelsblatt published a university ranking in September in which the KLU appeared three times. In the research performance per professor ranking, the KLU made it to the Top Ten, coming seventh, and Prof. Dr. Dr. h.c. Sönke Albers was rated one of the most active researchers in the German, Austrian and Swiss region. Prof. Dr. Niels van Quaquebeke was rated one of the best young researchers under the age of forty.

Also the news that the KLU will be moving to the SAP building in 2013 was well documented in the media, e.g. in the article “KLU goes SAP” in the HafenCity Zeitung at the beginning of the year. (2.1.2012) and the Internationale Transport Zeitschrift with the article “Neuer Standort für Logistik” (04/12).

Hamburger Abendblatt wrote several articles on the KLU with different key aspects. One article was “Persönlichkeit wichtig für Masterbewerbung” in which a KLU student was portrayed (05/12), another on the KLU logistics scholarship (05/12), and Martha Hannappel (Career Development & Alumni Relations at the KLU) was interviewed on the role of internships at the KLU (03/12).

At the KLU we like to keep in touch with our alumni, students and supporters who come from all over the world. That is why we offer a variety of online services to inform them about our activities and day-to-day business at the KLU. We are always keen on keeping up the pace. This year we established the KLU mobile website for hand-holds and produced a number of podcasts for the website. We also implemented an Ask-A-Student tab on our Facebook page and our website, enabling prospective students to get in touch with the students of the KLU directly, asking about student life at the KLU. The KLU also has profiles on Xing, Linkedin or Youtube, where interesting behind-the-scenes material such as interviews, information about case studies and buddy days, and regular updates on our program and lecture series can be found.
THE ROAD AHEAD

For a new university, every year brings new milestones and challenges.

As mentioned elsewhere in this report, the KLU will move into a much larger, dedicated building in the summer of 2013. In addition to providing much more office, library, teaching and social space, it will give the university a greater physical presence within Hamburg’s Hafencity.

Shortly afterwards, in the autumn 2013, we will be launching a 3-year bachelor’s program in management to supplement our current M.Sc. and EMBA programs. This will contain a logistics pathway for students wishing to combine general management with logistics. Students taking this program will benefit from a company internship and a period spent abroad in one of our partner universities.

During the year the KLU will establishing partnership agreements with more universities around the world to meet the rising demand for student exchanges and create opportunities for collaborative research.

Faculty numbers will also continue to grow with the arrival in January 2013 of Dr. Michele Accario, a specialist in maritime logistics. Dr. Accario has a Ph.D. in logistics from Erasmus University, Rotterdam and is currently Senior Researcher in Green Shipping at the Research and Innovation department of Det Norske Veritas AS (DNV) near Oslo. The KLU will also be appointing a new professor of economics and advertising additional posts in other fields. These new appointments will diversify the University’s range of specialist expertise and further strengthen its teaching and research capabilities.

The University will be extending its links with local businesses, partly in association with the Hamburg Logistics Initiative. It also plans to expand its executive programs, catering for the needs of both local companies and managers in other parts of the world.
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