

## IM Survival Kit

Business Administration & Engineering (BAE) International Management

**This document explains to you what to expect of IM; how to study IM and how to find which information. Please read this document carefully.**

### What to expect of IM?

- IM is an international and interdisciplinary program that prepares you for working across cultures in technical industries. This means: You will develop engineering knowledge, management and marketing knowledge, and English language and intercultural skills. This interdisciplinary know-how makes you a much sought-after future employee and gives you excellent job opportunities in Germany and abroad.

### How does IM start?

- The core areas of your first semesters are:
  - English
  - Mathematics & Quantitative methods, Technical basics, Computer science & IT
  - Economics, Business Administration & Law

You need to develop knowledge in all three areas in order to be a successful IM student.

### How to be a successful IM-student (1<sup>st</sup> – 3<sup>rd</sup> semester)?

- 1<sup>st</sup> semester: English / Mathematics, Technical basics, Computer science / Economics
  - Make sure to attend the English language test. If you have not reached the required level: Make sure to do an additional course during your first semester.
  - Make sure that your knowledge in mathematics and related subjects is up to date. These are the technical and mathematical basics of your future studies.
  - Make sure to acquire knowledge on general economics.
- 2<sup>nd</sup> semester: English / QM, Technical basics, Computer science / Business administration
  - Attend your Advanced Business English class – it is the language basis for lectures.
  - Make sure that your knowledge in QM, technical basics and computer science is up to date. These are the technical and mathematical basics of your future studies.
  - Make sure to acquire knowledge on general economics & business administration.
- 3<sup>rd</sup> semester: Deepen your knowledge in all three core areas.

### How to study IM after I have passed the core subjects (3<sup>th</sup> – 5<sup>th</sup> semester)?

- 3<sup>rd</sup> semester: Prepare your internship and/or study semester abroad (→ see IM CrossCultural)
- 3<sup>rd</sup> + 4<sup>th</sup> semester: Your BAE-specific subjects will start (“Integrationsfächer”), e.g. Logistics, Production management. They link your 1<sup>st</sup> and 2<sup>nd</sup> semester subjects in business & engineering.
- 4<sup>th</sup> semester: You IM-specific subjects will start: Intercultural Engineering, International Industrial Engineering, International Technical Sales (→see IM CrossCultural for details).
- 5<sup>th</sup> semester: Register for International Negotiation Skills & Business Behavior (→ IM CrossCultural)

### Who is going to teach me in the IM specialization (6<sup>th</sup> / 7<sup>th</sup> semester)?

- International Marketing, Sourcing and Sales:  
Prof. Dr. Henning Hinderer; Prof. Dr. Udo Wupperfeld
- Intercultural & International Industrial Engineering  
Prof. Dr. Katharina Kilian-Yasin; Prof. Dr. Jasmin Mahadevan
- For your other professors and the rest of the team, please see: <http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/team/Seiten/Team.aspx>

### Important contacts:

- Head of Program: Prof. Dr. Jasmin Mahadevan → specific questions only (Fachberatung; oSB)
- Program Assistant: Ms. Dorothee Schmid → general IM-related questions
- Internship Advisors: Prof. Dr. Rebecca Bulander (A-K); Prof. Dr. Heiko Thimm, (L-Z)  
→ Process of how to do first internship (Vorpraktikum), Internship
- English language education: Ms. Gabriella Loveday → English language testing, levels
- Head of BAE International Exchange: Prof. Dr. Guy Fournier → study semester abroad
- International Office (Auslandsamt) → study semester abroad

Important note: First search information online (see below), only then make contact.

### What should I do if I have any questions?

- First: search information online – maybe your answer is there.
- Second: Contact the program assistant (Ms. Dorothee Schmid) during office hours: [dorothee.schmid@hs-pforzheim.de](mailto:dorothee.schmid@hs-pforzheim.de); Monday – Friday 9 – 12 a.m.; room T1.1.109
- Third: If Ms. Schmid sends you to someone else: Send an e-mail to your contact person and ask for an appointment. Always explain why you need an appointment. Always include your matriculation number and phone number.
- Fourth: If you have made an appointment: Always come prepared. Know what to ask.

## Where to find what?

- Program Information and Course Catalogue IM: [http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/Wirtschaftsingenieurwesen/Wirtschaftsingenieurwesen\\_International\\_Management/Seiten/Inhaltseite.aspx](http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/Wirtschaftsingenieurwesen/Wirtschaftsingenieurwesen_International_Management/Seiten/Inhaltseite.aspx)
- Overview and all links that you might need (WI → Studierende): <http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/Wirtschaftsingenieurwesen/Studierende/Seiten/Inhaltseite.aspx>
- Studien- und Prüfungsordnung (SPO) IM: [http://www.hs-pforzheim.de/De-de/Hochschule/Verwaltung/Download/Pruefungsamt/SPO/Documents/PO\\_2006\\_ba\\_t\\_anlagen\\_2011\\_01.pdf](http://www.hs-pforzheim.de/De-de/Hochschule/Verwaltung/Download/Pruefungsamt/SPO/Documents/PO_2006_ba_t_anlagen_2011_01.pdf), Page 37/38
- Exam questions: <http://www.hs-pforzheim.de/De-de/Hochschule/Verwaltung/Pruefungsamt/FAQ/Seiten/Inhaltseite.aspx>
- Syllabi: <http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/Qualitaetsmanagement/syllabi/IM/Seiten/Inhaltseite.aspx>
- Timetable: <https://hic.hs-pforzheim.de/Isf/rds?state=user&type=0>
- Internship process: <http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/Wirtschaftsingenieurwesen/Studierende/praxissemester/Seiten/Inhaltseite.aspx>
- Studying abroad: <http://www.hs-pforzheim.de/de-de/International/Seiten/Bereich.aspx>
- Career Center: <http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/career/Seiten/Inhaltseite.aspx>
- Team: <http://www.hs-pforzheim.de/De-de/Technik/Wirtschaftsingenieurwesen/team/Seiten/Team.aspx>