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PREFACE BY THE FOUNDER

Dear Readers,

In its fourth annual report, Kühne Logistics University presents yet another year of successful growth and impressive development:

The most visible result is the graduation of 59 young women and men, whom I personally had the pleasure of congratulating at KLU’s annual graduation ceremony. More than half of these graduates are from around the globe – and all of them are a vital part of my vision to educate future leaders in logistics and management. With the knowledge and experience they acquired at KLU, this next generation of decision makers is perfectly prepared to manage the increasing complexity of logistics worldwide. To see that my university has made a contribution to the development of these young people makes me proud and grateful.

A bit more than a year ago, KLU moved into its new and modern campus in Hamburg’s vibrant HafenCity. The spacious building is equipped with state-of-the-art technology and provides our students, academics and staff with outstanding working conditions, while its architectural highlight, the “Golden Egg” lecture hall, has become a very popular venue for a wide variety of events. From the World Bank, which presented its Logistics Performance Index 2014 here, to international art exhibitions, the campus serves not only students and researchers, but all citizens of my hometown, Hamburg, as a platform to connect. One event particularly resonated far beyond its regional limits: the annual HarbourFront Literature Festival, which brought former Federal Chancellor Helmut Schmidt as well as many other renowned guests to the KLU’s campus.

It is my pleasure and pride to see the Kühne Logistics University’s excellence confirmed in both research and teaching: With a profile tailored to logistics and management, KLU is establishing an excellent reputation in the German educational landscape and is a unique, visible address for prospective students and academics worldwide. The university’s international network is expanding and KLU has become a popular partner for academic and industrial collaborative projects. We are happy to be working side by side with well-known partners such as Procter & Gamble, Tchibo and Unilever.

But these are only some of the highlights of a busy and successful year. This annual report provides you with a detailed overview of all of the year’s exciting events and developments.

I would like to thank university management, our professors, students and staff for their great commitment and outstanding work in making my vision become an inspiring reality.

Prof. Dr. h.c. Klaus-Michael Kühne
Chairman of the Supervisory Board
Kühne Logistics University
Dear Friends and Supporters of Kühne Logistics University,

It is my pleasure to ensure that KLU grows and flourishes. There are many indicators of growth in the current reporting year. We have reinforced our competitive advantage in research by adding new professors for global logistics and supply chain management, finance, and economics. We have landed our first major DFG project. The months-long Wissenschaftsrat accreditation process showed us what we have already achieved – and now we are looking forward to the results. The industry covets our students as internship partners; KLU students prove their worth during their semesters abroad, win awards, and make life on campus vibrant.

The successes that we are particularly proud of are KLU’s outstanding position in the CHE university rankings and the Handelsblatt research rankings, the two most prestigious university rankings in the German-speaking region. KLU is one of the top-ranked universities in the field of business administration in Germany, Austria and Switzerland. Only four years after KLU was founded, we have made it to the top in research and teaching. Everyone at KLU has played a role in creating this remarkable success story.

The KLU Annual Report 2013/2014 is not only there to inform readers about our achievements, but also to tell about how we live our principles and describe what it means to study, research and start a career at KLU. And most importantly, you will find out how you can join in, get involved, and contribute.

We have a role to play in society, and need to discover and shape it anew every day. We do this by connecting solutions to problems, opportunities to deficiencies, and personalities to expectations. Connections like these don’t happen by themselves – they don’t pop up spontaneously and they are not random. They are the result of working hard to find out how we can contribute to your success.

If you are already a KLU student, you may well find your future thesis topic here – if so, connect to the professor of your choice. If you are looking for an opportunity to learn about our topics for your next degree, simply talk to our admissions office. If you run a family business, send us your “next in line” to learn how to shift your enterprise to the next generation. If you are in industry, participate in our challenging executive education program. Or import KLU and its new ideas into your company by hiring one of our students as an intern or one of our graduates as your new staff member – or both. You can even import your company into KLU by contributing your seasoned expertise to joint research projects. United we can achieve anything.

Feel the excitement and stay tuned!

Warm regards,

Prof. Dr. Thomas Strothotte
President & Managing Director
Around 200 students are currently studying at the new campus in HafenCity. They enjoy the proximity to the magnificent Elbe River, the great view of the container terminals and watching the fabulous cruise ships pass by.
KÜHNE LOGISTICS UNIVERSITY
Kühne Logistics University – Wissenschaftliche Hochschule für Logistik und Unternehmensführung (KLU) is an independent, state-certified private university based in the HafenCity of Hamburg and sponsored by the non-profit Kühne Foundation. With its English language programs, KLU covers the entire range of academic education. By pooling cross-cultural professors and students with teaching and research expertise in logistics and management, KLU has become the only university of its kind in the world. Located on a modern, new campus in Hamburg’s HafenCity, KLU covers all of the relevant areas of research and teaching in the fields of logistics and supply chain management, based on a foundation in management.

KLU combines logistics and a management faculty in order to provide industry with highly educated future staff and up-to-date research on current trends and issues. To educate future managers, KLU offers open enrollment and customized programs for experienced practitioners, and bachelor’s and master’s degree programs for undergraduate and graduate students. In the area of research, KLU professors work in cooperation with companies such as Procter & Gamble, Unilever, Tchibo, and online retailer Zalando to answer their partners’ specific research questions. They also conduct their own KLU projects, in which they trace correlations between companies’ warehousing and their stock prices, for example.

KÜHNE FOUNDATION (KÜHNE STIFTUNG)
The Kühne family established the Kühne Foundation in Switzerland in 1976. The Kühne Foundation initiates and implements most of its projects itself. Its goals range from humanitarian and cultural projects 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 KLU’s long-term financial stability. The form and content of KLU’s activities have been inspired by the life and work of the entrepreneur Klaus-Michael Kühne.

KLU’S DEVELOPMENT IN THE YEARS AHEAD
KLU will continue to grow. The number of faculty is expected to rise by 3 or 4 every year, enabling KLU to cover new research areas as IT & logistics and offer high quality teaching to our enlarged student body, which we expect to exceed 200 for the first time in 2014 and to double again by 2018. We will also be exploring possible synergies in the areas of administration, research, and teaching with our new neighbors in HafenCity as a way of exploiting our proximity. President Strothotte will continue with his successful strategy for expanding KLU’s network with the logistics economy and academia around the globe, putting KLU in the position to scout out and serve the trends and requirements in these areas.
FACULTY & RESEARCH

PREFACE

In its fourth academic year, KLU is already operating with 15 faculty members in logistics and management, making it as large as the Business Administration department of an average state-supported university in Germany. KLU is still growing and expanding into new fields. Professors of finance and accounting, and economics and transportation will join KLU in the upcoming academic year. In the doctoral program, KLU professors currently supervise 16 doctoral candidates.

KLU’s faculty actively publishes its research results and was particularly successful at getting articles accepted by highly renowned international journals. KLU’s research output is also widely disseminated via international conferences, the public media, and practitioner publications. Its faculty collaborates with a range of international organizations and companies, including research with Unilever, Procter & Gamble, Tchibo, and Zalando.

The activities of the individual professors are reported from page 14 onwards.

KÜHNE LOGISTICS UNIVERSITY RANKS TOP IN HANDELSBLATT AND CHE

The latest Handelsblatt ranking of business schools and universities has put KLU at the top once again. We are no. 3 in research output per professor among all business administration departments in Germany and have the highest research output of all private business schools in Germany, Austria, and Switzerland.

In the fourth year of existence as a research university, KLU is now established among the elite. Professor Sönke Albers is extremely proud of the 2014 rankings. He happens to be one of the top researching academics at no. 12 in the “Lifelong Achievement” category. “Research is our key mission,” said Albers. “It is a basic pre-requisite for first-class teaching and top contacts in the business world.” The Handelsblatt ranking looks at all business administration faculties in Germany, Austria, and Switzerland and evaluates more than 2,600 researchers at around 100 universities.

Overview of KLU ranking results:

- KLU ranks no.1 in research output per professor among all private business schools in Germany, Austria, and Switzerland
- KLU is no. 3 in research performance among all German business administration departments
- KLU is no. 5 in research among all business faculties in Germany, Austria, and Switzerland
- Dr. h.c. Sönke Albers, professor of marketing and innovation, ranks no. 12 (of 2,600) in the “Lifelong Achievement” category

- Dr. ManMohan Sodhi, professor of logistics and supply chain management, ranks no. 68 (of 2,600) in the “Lifelong Achievement” category
- Dr. Alan McKinnon, professor of logistics and head of the KLU Logistics department, ranks no. 78 (of 2,600) in the “Lifelong Achievement” category
- Dr. Niels Van Quaquebeke, professor of leadership and organizational behavior, ranks no. 70 in the “Top 100 Researchers Under 40” category

Source: Handelsblatt
Based on its attractive research conditions, KLU has established itself as one of the top universities in Germany. The same applies to the studying conditions for KLU students. In the most recent CHE ranking of master’s programs in business administration, the KLU students gave the highest rating of ”very good” to all five categories (overall student experience, curriculum, learning environment, teaching, and international orientation). They also rated the MBA program’s relevance to academics and practice, the library, and the building and facilities as “very good.” Based on its attractive learning conditions, KLU has acquired a position among the top universities in Germany only four years after its establishment.

Here is how KLU compares to other universities in Germany:

- No. 1 university for an MBA in northern Germany
- No. 1 university for an MBA in a major German city
- Best student-to-instructor ratio among all universities for an MBA
- One of the Top 5 internationally oriented universities for an MBA
- Excellent campus (Top 3)
- In the Top 10 for practical orientation
- In the Top 10 for overall conditions for studying

List of the universities with an MBA program in northern Germany:

**Business Administration**
Consecutive Master at Univ.

1. Overall study situation (S)
2. Study organisation (S)
3. Teacher support (S)
4. International orientation master (F)
5. Courses offered (S)

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Source: CHE
ACADEMIC ACCOLADE FOR KLU RESEARCH PROJECT

Prof. Sönke Albers and Prof. Christian Barrot from Kühne Logistics University and a research network from Universities of Hamburg, Cologne, and Münster have achieved something remarkable. This is the first group of business administration researchers in more than 10 years to receive German Research Foundation (DFG) funding. Prof. Sönke Albers is responsible for two of the six sub-projects. The title of the project: “Marketing hedonic media products in the context of digital social media.” The project’s total funding volume is approx. 1.5 million over a period of three years (2015-2017), which can be extended by an additional three years.

The foundation has rarely funded business-administration-related themes in the past – of the 189 groups of researchers in all academic fields that DFG is currently supporting, only three are in the field of business administration. This extraordinary funding opportunity can be likened to an academic accolade for the department of Management and Economics. KLU founder Klaus-Michael Kühne commented: “I fully acknowledge this highly respectable achievement.”

The digital social networks are having more and more of an impact on consumer behavior. Information can be spread extremely fast via Facebook, Twitter and YouTube and reaches significantly broader target groups. Companies are using these networks to practice brand communication that influences purchasing behavior at least as actively as classical advertising does. As a result, the power of consumers is growing in an undreamt of manner. The so-called hedonic media products – books, films, music and games – are particularly affected.

In addition to the funding applicants, the project involves many international research partners (international fellows) from major universities including Columbia Business School, Penn State University, and Cornell University in the U.S.A., IDC Herzliya (Israel), and London Business School.
WE WOULD LIKE TO WELCOME THREE NEW PROFESSORS TO KLU

Dr. ManMohan Sodhi joined Kühne Logistics University in September 2014 as a professor of logistics and supply chain management.

Professor Sodhi received his Ph.D. in Management Science from the Anderson Graduate School of Management at UCLA in 1994. Subsequently, he taught operations management at the University of Michigan Business School where the Sloan Foundation funded his research in the trucking industry. His research interests lie in the field of supply chain management, in particular in supply chain risk, and more recently, linking that to sustainability. Dr. Sodhi is also a professor for operations and supply chain management at Cass Business School in London. Prior to joining Cass, he worked with clients in a variety of industries and published in numerous academic and managerial journals.

Dr. Dirk Baur, an associate professor of finance, also joined Kühne Logistics University in September 2014.

He holds a master's degree in economics and received his Ph.D. in Financial Econometrics from the University of Tübingen in 2003. Before joining KLU, he worked for the Joint Research Centre of the European Commission from 2003–2005, was a post-doctoral fellow at Trinity College Dublin (2005–2007) and a lecturer at Dublin City University (2007–2009). From 2009–2014, Dr. Baur was an associate professor of finance at the University of Technology, Sydney. His specialization is in the field of financial economics and financial econometrics. Professor Baur has published 25 articles in international peer-reviewed academic journals, including the Journal of International Money and Finance.
Dr. Günter Lang took over his new positions in research and teaching in September 2014. He joined Kühne Logistics University as an adjunct professor of economics (part-time) in the Management Department.

Dr. Lang obtained his Ph. D. and his postdoctoral qualification in economics from the University of Augsburg. Before joining KLU, he was a professor of economics at German University in Cairo, and a visiting professor at Technical University Ilmenau, the University of Klagenfurt (Austria), and the University of Augsburg. His professional experience includes posts as a visiting lecturer at Munich Academy of Management, Warsaw School of Economics, and the University of Bratislava. His main research area is empirical analysis, primarily at the microeconomic level. In complementary research, he is interested in the analysis and optimal design of economic policy. The ISI Social Science Citation Index currently lists more than 100 citations of his journal publications.
Professor Alan McKinnon is head of the Logistics department at Kühne Logistics University. He was previously director of the Logistics Research Centre at Heriot-Watt University in Edinburgh, Scotland, which he established in 1997. A graduate of the universities of Aberdeen, British Columbia, and London, he has been researching and teaching freight transport and logistics for over 30 years and has published extensively in journals and books. McKinnon has conducted studies on a broad range of logistics topics, many of them for international organisations such as the European Commission, the International Transport Forum, and the 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 in company supply chains. McKinnon received 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 is a founding member of the Logistics Research Network, which was set up in 1997 to promote research on logistics in universities and colleges and now organizes one of the major international conferences on the subject. Between 2010 and 2012, he was the first chairman of the World Economic Forum’s Logistics and Supply Chain Council.

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

TEACHING
Courses on the environmental sustainability of logistics operations and advanced concepts in supply chain management (M.Sc. Global Logistics) and the fundamentals of logistics and supply chain management (B.Sc. in Management)

PUBLICATIONS


CONFERENCE PAPERS (SELECTED)
DEPARTMENT OF LOGISTICS


FUNCTIONS
Since 2012, Professor McKinnon has been a member of the “High Level Group on Logistics” set up by the European Commission to advise Transport Commissioner Siim Kallas on logistics issues. In 2014, he was elected chairman of the Transport Advisory Group for the European Commission’s Horizon 2020 Research Program. In 2012–2013, he was co-chair of a steering group established jointly by the European Commission and US Transportation Research Board to promote trans-Atlantic research collaboration in freight transport/logistics. He was also a lead author of the transport chapter in the Inter-governmental Panel on Climate Change’s 5th Assessment Report published in April 2014. In 2014, he contributed to projects of the OECD/International Transport Forum on supply chain risk, high capacity vehicles and hinterland transport. He also continues to be a member of the World Economic Forum’s Logistics and Supply Chain Council. McKinnon is on the editorial boards of five of the main logistics journals.
Since the beginning of his academic career, Acciaro has been interested in transportation and in particular, the shipping and port industries. Since 2001, he has worked as a consultant, advisor, and researcher in the areas of port finance and investment, terminal management and operations optimization, green shipping, logistics integration, and supply chain pricing and finance. He has lectured at several institutions around the world, authored over fifty publications, and has been invited to speak at industry events such as TOC Europe and Intermodal. Acciaro is a reviewer for several academic journals and is the associate editor for Maritime Policy and Management, a journal that has been publishing academic research on maritime transport, ports and logistics since 1976.

Since 2013, Acciaro and Prof. Alan McKinnon have been cooperating with the Clean Cargo Working Group (CCWG), a liner shipping industry initiative aiming at reducing the environmental impact of shipping, to analyze ocean carriers’ emissions data. KLU has been selected as the working group’s exclusive academic partner.

Together with other KLU staff, Acciaro has been involved in the establishment of the KLU Equality and Diversity Office (EDO), which aims to strengthen the KLU community.

RESEARCH INTERESTS
Green shipping, container logistics, port management, liner shipping economics, the funding of port and terminal infrastructure, and energy efficiency in ports and shipping operations

TEACHING
Various classes on maritime logistics, maritime transport and container logistics, time and project management, and managerial economics

PUBLICATIONS

DEPARTMENT OF LOGISTICS


CONFERENCES AND OTHER PRESENTATIONS


Acciaro, Michele, “Climate Change Adaptation in the Panama Canal”, Conference proceedings, 33rd PIANC World Congress, San Francisco, California, June 2014.

Acciaro, Michele, “Seaport Efficiency in South East Asia”, POMS Annual Conference, Atlanta, Georgia, May 2014.


Dr. Maria Besiou is an associate professor of humanitarian logistics at KLU. Besiou holds a Ph.D. and a Diploma in Mechanical Engineering from Aristotle University of Thessaloniki in Greece. She is a visiting scholar at INSEAD. Before joining KLU, she worked as a postdoctoral research fellow at the INSEAD Social Innovation Centre in Fontainebleau, France. From there, Besiou joined KLU in January 2012.

**RESEARCH INTERESTS**
Humanitarian logistics, closed-loop supply chains, supply chain and risk management, stakeholder media, and system dynamics

**TEACHING**
Complexity & Risk Management in the Master of Science in Global Logistics program
Integration Project I: Focus on Logistics in the Master of Science in Management program
Government, Business and Society – Value and Sustainability at Risk and Real World Research in the Executive MBA in Logistics program

**ACADEMIC ARTICLES**


**PRACTITIONER ARTICLES**

**CONFERENCES**
Besiou, Maria, “Refugee Camps: Relief and Development Perspectives”, POMS Annual Conference, Atlanta, Georgia, May 2014.
Besiou, Maria, “Same Ball, Different Game?: Academic Thoughts on Humanitarian Logistics vs Commercial Logistics”, Plenary Session – 8th Iberoamerican Academy Conference, Sao Paulo, Brazil, December 2013.
Besiou, Maria, and Jennifer McCormick, “The Impact of Media on Donations”, 3rd International HumLogWorkshop, Essen, Germany, September 2013.

**MEDIA APPEARANCES/ONLINE**
7/14 mylogistics, “Taifun Rammasun – was humanitäre Logistik jetzt leisten muss”

**FUNCTIONS**
Vice President of Outreach in the College of Humanitarian Operations and Crisis Management (HOCM) of the Production and Operations Management Society (POMS)
Vice President of the Hellenic Chapter of System Dynamics Society
Dr. J. Rod Franklin is the adjunct professor of logistics and managing and academic director of executive education at KLU. An engineer and operations manager by training and experience, Franklin received his Ph. D. in Management from Case Western Reserve University in Cleveland, Ohio. He has held management positions at Kühne + Nagel, USCO Logistics, ENTEX Information Services, Digital Equipment Corporation, and Cameron Iron Works. He has also been a consultant for Booz-Allen & Hamilton, Theodore Barry & Associates, and Arthur Young & Co. He began his career as a development engineer for the Saginaw Steering Gear Division of General Motors Corporation. In addition to his many years of practical experience, Franklin has been active in local politics, serving on the City Council of Del Mar, CA and as the city’s mayor. He joined KLU in April 2011 from Kühne + Nagel.

RESEARCH INTERESTS
Applying modern management techniques to the efficient, effective operation of supply chains, sustainable business models, data analytics, green logistics, critical thinking and decision making, and cloud-based supply chain management.

TEACHING
Dr. Franklin teaches students in the full-time Master of Science in Management and Master of Science in Global Logistics programs, as well as students in the part-time Executive MBA program. He teaches a number of classes, including Judgment and Managerial Decision Making, Design Thinking, Systems Thinking, Voice of the Customer Marketing, Critical Thinking, and Industrial Economics. Franklin has also guest lectured on international supply chain management at the Fuqua School of Business, supply chain distribution operations at ETH Zürich, and sustainable logistics at the Fisher School of Business.

PUBLICATIONS

CONFERENCE PROCEEDINGS


INVITED TALKS

Kühne + Nagel International Information Management Team – “The Value of Big Data”

MIT Kerberos & Internet Trust Conference – “The Physical Internet”

Procter & Gamble International Supply Chain Management Meeting – “End-to-End Supply Chain Management”

Ernst & Young Supply Chain Days Conference – “The Dynamic Supply Chain”

Transport Efficiency Forum 2014 – “Transportation 2014 and Beyond: Pot holes or open highways?”

International Conference on System Dynamics and Innovation in Agrifoods – “Opportunities Ahead: Changing trends in global trade and their impact on the world of supply chain operations”

Wageningen Academy Master Course in Hortibusiness – “IT’s Changing Role in Industry”

EUROPEAN UNION ACTIVITIES
Vice chairperson – Alliance for Logistics Innovation through Collaboration in Europe
Dr. Kai Hoberg has been the associate professor of supply chain and operations strategy at Kühne Logistics University since May 2012. From 2010 to 2012, he was assistant professor of supply chain management at the University of Cologne. Hoberg received his Ph.D. in 2006 from Munster University under the supervision of Prof. Ulrich W. Thonemann. Throughout his academic career, he has been a visiting scholar at different universities, for example, the S.C. Johnson Graduate School of Management at Cornell University, Israel Institute of Technology, and NUS Business School at National University of Singapore. Hoberg received his Diploma in Industrial Engineering from Paderborn University, Germany and Monash University, Melbourne. Before returning to academia, he 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 the consumer, chemicals, and discrete manufacturing industries.

RESEARCH INTERESTS
Empirical analysis of supply chains, Linkage between operations management and finance, Strategic implications of supply chain management

TEACHING
Supply Chain Management in the Master of Science in Global Logistics
Global Logistics Networks in the Master of Science in Global Logistics
Managing Inventories Across The Supply Chain – A Linkage of Two Research Perspectives (together with Sandra Tranchel) in the Ph.D. Program
Managing Operations in the Executive Master of Business Administration
Controls and Measurements for Operational Excellence in the Executive Master of Business Administration
ACADEMIC ARTICLES

PRACTITIONER ARTICLES

PRESENTATIONS (SELECTION)


CURRENT RESEARCH PROJECTS (SELECTION)
Supply Chain Analytics (with Tchibo GmbH)

Who is Managing Your Supply Chains – An Empirical Investigation of Career Patterns in Logistics and Supply Chain Management (with McKinsey & Company)

Supply Network Dynamic Management: Synchromodality (with Procter & Gamble)
Dr. Matthias Holweg has been the professor of logistics & operations management at Kühne Logistics University since May 2013. He holds a joint appointment with KLU and the University of Cambridge, where he is co-director of the Centre for Process Excellence and Innovation. He also holds a visiting appointment at Chalmers University of Technology.

Holweg has been a consultant to a range of manufacturing and service firms on process improvement and supply chain management issues, and has advised several government agencies on automotive industry matters. He was a member of the New Automotive Innovation and Growth Team (NAIGT), and currently serves on the UK Supply Chain Group of the Automotive Council in the Department for Business, Innovation and Skills. He is a member of the European Operations Management Association (EurOMA), the Industry Studies Association (ISA), and an associate editor at the Journal of Operations Management.

His current projects investigate the evolution and convergence of process improvement methodologies, the nature of turbulence and risk in global supply chains, and the identification and management of product safety recalls.

**RESEARCH INTERESTS**
Application of lean and Six Sigma process improvement methodologies to private and public sector operations; the design, measurement and improvement of processes

**TEACHING**
Operations Management in Master of Science in Global Logistics program

**PUBLICATIONS**


Dr. Jörn Meissner is a full professor of supply chain management & pricing strategy at KLU. 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. Meissner joined 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

CONFERENCE

INDUSTRY EVENTS

FUNCTIONS
Chair of EURO Working Group Pricing & Revenue Management
Associate editor, OR Spectrum
Dr. Çerağ Pinçe is an assistant professor of operations management at KLU. He received his Ph.D. in Management from Erasmus University, Rotterdam, Netherlands, and his M.Sc. in Industrial Engineering from Bilkent University, Ankara, Turkey. Before joining KLU, he worked as a postdoctoral research fellow at the College of Management, Georgia Institute of Technology, Atlanta, GA. Dr. Pinçe joined KLU in August 2011.

RESEARCH INTERESTS
Closed-loop supply chains, after sales service logistics, operations/marketing interface, and inventory management

TEACHING

PUBLICATIONS
Working Papers

INVITED PRESENTATIONS

FUNCTIONS
Closed loop supply chains track chair, POMS Annual Meeting 2014

Ad hoc reviewer for Operations Research, MSOM, Decision Sciences Journal
Sandra Transchel is an associate professor of supply chain and operations management and was appointed dean of programs in April 2014. Before joining KLU in September 2011, Transchel was an assistant professor of supply chain management at Pennsylvania State University and visiting assistant professor at Tuck School of Business, Dartmouth University. Transchel holds a Ph.D. in Business Administration from the University of Mannheim and a Diplom in Business Mathematics from Otto-von-Guericke University in Magdeburg.

RESEARCH INTERESTS
Supply chain management, inventory control, revenue management, production scheduling, retail operations and supply chain management with a special interest in the integration of supply and demand management

TEACHING
Essential Mathematics in Business and Economics (B.Sc. in Management), Logistics Systems and Logistics Business Games (M.Sc. in Global Logistics)

PUBLICATIONS


Transchel, Sandra, “Order quantity variability of demand management policies in a perishable product supply chain”, ELA Workshop, Hamburg, June 2014

Transchel, Sandra, “An analysis of a two-stage perishable product supply chain with service level and shelf life agreement”, International Symposium on Inventory Research, Budapest, August 2014

CONFERENCE AND OTHER INVITED PRESENTATIONS

Transchel, Sandra, “Order quantity variability of demand management policies in a perishable product supply chain”, ELA Workshop, Hamburg, June 2014

Transchel, Sandra, “An analysis of a two-stage perishable product supply chain with service level and shelf life agreement”, International Symposium on Inventory Research, Budapest, August 2014
Dr. Sönke Albers is the dean of research at KLU. He is responsible for faculty development and ensuring that KLU becomes an internationally competitive, research-oriented university. He is also a full professor of marketing and innovation. Before joining KLU, he was a professor of marketing at WHU and the University of Lüneburg. Albers also served as a professor of innovation, new media, and marketing at Christian-Albrechts University in Kiel for more than 20 years. He holds a doctorate in operations research from the University of Hamburg. He has served as president of WHU and dean of the School of Business Administration, Economics, and Social Sciences at Christian-Albrechts University. Albers is a fellow of the European Marketing Academy and was also the president of the German Academic Association for Business Research, whose members include nearly all of the 2,000 business administration professors in Germany, Austria, and Switzerland. He is a member of the Academy of Sciences in Hamburg. Albers left Christian-Albrechts University in Kiel to join KLU in October 2010.

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

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

**FUNCTIONS**
Vice-president of publications of the European Marketing Academy (until May 2014)

Editor-in-chief and Marketing department editor of the official VHB journal (German Academic Association of Business Research, BuR – Business Research)
Dr. Christian Barrot is an assistant professor of marketing and innovation at KLU. He studied business administration at CAU in Kiel and the Norwegian School of Management (BI) in Oslo, and holds a Ph.D. from Christian-Albrechts University in Kiel. Prior to his academic career, he acquired industry experience as a consultant and entrepreneur in the Internet and telecommunication sectors. In 2007 and 2009, he was a visiting scholar at the Pennsylvania State University Smeal College of Business, and in 2011 a visiting scholar at Columbia Business School. He was a finalist for the American Marketing Association’s 2011 MSI/H. Paul Root Award for significant contributions to the advancement of the practice of marketing. Dr. Barrot joined KLU in January 2011 from Christian-Albrechts University in Kiel.

RESEARCH INTERESTS
Diffusion of innovation, social networks, customer relationship management, electronic commerce, and new business venturing

TEACHING
Innovation Management in the Master of Science in Management program
Entrepreneurship in the Master of Science in Management program
Integration Project II (Entrepreneurship) in the Master of Science in Management program
Real World Research in the EMBA program
Sustainable Product Development in the EMBA program
Voice of the Customer Driven Marketing and Sales in the EMBA program

PUBLICATIONS


CONFERENCES

Dr. Jan Becker is an associate professor of marketing and service management at KLU. He studied business administration at Kiel and Bayreuth and holds a Ph.D. from Christian-Albrechts University in Kiel. Before joining the KLU faculty, he gained industry and consulting experience in the telecommunication and media sectors, 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 in Los Angeles, California (UCLA). He was a finalist for the 2011 MSI H. Paul Root Award of the American Marketing Association for significant contributions to the advancement of the practice of marketing. Becker joined KLU in October 2010 from Christian-Albrechts University in Kiel.

RESEARCH INTERESTS
Customer relationship management, strategic marketing, innovation and service management research

TEACHING
Services Marketing in the Master of Science in Management and Global Logistics programs
Integration Project II (Entrepreneurship) in the Master of Science in Management program
Marketing in the Bachelor of Science in Management program

PUBLICATIONS

CONFERENCES
Dr. Matthias Hühn is KLU’s associate dean of international affairs. In this role, he is responsible for developing the university's relationships with international academic partners. 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 subsequently held professorial and managerial positions at several international universities.

Dr. Hühn enjoys the intellectual exchange of the classroom and has designed specialized executive training courses (StrategyRefresher) for strategy consultants, among them Accenture, CapGemini, and Theron. He is also a management coach, serves on the advisory boards of start-ups, and was a director of the Postbank AG funds management company. He has also served his community as a justice of peace (Sozialrichter) and as a reserve officer (military attaché).

RESEARCH INTERESTS
Ethics, leadership, epistemology

TEACHING

PUBLICATIONS
In September 2011, Dr. Christian Tröster commenced his appointment as assistant professor at Kühne Logistics University in the field of leadership and organizational behavior. He had been 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 Center at Gatton College of Business and Economics, University of Kentucky. From March to May 2013, he visited the Sauder Business School at the University of British Columbia.

Tröster’s research focuses on employee behavior and leadership. Specifically, he investigates how people’s interactions influence individual, team, and organizational performance and the role of leaders in enhancing organizational performance. As a certified intercultural trainer (dgikt e.V.), he is also interested in the consequences of employing a (culturally) diverse workforce.

Tröster has consulted various companies including IBM, ECO-RYS, and VOPAK. His aim is to translate cutting-edge scientific insights into practical solutions to managerial challenges.

**RESEARCH INTERESTS**
Leadership, cross-cultural management, social comparison processes, social networks, team processes

**TEACHING**
Business Statistics and Econometrics, Social Networks and Organizations, Descriptive Statistics I & II, Intercultural Management

**PUBLICATIONS**


**CONFERENCES**


Dr. Niels Van Quaquebeke is a full professor of leadership and organizational behavior at Kühne Logistics University. A psychologist by trade, he pursued his Ph.D. at the University of Hamburg and as a visiting scholar at various business schools around the globe. In 2008, he received the ERIM top talent post-doctoral fellowship at the Rotterdam School of Management of Erasmus University, where he later also taught as an assistant professor at the Erasmus Centre for Leadership Studies.

Dr. Van Quaquebeke had previously been awarded a number of scholarships by the German National Academic Foundation (Studienstiftung des deutschen Volkes) and received an award from the German government for the innovative approach of the RespectResearchGroup, which he headed for ten years. His work on leadership and human relations is frequently recognized in the public media. In the most recent Handelsblatt ranking he was listed as one of the “Top 100 Academic Researchers under 40” among all business administration faculties in Germany, Switzerland, and Austria.

RESEARCH INTERESTS
Leadership, values, and organizational behavior

TEACHING
Conflict management, negotiation, and various courses on leadership

AWARDS
KLU Teacher of the Year 2014 & 2012
Handelsblatt Top 100 Academic Researchers under 40

PUBLICATIONS


*Equal Authorship

CONFERENCES


INVITED PRESENTATIONS


Van Quaquebeke, Niels, “What is the most underappreciated leadership communication technique? (Hint: The answer is in the title.)”, Paper presented at Business School, University of Western Australia, Perth, Australia, May 2, 2014.

Van Quaquebeke, Niels, “What is the most underappreciated leadership communication technique? (Hint: The answer is in the title.)”, Paper presented at University of Otago, Dunedin, New Zealand, February 27, 2014.

MEDIA APPEARANCES

Print
07/14 Ärztezeitung, “Magie vs. Feldstudie: Wie Forscher Fußball ergründen”
07/14 Gehirn und Geist, “Fouls, Pfffe und Fehlentscheidungen”
06/14 Welt am Sonntag, “Die Großen haben das Nachsehen”
05/14 DIE ZEIT, “Mehr Respekt, bitte!”
05/14 Markt, “Führungsprinzip Achtung”
04/14 Psychologie Heute, “Mehr Respekt, bitte!”
03/14 Wiener Zeitung (Journal), “Respekt”
01/14 Psychologie Heute, “Erfolgreich, weiblich, Führungsscheu?”
12/13 DVZ – Deutsche Logistik Zeitung, “Frauen haben weniger Interesse an Macht”

Radio
08/14 Deutschlandfunk, “Einmal anders gefragt: Respektieren die Alten die Jungen?”

Online
08/14 Frankfurter Allgemeine Zeitung, “Jedes Wort auf die Waage legen”
08/14 Wirtschaftspychologie aktuell, “Spitzenmanager haben kein Sonderrecht auf Ruppigkeit”

FUNCTIONS

Editorial board member at: Organizational Behavior and Human Decision Processes, Journal of Occupational and Organizational Psychology, and British Journal of Management
Its open design and large glass front provide cafeteria visitors with a spectacular view of the foyer and the two golden lecture halls.
KLU offers a unique and internationally competitive four-year Ph.D. program in logistics and related fields such as marketing and leadership. We accept highly talented candidates – people who want to pursue an academic career and are interested in conducting research – to the program.

The first two years of the program are devoted to coursework. Students are required to take courses at KLU or partner universities in research methodology, as well as advanced courses related to their dissertation topic. Regular research colloquia with KLU resident faculty members and external researchers promote ongoing discussion and exchange on relevant topics in the relevant fields of research. Students are also encouraged to gain initial teaching experience by supporting the faculty in courses in 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 the methods they will apply to the research they are planning to conduct in the subsequent 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 consists 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. Currently, 14 Ph.D. candidates are enrolled at KLU.
SAVE THE CHILDREN’s HUMANITARIAN RESPONSE TO TYPHOON RAMMASUN

By Sara Guerrero

Typhoon Rammasun, locally known as Glenda, made landfall in the central and northern Philippines on Wednesday, July 16, 2014. The National Disaster Risk Reduction and Management Council (NDRRMC) reported that more than 370,000 persons were evacuated from rural regions in Luzon and Visayas. The humanitarian impact of the typhoon was defined as Category 4: limited disruption to health services and minimal damage to infrastructure.

Save the Children monitored the progress of typhoon Glenda and mobilized its humanitarian response units (HRUs): teams consisting of six trained responders sent to the affected areas in the immediate aftermath to conduct needs assessments and establish community requirements. Save the Children has distributed more than 7,000 hygiene kits with soaps, dental supplies and towels. Its over 2,000 plastic sheets for temporary shelter, tents, Jerry cans and home-repair kits and water purification tablets are strategically positioned in advance to facilitate a quick response to people’s needs in the critical hours and days after a disaster.

The needs assessments identified the number of affected people within the most devastated areas and outlined their requirements. The organization arranged to send approximately 1,300 hygiene kits and Jerry cans to Baseco Evacuation Center in the Manila Port area. Taking the road conditions and the size of the loading/unloading area into account, the logistics team dispatched six 6-wheeler Alum Van trucks, each with a capacity of 12 m³. The supplies were distributed on July 18 and the planning was coordinated to have the trucks arrive 30 to 60 minutes after the distribution teams had established a distribution zone. This would ensure the health and safety of the beneficiaries and allow the supplies to be distributed in a dignified manner.

The HRU team members unloaded and stored the supplies manually and distributed them from 10 a.m. to 6 p.m. A total of 1,290 families received hygiene kits and Jerry cans. Logistic operations never stand still and the team continued working, replenishing the pre-positioned stock in order to be ready for the next emergency. The Philippines are affected by many natural disasters, especially monsoons and typhoons from July through October.

The opportunity to be involved in an emergency response operation gave me a valuable practical knowledge of how humanitarian supply chains work. I now appreciate the need for agility and responsiveness. Being able to adapt quickly is a key characteristic of the supply chain and the staff who commit many hard working hours and days to help others. It is a truly wonderful experience when beneficiaries’ faces express their thankfulness and happiness. It gives back a sense of fulfilment.

Sara Guerrero distributes food and water to the Filipinos
BACHELOR OF SCIENCE IN MANAGEMENT

September 2013 saw the start of the new Bachelor of Science in Management. Over the course of six semesters the program provides students with the skills, knowledge, and mindset to either start their career in an international work environment or continue their education with a master’s program.

Students can choose to specialize in general management or make use of 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 program provides students with classes focusing on personal development and therefore with an opportunity to develop interdisciplinary thinking and interpersonal competencies that are essential for a successful career. A semester abroad at one of KLU’s renowned partner schools and an integrated three-months internship are part of this comprehensive program. At the end of their studies, students complete a bachelor’s thesis, which demonstrates their ability to independently work on a problem related to their respective specialization by employing the methods of their field. Students can decide to write their thesis either in cooperation with a company or on a theoretical topic.

The program offers the choice of a standard or an intensive track. While the former option covers 180 ECTS credits in accordance with the European Credit Transfer and Accumulation System, the latter encompasses 210 ECTS credits. The intensive track is designed to attract highly ambitious students who are eager to participate in additional coursework and a second internship. Completing the intensive track also increases student’s options for enrollment in shorter master programs in Germany and abroad.

Like every program at KLU, the bachelor program is taught in English. Intensive language training in a second foreign language intensifies the international focus of this program.
DEGREE PROGRAMS

MASTER OF SCIENCE IN GLOBAL LOGISTICS AND MASTER OF SCIENCE IN MANAGEMENT

At the beginning of September 2013, KLU welcomed 59 new students (global logistics: 34, management: 25) from 19 different countries to its Master of Science programs. The programs started with Welcome Week, during which the students had the opportunity to get to know KLU and their fellow students before pursuing their two-year courses at KLU.

Apart from the coursework at KLU, an integral part of both degree programs is an internship and a semester of study abroad. The classes of 2015 were able to choose among 25 partner universities located on four continents that offer excellent academic environments. Students selected partner universities in 19 different countries for their semester abroad. Among them, the CDHK at Tongji University in Shanghai, Koç University in Istanbul, and École de Management in Strasbourg are especially popular. In addition to the academic aspects, the students have the chance to experience a different culture and way of life, on campus and off, during their four-month exchange semester.

Students are also encouraged to spend their internship at a company abroad. During the 12-week internship period, they apply the content and methods they have learned during their first semesters to real-world business life. In the process, the career and professional development program helps the students prepare for their internships and later professional life.

On September 12, 2014, the third class of KLU’s Global Logistics students and the second class of M.Sc. in Management students celebrated the completion of their master's studies. The founder of KLU, Klaus-Michael Kühne, and KLU’s president, Prof. Thomas Strothotte, presented the Master of Science diplomas to the 38 graduates. Congratulations!
The KLU Teaching & Learning Center (TLC) aims to promote the value of teaching methods that facilitate student learning and growth. The TLC supports and provides supporting resources that create value for students and faculty alike. This approach allows the students to become part of the learning experience and not merely the targets of knowledge.

The TLC also gives faculty members the opportunity to reflect on their work, and to share and learn from the experience and expertise of their colleagues. Guided by Wilhelm von Humboldt’s educational ideals, the TLC is a collective effort to create a learning environment that promotes shared learning experiences for the mutual benefit of the KLU students and professors.

To achieve these goals, KLU supports the participation of individual professors in training measures such as the International Teachers Program at HEC in Paris, seminars offered by the Harvard Business School, and the Alfred Toepfer Stiftung’s Summer Academy on Academic Teaching. In-house training courses by experts in the field of university teaching round off the support the TLC provides. A unique program of informal class visits in which faculty members identify ideas that encourage learning in their colleagues’ classes enhances the learning process at the faculty level.

This cooperative process will continue to develop, eventually becoming an integral part of KLU’s educational architecture. The TLC ensures that knowledge that has been acquired is not only preserved but also serves as a basis for further learning.

Ph. D. Susan Reh is teaching the students
In 2014, the KLU Executive Education program (KLU EE) portfolio once again comprised several different seminar formats, ranging from the established International Summer School and International Autumn School to one-day conferences, open enrollment seminars for international logistics managers and executives, customized programs for companies and lastly, the Executive MBA that specializes in leadership and logistics.

The portfolio of open enrollment programs contains multi-day events such as the autumn and summer schools. It also includes two- to three-day short-term seminars, such as the Win/Win Seminar, which took place in April this year and focused on the subject of successful negotiation for top managers.

In May 2014, KLU EE hosted a group of 30 students and professors from Poland’s University of Wroclaw for a two-day seminar. The seminar focused on in-depth lectures on maritime logistics and excursions around the Port of Hamburg.

In June, KLU EE launched its very first Global Logistics Summer School in collaboration with the National University of Singapore (NUS). A group of 22 full-time master’s and advanced bachelor’s students who study supply chain management at NUS participated in the program, which offered a variety of unique site visits to companies such as Deutsche Bahn, STUTE, Airbus, Lufthansa, Otto and Volkswagen, as well as academic lectures from external practitioners and KLU professors. The lectures covered topics such as the Port of Hamburg, the German economy, differences in business practices between Europe and the Far East, and the challenges of airfreight and container shipping in global logistics. Overall, the intense two-week program consisted of a comprehensive overview of local facilities, companies within the logistics and transport sector in Germany and the relevant lectures.

In collaboration with Ohio State University’s Fisher College of Business, KLU held its annual International Summer School in Logistics and Supply Chain Management from July 21 to August 1. KLU welcomed 16 participants from countries such as Portugal, Ghana, Brazil, France, Netherlands, Germany and Thailand for this exciting two-week program. With a mix of lectures by international professors such as A. Michael Knemeyer and Rod Franklin, executive workshops by practitioners from well-known companies like Airbus and Hermes, and on site excursions, the summer school featured an excellent mix of theory and practice. With an extensive overview of the key supply chain management processes and useful tools and techniques to apply in business, the participants were not only able to improve their knowledge in their field of business, but also exchanged practical experience and ideas within the group and with the practitioners as well.
The International Autumn School in Transport Management, organized in cooperation with Prof. Sebastian Kummer from the Vienna University of Economics and Business (WU Wien), took place at the beginning of September. As part of the five-day program, participants attended compact modules delivered by experienced international lecturers in transport management, addressing the different issues, developments, and processes arising in all transportation modes. The autumn school also combined exciting excursions to the Port of Hamburg and, like the summer school, gave participants the opportunity to network with professionals from all over the world and expand their knowledge in the field of transport management.

At the end of September, KLU EE hosted a three-day international study trip for the Rotterdam School of Management, Erasmus University and 75 of their full-time MBA students. The objective of the three-day seminar was to hold lectures on topics such as the importance of the Port of Hamburg to the German economy, trends in green logistics, global supply networks, and procurement networks. In addition to these topics, the students participated in site visits to Philips, Lufthansa, NKG Kala, STILL, and Kühne + Nagel.

The Executive MBA program welcomed a new cohort in September, and greeted a third group of students from the KLU EE’s corporate EMBA program for the Indonesian Port Corporation in October. As part of the 18-month part-time program, students take eight intensive academic modules composed of 30 separate classes before writing their thesis. The two parallel cohorts come together during their study trips to China and the USA. KLU EE also hosts the corporate EMBA for the Indonesian Port Corporation students for a one-week residency study trip in Hamburg each October. The students take classes, participate in company excursions, and enjoy social events before starting to work on their thesis.

KLU EE will round out the year with further customized seminars and a one-day technical forum for the Spectaris association. We are proud to have expanded our customized programs in addition to our well-established summer school, autumn school and Executive MBA.
STUDENT SERVICES
The Student Services Office assists students with tasks related to registration, financial support, student accounts, and academic records. Student Services gives students a comprehensive orientation by providing them with the information they require and counseling and assisting them with everyday issues.

WELCOME WEEK FOR FIRST-YEAR STUDENTS
All the new students are invited to attend Welcome Week at KLU. This one-week introductory period offers orientation for freshmen, first-year students, and exchange students. On September 1, 2014, the Student Services team welcomed 106 Bachelor and Master of Science students from 23 countries to the KLU campus. The one-week orientation session helped first-year bachelor’s and master’s students learn their way around campus and become familiar with their new environment.

The Student Services team introduced its services; Program Management presented the B.Sc. Program in Management and the M.Sc. programs in Management and Global Logistics curricula; “speed dating” sessions helped new arrivals to get to know fellow students and their professors; Library Services, International Office, and Career Services introduced themselves and offered support.

A get-together a few days later provided a good opportunity for first-year students to chat informally with their fellow students and professors. One of the highlights of the orientation session was the team-building day in the new KLU building that Friday. The management and global logistics students were divided into several groups and the new arrivals had to find solutions to transferring “toxic” waste from a small bucket into a large bucket using only the equipment provided, within a specific time frame, or find a path through a KLU maze. Many students had to face their fears, but the group always found a solution and the students bonded readily. All these exercises were designed to illustrate how teams can master new challenges and unknown situations. The challenges were very helpful for learning how to work together and communicate in groups.

During the orientation session, we set up the student volunteer groups for the 2014/2015 academic year. Together with Student Services, the event group will organize extracurricular activities such as a regular get-together for watching sporting events, a student Christmas Party and a Welcome Back Party for the classes of 2015 who are returning from their study abroad, for example, for all interested students.
CAREER SERVICES AND CORPORATE NETWORK

For the third time in a row, in June 2014 the Career Development Office (CDO) published a CV book featuring KLU’s graduating classes. The 100-page publication contained almost all the CVs of the M.Sc. and EMBA graduates. It was distributed to a wide range of company contacts either as a paperback book or in digital format for detailed screening and individual downloads. On the one hand, the publication’s success is demonstrated by the approx. 1,000 CV downloads from relevant company representatives. This indicates the industry’s growing interest in KLU graduates. On the other hand, it is reflected in the feedback of the students who receive invitations to job interviews and are offered employment – even before graduation.

The Career Development Office supports KLU’s students in their job and internship search via the Career & Professional Development Program (CPDP), which is a mandatory preparatory part of KLU’s Internship Program. It includes the following workshop modules: “Personality Assessment”, “Skills & Interests Assessment”, “Options Identification & Assessment”, “Employer Research”, “Application Tactics”, “CV and Cover Letter Training”, “Interview Training”, and “Networking”. A portfolio of additional training courses on topics such as business etiquette, career fair preparation and personal branding is also available. The program is meant to help students find answers to vital questions in order to put them in a position to actively pursue and manage their professional career goals.

During the KLU internship program, students are challenged to put their theoretical knowledge to the test, expand their know-how, and explore occupations that interest them. In 2014, students participated in internships with the following organizations: Tchibo GmbH, World Food Programme, EADS Deutschland GmbH, KPMG AG, Porsche Logistik GmbH, Save the Children, UNOPS, BDO AG, and IKEA Distribution Services GmbH. KLU requires its students to evaluate their internship experiences via an internship report. Sections of this otherwise confidential report are extracted to build a reference database for the next generations of KLU students, enabling them to learn from the current students’ experiences and acquire leads for internship contacts. The report is also an important feedback tool: it asks the students to reflect on the practical use of the theoretical knowledge they gained in their classes in order to constantly improve the programs’ content. Last but not least, the internship supervisors are invited to participate in a survey to monitor the students’ performance and to open the doors for long-term cooperation with regard to internships and other employment opportunities. 51% of the supervisors participated in the survey and reviewed the KLU students’ performance favorably.

Relevance is the core of KLU’s vision. Corporate networks are therefore key ingredients of its success – not only with regard to future employers, but also as partners while they are studying and for research. KLU encourages speakers from the corporate world to provide networking opportunities and presents the KLU student community as potential interns and employees to business and industry such via company presentations and workshops by DHL, Accenture, SAP, etc. KLU students also enjoy a glimpse of “real life” during their year-round excursions. In 2014, KLU students had the chance to visit Dachser, the Kühne & Nagel warehouses and the Willy Brandt Airport (BER) for example. KLU also partners with a number of companies with regard to master’s theses. The BMW Group, Hilti and Elbjazz GmbH are just some examples of the class of 2014’s master’s thesis partners.

WELCOME WEEK FOR FIRST-YEAR STUDENTS

In early September, 110 bachelor’s, master’s and exchange students started the KLU chapter of their lives as the freshmen on campus. The Welcome Week is all about building relationships with fellow classmates, connecting with faculty and staff, and becoming acclimatized to life at KLU.

One challenge: forming a six pointed star without talking
STUDENT AFFAIRS AND RESOURCES

WELCOME TO THE KLU COMMUNITY
As part of Welcome Week 2014 at KLU, the Career Development Office conducted a “Welcome to the KLU Community” workshop based on the motto “Exchange experiences, share expectations, shape the KLU Community!”

The goal of the workshop was to put the KLU’s Code of Conduct into practice and make it more tangible for its community members. By sensitizing the participants for certain aspects that shape the KLU community, the workshop paved the way to cooperation and togetherness at KLU.

Working in four groups on the topics of campus life, communication, intercultural awareness & diversity, and roles in the community, the freshmen, alumni, staff, and faculty were invited to join and contribute by sharing their own experiences. Real KLU scenarios were used as a basis for discussion in each group, and the participants developed and discussed their own ideas of how to react and respond in certain cases. As a result, the community developed common values and a shared understanding of campus life at KLU.

TEAM BUILDING EVENT
To round up Welcome Week with some fun and action, the Career Development Office organized the Freshmen Team Building event on the very last day of the Welcome Week. Twelve facilitators supervised the 110 students who participated. They asked the students to meet a number of challenges like the “The KLU Maze”, “The Six-Pointed Star”, and the finger-painted “KLU World Map”. All of the master’s, bachelor’s, and exchange students were highly motivated. They faced their challenges in mixed groups, using the time to connect and grow closer together before starting their studies. Feedback and reflection sessions after each challenge helped sensitize the students to the advantages and disadvantages of collaboration and the importance of effective communication. The final challenge and highlight of the day was the “KLU ’14” human formation, a joint exercise that the 110 students managed successfully.
The “KLU World Map” painted by the new KLU students
GRADUATION CEREMONY
(TEACHING AND MASTER THESIS AWARD)
Graduation ceremonies are exciting events, not just for the graduates, but for their families and friends as well. This year, KLU held its graduation ceremony on September 13 on campus in the golden auditorium.

Dr. Alan Mc Kinnon was the humorous master of ceremonies, commenting on the past year with esprit and wit.

The 58 graduates receiving a Master of Science in Global Logistics and Management were honored in speeches by KLU’s founder, Dr. h.c. Klaus-Michael Kühne, and President Thomas Strothotte. They both expressed their appreciation of the students’ outstanding achievement and wished them success with their future plans. Dr. Strothotte officially presented the students their diplomas. In 2014, the Best Thesis award went to Victoria Herzog and Dr. Niels Van Quaquebeke won the Teaching Award. Dean of Research Sönke Albers presented the awards.

The class representatives Sean Holdforth, Federico Marino and Mariana Burmester gave the traditional closing speech.

After the official ceremony, the graduates celebrated with their families, professors, and the KLU management.

A very special part of this year’s graduation ceremony was the solemn inauguration of the Küttner Globe in the foyer of KLU. This globe is a handcrafted geographical projection of the earth on a scale of 1:10,000,000. Manfred Küttner took more than 20 years to create it. Before the globe found its new home at KLU, it was on exhibit in the Federal Press Office in Berlin.
Niels Van Quaquebeke is receiving his second teaching award

Lea Stegemann is proudly presenting her degree

Victoria Herzog is receiving her Best Thesis award from Dr. Sönke Albers

Klaus-Michael Kühne is enjoying the ceremony

Lea Stegemann is proudly presenting her degree

The faculty and the founder Klaus-Michael Kühne with his wife Christine Kühne
These posters were decorating the front windows of the KLU building for a few months.
These posters were decorating the front windows of the KLU building for a few months.

“Handle with care! Career inside!”
Linda from Latvia and Philipp from Germany
Master of Science Global Logistics and Master of Science Management Students
STUDENT AFFAIRS AND RESOURCES

KLU’S INTERNATIONAL OFFICE EXPERIENCED A VERY BUSY, SUCCESSFUL YEAR.

One focus of the International Office’s work is the support of our students before, during, and after their semester abroad. To prepare the new students for their mandatory internship and their semester abroad, the Career Development Office and the International Office developed a new concept in 2014: our first Welcome Back session, which took place in January. Here, the new students were able to meet the students who had just returned from their study abroad period for the first time. They shared information relevant to the internship and studying abroad, and grew closer as a community. More than 40 students participated. Students from our partner institutions abroad took part in this special event, in addition to the students from KLU.

The evening had three components: getting-to-know-you games, a round of “internship speed dating”, and a Study Abroad Fair in which the KLU students presented many of the partner universities and countries to provide relevant information for the next group of KLU students going abroad. As well as providing a beautiful slideshow showing pictures of the students’ exchange last year, the event was a platform for lively networking and exchanges regarding exciting study abroad opportunities.

The first bachelor’s cohort has been on campus since last September, and we are seeing a growing number of master’s students, too. This is why the International Office also focused on enlarging our partner university network. The associate dean of international affairs, Professor Matthias Hühn, and the head of the International Office, Ms. Ulrike Schneider, relied on the support of the president, Dr. Strothotte, and the KLU faculty, as they worked to bring the number of partner institutions to 54 and the number of available internships to over 160 by adding 23 new partners since January 2014. Some partner agreements are limited to one study cycle, either undergraduate or graduate, but many partners welcome bachelor’s and master’s students.

The International Office and the associate dean of international affairs also leveraged various networking opportunities. They welcomed representatives of existing and potential partners to the KLU campus and arranged visits to our Turkish partners in Istanbul and to our new partner, the Heriot-Watt University in Edinburgh, UK, for example. Participation in the two most important annual conferences for international higher education, the NAFSA (Association of International Educators) conference in San Diego and the EAIE (European Association for International Education) conference in Prague is a must for the International Office.

The increase in the number of partners and the start of the bachelor’s program, plus the intensified promotion of the KLU exchange program resulted in an increase in the number of incoming exchange students – they doubled against 2013.

The European Union’s ERASMUS program, which kicked off a new generation in 2014, took up a third share of the International Office’s work. The EU Commission revised most of the ERASMUS program’s processes, giving rise to lively discussions at the annual ERASMUS conference in Bonn in June 2014 and adding to the administrative workload for ERASMUS student exchange management. And from September 2014 onwards, KLU is participating in the ERASMUS staff exchange for training, which allows non-academic KLU staff members to participate in Europe-wide staff training courses. The ERASMUS program itself covers most of the costs for the courses.

The diverse aspects of the work of the International Office generate a high workload. To maintain the excellent level of service for our own and incoming students, partner universities and internally, the International Office welcomed a new member to its team. Since June 2014, Ms. Ursula Horst’s main responsibility has been managing everything for the incoming and outgoing undergraduate students.
INFORMATION MANAGEMENT & LIBRARY
The number of KLU students keeps growing, and so does their use of the new library facilities, resources, and services. To keep up with the demand, the library has extended its opening hours. At the same time, the number of other users, e.g. external researchers, is also increasing. The library information professionals have therefore concentrated on providing services; always with an emphasis on information literacy. The new “Library Rally” during Welcome Week and “Book-a-Librarian” were well received. The latter is a part of our thesis support services: students can set up appointments with the staff to find out how to conduct their literature and data searches for the best results.

The library holdings also continue to expand. Apart from large online collections of eJournals and eBooks, the print collection now numbers more than 4,400 books, including course literature. This year will see the launch of a new eBook platform, making studying even easier – especially off-campus – because we will now have even more licensed e-content, making relevant titles available online. In an effort to gather the student-relevant information in one place, the library currently holds a wide collection of “studying abroad” literature, country guides, and materials on the KLU partner universities. Two new databases (Datastream and Ad$pend) were added to the licensed databases, which now number 21. Partnering up with other libraries for database acquisitions, as in the “Hamburg-consortia” co-founded by KLU Library, will ensure access to further information resources at favorable conditions.

This year has seen a focus on expanding the information systems available to users, be it the link resolver, the plans for a discovery system, or the partnership on the university campus management system and eLearning platform. To this end, the library recently welcomed a new staff member (a part-time system librarian), and is intensifying its work on the university’s information management. This includes the new presentation of the KLU publications on the homepage and the support of an online KLU research project platform.
ALUMNI RELATIONS

Kühne Logistics University not only offers a varied mix of educational programs. With its more than 300 alumni, it is also a professional networking platform for logistics and management careers with a global reach. Along with the KLU Alumni Association e.V., a diverse group of individuals committed to proactive support, the KLU Alumni Relations Office develops and maintains this network.

The advantages of the KLU alumni network include access to contacts for internships or direct entry positions, a platform for exchanging individual experiences and giving career advice, students’ support of semester/thesis projects and the newsletter containing the latest news from the alumni network. The association also organizes several social events throughout the year, such as the “Alumni Stammtisch”, a regular meeting for the alumni who have remained in Hamburg. Other interesting networking events include the “Alumni Kaminabend,” where company representatives come to campus, hold guest lectures, and discuss current practice-related topics with KLU alumni.

Another recurring event organized by the association is the annual alumni reunion, which took place on the KLU campus in September this year. In addition to a program with educational/fun events, one part of the reunion was the election of the new alumni association board. The previous president, Martin Migge, was re-elected for another two years. Together with Nicole Lundgren, the new vice president, and the three other board members (treasurer and assessors), the new association board will contribute to further strengthening and expanding the alumni network. The KLU Alumni Relations Office actively supports the alumni by assisting in the organization of events, by individual coaching on career questions and by managing social media platforms as networking or job-posting hubs.

Through this support and the newly implemented advisory board consisting of KLU professors, the association aims to foster cooperation between the alumni, KLU, and current students to establish a basis for long-term, active involvement.
EVENTS

THE WORLD BANK AT KLU
On March 31, around 150 guests attended the World Bank’s presentation of its Logistics Performance Index 2014 (LPI Report) at KLU. Jean-François Arvis, World Bank senior economist, and Christina Busch, World Bank economist and co-author of the report, presented the LPI Report in the university’s Golden Auditorium venue. According to the report, Germany is the world’s reigning logistics champion. Prof. Alan McKinnon was not surprised that the World Bank chose to hold its exclusive presentation of the 2014 LPI study results in Germany at KLU. “Kühne Logistics University’s mission is to train the next generation of logistics managers – the people who Germany will be able to rely on to maintain its high ranking in future LPI studies”, said McKinnon.

In many countries, there is a shortage of qualified logistics experts and trained staff. McKinnon continued: “If Germany wants to stay at the top, it has to focus on acquiring highly qualified university graduates for the logistics field”.

CASE COMPETITION ON HUMANITARIAN LOGISTICS
It is practically a tradition: the case competition at KLU. This year KLU held its fourth case competition for bachelor’s students. The fourteen contestants came from Belgium, Denmark, France, – and as far away as Ecuador – to compete against each other. The students spent one day pondering over a humanitarian logistics case study. The aim: to present the best result in fluent English to the jury. This year’s jury consisted of Dr. Maria Besiou and Dr. Sandra Transchel. The external expert, Roland Zech, from Doctors without Borders, came from Berlin. The students were faced with a plausible logistics task: disaster relief in the wake of an earthquake in Colombia. In two-person teams, the participants were asked to pinpoint the problems, analyze the challenges and present a practical solution. This year’s winners were Alexa Haida and Lukas Kaiser. They each won a scholarship for a degree program at KLU.
EVENTS

HAMBURG SUMMER FESTIVAL AT KLU
On the first Saturday after the summer holiday in Hamburg, the city holds its traditional Hamburg Summer Festival. On August 23, KLU hosted this popular summer event. Around 350 business, culture, sports, fashion, media and show business personalities from Hamburg gathered to enjoy the unique atmosphere of the KLU foyer on a balmy summer evening. The guests included television moderators Alexander Bommes and Carlo von Tiedemann, actress Nina Petri and her colleague Peter Lohmeyer, pro boxer Susianna Kentikian and Today Show anchor Thorsten Schröder.

HAMBURGS SPITZEN
“Hamburgs Spitzen”, one of the city’s outstanding social events, took place on November 24 at KLU. The discussion part of the program featured Michael Eggenschwiler (managing director, Hamburg Airport), Jens Meier (managing director, Hamburg Port Authority/photo left) and Lutz Aigner (Hamburger Verkehrsverbund GmbH spokesperson/photo right) talking about the subject: “How many roads lead to Hamburg?”

A total of 160 guests spent an exciting, interesting evening at KLU accompanied by culinary delicacies.

OPEN DAY AT KLU
This year KLU hosted its first Open Day. Around 80 prospective students and their parents visited the campus on March 22. They took advantage of the opportunity to attend presentations by the professors and the president, KLU graduates, and current students. Later the visitors talked to KLU staff, students, and professors to inquire about the different study programs. They obtained a much better idea of what to expect during their time as KLU students. This event is designed for prospective students and their families and will be held again in 2015.
VERY BRITISH – LONDON CALLING
For the first time, the KLU organized a study trip to London this year. Why London? It started with an invitation from the International Maritime Organization, which invited KLU master’s students to visit the IMO Maritime Knowledge Center and learn more about safe, secure, and efficient shipping.

The International Maritime Organization (IMO) is the United Nations agency responsible for the safety and security of shipping and the prevention of marine pollution by ships. It is headquartered in the center of London.

The University of Westminster and Transport for London (TFL) organized a joint seminar especially for KLU students and a group of logistics students from the University of Westminster. KLU professors Alan McKinnon and Michele Acciaro accompanied the students on this special occasion. Situated in the heart of the city on an historical campus, the University of Westminster hosted a program in which Professor Mike Brown and five TFL project managers made presentations on different aspects of freight in London, road safety, emissions control, logistics services, and delivery and servicing plans. Transport for London is the organization responsible for the day-to-day operation of the British capital’s public transport, managing London’s main roads and the planning and building of new infrastructure.

Román Peláez, a M. Sc. in Global Logistics student, was thrilled. He said that “London is a city full of different styles and culture; the trip was enriching, fun, and motivating. I learned about the different achievements in the field of urban logistics and the maritime industry, and was able to expand my network and acquire more insight for my future career plans.”

BERLIN, BERLIN
This spring, some of the KLU management and global logistics students organized a study excursion to our capital city. The main purpose was to visit interesting companies and get some first-hand information about different businesses in the respective field of study.

The first stop was a Mercedes production site near Berlin. The students had the opportunity to view the production process of the Mercedes Sprinter cars and acquire insights into the logistics that is involved in steps such as body shell work, painting, and final assembly. The next stop was the Deutsche Bahn Bahntower at Potsdamer Platz. Here, the students were invited to attend a company presentation on DB Schenker, the logistics subsidiary. The focus was on topics such as green logistics and cargo, and passenger logistics on a global scale.

The next day, the group wanted to get some practical insight into the Deutsche Bahn Corporation. They were able to visit the ICE train warehouse and facility site. The students found that acquiring some first-hand information on the maintenance processes of DB was very interesting – some of them were even allowed to enter the driver’s cabin.

In the afternoon, they visited the biggest construction site in Germany: the new Willy Brandt Airport (BER) in Brandenburg. The students saw that the most expensive construction site in Germany is far from being finished. However, they enjoyed the view from the information tower and took a bus tour of the landing strips and taxi zones.
NEWBIE PHOTO COMPETITION
As part of a social media campaign and an informal getting-to-know-you activity before the new students join KLU, the university organized a photo contest entitled “Say Hello and Wave Goodbye”. All the new students were asked to send in photos of either the things they will miss the most or the things they cannot imagine being without at any cost during their time at KLU. 27 photos were submitted. A jury consisting of a student and two KLU employees picked their winners, and the KLU Facebook page’s followers joined in, too. With more than 11,000 “likes” just for the album and several mentions and shares, this was one of the most successful campaigns to date. The contest also gave the new students a chance to connect to each other and their new university at an early stage. From a marketing point of view, it introduced them to KLU’s work with the social networks as soon as possible.

MEET THE PROS
The Meet the Pros program has become a well-established supplement to the degree programs at KLU. During the 2013/2014 academic year, it generated many wonderful opportunities that allowed our students to experience the working world. KLU students visited a variety of interesting companies such as Tchibo GmbH and its large warehouse in Bremen and the exciting dockyard for mega yachts at Lürssen Werft GmbH. The two highlights for our M.Sc. 2015 students were their overnight excursions to Berlin and London. The groups spent an exciting two days visiting company sites, for example, Transport of London and BER, Berlin’s future airport.

KLU also invited a number of company representatives to come to campus and provide insights into their daily work and discuss possible options for students in their companies as part of the Meet the Pros program. The representatives were from companies such as DHL, SAP, Volkswagen, and Accenture.

The Meet the Pros program is expanding rapidly. Another part of the program involves voluntary groups of students who organize excursions and presentations at KLU for their classmates.
KLU PARTICIPATES IN THE HAFENCITY HSH NORDBANK RUN

On June 21, 2014, a group of 45 motivated KLU students, Ph.D. candidates, staff members, professors and alumni gathered in HafenCity to participate in the annual HSH Nordbank Run. Everyone was highly motivated and well prepared. As soon as all of the runners and walkers received their red KLU Team t-shirts, they made their way over to the starting line in front of the cruise terminal. This run was especially great for KLU, since it started and ended right in front of the university's building.

The participants from KLU were really lucky: as soon as they started at around 4 p.m., the sun came out and made the 4K run a beautiful sightseeing tour through HafenCity. Thanks to all the fans and supporters, everyone made it to the finish line in a happy mood.

To celebrate their accomplishment, the group met afterwards in the KLU foyer for drinks and snacks, while watching more and more teams cross the finish line on the other side of the windows.

The participants would like to thank Kühne Logistics University for sponsoring this run for the whole group. Part of the participation fee is donated to the Hamburg-based charity organization “Kinder helfen Kindern”, which supports children in the city.
INTERVIEW WITH VICTORIA HERZOG, GRADUATE M.SC. IN GLOBAL LOGISTICS NOW SUPPLY CHAIN MANAGER AT EDEKA

How did you approach the question: What do I want to do after graduation? Was there a moment when you knew: This is the job for me?
When I started with my studies at KLU, I was already sure that I wanted to work in the field of logistics, but I was wondering if it makes more sense to start on the operative level or on the consultancy level, where holistic optimization along the supply chain is the focus. Based on my work with the KLU Career Center, I developed a better understanding for the tasks I really like and the skills I can successfully apply, so I definitely knew which job I would like to have after the first year of the master’s program.

How did you find out which area/field you would like to work in?
Beside the rather theoretical approach to get to know my skills and interests in corporation with the Career Center, I discovered four different job fields within the two years of my studies while working as student assistant, intern and master’s degree candidate. This practical experience enabled me finally to define the field I would like to work in.

Which part of the master’s program helped you in your decision-making process?
Technically, the Supply Chain Management course and the Supply Chain Business Game helped me with my decision-making process. Skill-wise, the internship and the Career Center coaching were really helpful.

When did you start to apply for a job? When do you think is the right time?
I started to apply in April with the aim of having a job right after graduation. So starting four to six months before the target entry date seems to be reasonable.

What are your recommendations to the other KLU students?
Do you have any tips or hints?
Start to build a network as soon as possible, since it not only helps you in your job search phase but also in your work within supply chain management.

What exactly is your job description?
I am a supply chain manager at a German retailer. I focus on projects with a holistic optimization approach in which I can coordinate between different departments – from IT to procurement logistics – and maintain contact to suppliers.
INTERVIEW WITH JEETENDRA SHUKLA, GRADUATE M.SC. IN GLOBAL LOGISTICS AND NOW PART OF THE SUPPLY CHAIN ROTATIONAL PROGRAM AT DOW

How did you approach the question: What do I want to do after graduation? Was there a moment when you knew: This is the job for me?

Well, to answer this first question I made a list of the following questions for myself:
1. What is my skill set?
2. Is my past work experience in some way relevant to the jobs that I am looking for?
3. What college subjects were interesting for me (to decide on the field of work)?
4. My short-term and long-term goals (to find an industry or company I could identify myself with)

Once I knew the answer to these things, what I wanted to do after my graduation became pretty clear to me.

How did you find out in what area/field you would like to work in?

Considering my background in chemical engineering, working for a chemicals company in the supply chain area after receiving my master's in global logistics was the most logical choice. Also, once I answered the questions above (in my answer to your first question), it strengthened my belief about the field I would get the most job satisfaction in. This is how Dow became my best choice to apply for.

Which part of the master's program helped you in your decision-making process?

During the 3–4 trimester we found out a lot more about supply chains. This helped me make the specific decision on my career choice.

When did you start to apply for a job? When do you think is the right time?

Right after my master's thesis topic was confirmed, I started applying – around March/April. But it depends upon the person as well. My priority was to get the job first, whereas people can have other priorities. I can only suggest that starting early is beneficial.

What are your recommendations to the other KLU students? Do you have any tips or hints?

My recommendation to the students is that studying at KLU is one the most interesting experiences that you could ever have, so make the most of it. 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.

Knowing the exact type of company you want to work for can help you make your application list very concrete and that saves a lot of time, allowing students to make a good application which can convert an interview into a real job. Ultimately, it's not about just any job but getting the right job.

What exactly is your job description?

Since I was hired as part of the Supply Chain Rotational Program, I will be working on different projects related to supply chain improvement. At the end of the rotational program, I will be transitioned into one of the supply chain functions or businesses. The experience we acquire during the rotation assignments will give us the ability to explore the various aspects of supply chain in real-world scenarios.
INTERVIEW WITH MARIA TEJEIRO, GRADUATE M.SC. IN MANAGEMENT NOW WORKING IN CUSTOMER SERVICE & LOGISTICS AT HILL’S PET NUTRITION

How did you approach the question: What do I want to do after graduation? Was there a moment when you knew: This is the job for me?

After going to a German school in Colombia, one thing I have always wanted to do is to come to Germany to study in a master’s program. Sometimes during my studies I thought I wanted to go back home directly after graduation. But the truth is that you never know what will happen tomorrow. Slowly I began to feel that it was too early to go back and some kind of instinct told me that I needed to stay and look for a job. Truly, I found it senseless to go home without getting a real idea of what working in Germany means. It was a hard decision to make but so far, I haven’t regretted it.

Another dream was to work in supply chain management at a company in the consumer goods industry. After some applications, I was invited to an interview for a student job at Colgate-Palmolive. This brand is very strong in Latin America and it was already familiar to me because I used some of its products in Colombia. After the interview, I had a generally good feeling about the atmosphere, the offices and the people. I got the offer to work as a student until my graduation and direct entry afterwards in project support on a full time basis.

What exactly is your job description?

I am working in project support for customer service & logistics at Hill’s Pet Nutrition. We are a company in the Colgate-Palmolive Group and our mission is to expand and enrich the special relationships between people and their pets by providing the best, cutting-edge pet nutrition technology, products and expertise to pet owners, veterinary professionals and other key pet nutrition influencers worldwide. While supporting one of the projects that we have in this country, I am learning a lot about project management and logistics.

Which part of the master’s program helped you in your decision-making process?

Sincerely, it was the whole package. The courses, the teachers, the teamwork, the excursions, the exchange program – I would say the whole experience made me feel more confident. All the workshops about soft skills are amazing. They helped me to work on my personal branding, my negotiation skills, my body language, etc. Ultimately, when you are sitting in an interview and you know how to use those skills, the process becomes easier. I have improved a lot during my career and the KLU definitely boosted my soft skills.

When did you start to apply for a job? When do you think is the right time?

I started to apply about five months before graduation. You need enough time to prepare the whole application and if you are a foreigner, you need to work hard on the German language in order to write good application documents and succeed during the interviews. I personally think you should send only high quality applications no matter if it takes longer, because this increases your chances to get invited to an interview.

In addition, I think I had a stressful time while I was applying because I was also writing my master’s thesis and was working as a student in another company. This forced me to use the time efficiently. Although it was tight, this helped me to focus on my target. I also think that having different things to do during the application period makes you stronger during the whole process.

What are your recommendations to the other KLU students? Do you have any tips or hints?

I think you need to follow your instincts and look for passion. I accomplished my dream and now I feel satisfied with myself. Sometimes it is hard to find a dream, the one that you really want to turn into reality, but when you do you will be able to do whatever you need to get it. Although the process can be demotivating sometimes, you will be able to get up and continue. If that thing you want to achieve does not make you feel passionate, find another goal and don’t lose time.

Work hard, play hard – and be yourself!
INTERVIEW WITH OLIVER WANG, GRADUATE M.SC. IN GLOBAL LOGISTICS NOW STARTED AS A REGIONAL MATERIALS MANAGER AT HILTI

How did you approach the question: What do I want to do after graduation?
Initially, my plan was to enroll in a German language school to build my language skills. Afterwards, perhaps after finishing the B2 or C1 class, I planned to take my time and search for a job in Hamburg, since I would have 18 months to find a job in Europe. I thought that if I wanted to stay in Germany for work, I would have to speak German.

Was there a moment when you knew: This is the job for me?
As a non-EU citizen, actually I did not have many choices for a job. I have to compete with local German candidates, and my German is not perfect. I only applied for this one job and got it. The moment was when I met my competent managers and my lovely team members. They are very supportive and open. I feel like I belong, even though I am the only foreigner on my team. During the first weeks of my new job, I felt I was very lucky to get this job.

How did you find out in what area/field you would like to work in?
While writing my master’s thesis, I had plenty of time to search and think about what field I would like to work in. My thesis was about last-mile delivery, I was interested in 3PLs and carrier management. I also did some research on supply chain management, because normally the average salary is much higher and rising faster in the supply chain area compared to other fields.

Which part of the master’s program helped you in your decision-making process?
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.

When did you start to apply for a job? When do you think is the right time?
There is no right time to apply for a job. As long as you think you are ready and qualified for the job description, just go for it. I started to apply for this job in August, right after I finished my master’s thesis. At that time, I had just enrolled a German class, starting at the B1 level. My parents told me that if I didn’t get a job soon, I would have to go back to Taiwan and help them on the farm. So I gave it a shot.

What are your recommendations to the other KLU students? Do you have any tips or hints?
There were many training sessions and courses in these two years. I didn’t know what I wanted to do until my master’s thesis. There, I had plenty of time to think, search, and ask. So my recommendation is: please enjoy your student life, enjoy every moment of being a student. Being a student is great! You don’t have to wake up at 5 because of work. You don’t have stress because other colleagues have expectations from you. You always have many friends and buddies around. Yes, earning money and being independent is awesome, but you lose your freedom and time in exchange. You might have money but you won’t have time to spend it or enjoy it, and this may last for the next 40 years. After all, everything you are worrying about will be clear at the end. So study hard – but play harder.

What exactly is your job description?
Regional Materials Manager
Many articles featuring KLU have been published in well-known newspapers this year. Journalists consulted our expert professors and requested their opinions on current issues, and several research topics were covered extensively in the media. KLU is exceptionally active in social media like Facebook, YouTube, Twitter, LinkedIn, Xing and Instagram. With more than 8,000 followers to date on Facebook, KLU added over 1,000 fans in 2014.
Kein „Klein Klein“ mehr
in der Hochschulpolitik
Logistik bietet für jeden etwas

Hamburger Abendblatt

Mehr Studienplätze

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Handelsblatt
The Golden Auditorium in the Foyer of the KLU
In 2014, we laid the cornerstone for continued successful growth in the years ahead.

The German Council of Science and Humanities process for accrediting KLU that kept us in suspense during 2014 is a key milestone on our way to expansion. We expect to learn the results of the accreditation in April 2015 – and we are confident that we have satisfied the council’s rigorous standards in all categories.

Our successful appointment policy will also continue next year with additional appointments in the IT & logistics areas, for example. This will help us meet our goal of expanding the faculty to around 28 professors by 2018.

At the same time, we plan to double the number of KLU students from the current 200 to 400 by 2018. The Marketing staff is working hard to achieve this ambitious goal and visibly increase the number of students in 2015.

New international cooperations are also in the pipeline. For example, the in-depth talks required for creating a three-way master’s program between KLU, the University of Tennessee (Knoxville/USA), and Tongji University (Shanghai/China) will continue in 2015.
EXECUTIVE BODIES/IMPRINT

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