

MBA INTERNATIONAL MANAGEMENT

Business of today and tomorrow:
We help you tackle the challenges
of the 21st century



Content

Business of today and tomorrow	3
Why choose the Pforzheim MBA Int. Management	4
Curriculum at a glance	6
What you will learn – our program goals	8
PRME – Principles for Responsible Management Education	10
Your opportunity to study abroad	11
Internationals: Improve your language profile	12
Profit from our close collaboration with companies	14
Pforzheim University	18
The Business School	19
The City of Pforzheim	20
The Black Forest	21
Where we are – in the heart of Europe	22
Testimonials	24
Alumni – where are they now	24
Your MBA team	26
Application	27
Imprint	27

Business of today and tomorrow:

We help you tackle the challenges of the 21st century

Today's business world is changing at a rapid pace, and executive managers and employees are confronted with immense challenges: an intensifying globalization of economies, societies, environment, and cultures, the emergence of new technologies, the prevalence of information and communication technology in our workday lives and increasing public expectations with respect to firms' social and environmental responsibilities. The conditions under which executive managers have to act and make decisions are volatile and uncertain as never before.

Firms will only withstand future competition successfully if they are able to face these 21st century challenges head on by exploiting opportunities and minimizing risks. Firms and their executives must adjust flexibly and innovate to handle continuously changing conditions. It is the aim of the Pforzheim MBA International Management program to enable our students, as future managers, to meet these challenges for the benefit of their companies.

To achieve this, the Pforzheim MBA follows a two-tier strategy that will provide our students with a distinct competitive advantage for the business of tomorrow: an international, generalist and profound classical management foundation is integrated with the most relevant future topics: innovation management, sustainability and globalization.

On the following pages, you will discover how you can meet the challenges of the 21st century. We invite you to join the MBA International Management program at Pforzheim University to build your career – and a sustainable future.

Pforzheim University is state funded; therefore, we focus on the quality of participants, their cultural empathy and their willingness to perform – not on profits.



Why choose the Pforzheim MBA International Management? Ten reasons



1. Enjoy high quality education.

Ranked among the »TOP 10 International Master's Degree Courses – Made in Germany«, the Pforzheim MBA prepares you to take managerial responsibility. Our commitment to quality and continuous improvement was confirmed when we received the initial accreditation of AACSB International in July 2011. Pforzheim University Business School thus belongs to the elite group of institutions that have achieved business accreditation from AACSB International.

Less than 5% of business schools worldwide have earned this distinguished hallmark of excellence in management education. In Germany, only seven of approximately 200 university business programs are AACSB accredited.

2. Enhance your career opportunities.

The Pforzheim MBA opens broad new opportunities for career development. Are you open to meeting a new challenge? Have you experienced a slowdown in your learning curve? Are you unable to move ahead in your current company? The Pforzheim MBA will enable you to re-energize your career with new knowledge and skills, a new professional network, and a new brand association.

If you have a non-business background like engineering, humanities, or social sciences, the Pforzheim MBA prepares you to reorient your career towards business and management.

3. Focus on what you really need.

We deliver business competence, not just theory. Our professors do not only hold Doctoral, Ph.D. or Master degrees – they've worked for at least 5 years in senior management positions. Our teaching is based on research as well as on professional experience. Moreover, we offer soft skills training throughout your studies. Renowned guest professors from partner universities are integrated in our program.

4. Discover the business of tomorrow.

The Pforzheim MBA module system allows you to individualize your study to empower your strengths. We offer hot topics such as Sustainable Globalization and Innovation & Business. Our courses in business disciplines like Accounting, Finance and Marketing address the needs of tomorrow's business.

We prepare you to manage the big challenges of the 21st century for the benefit of your company and of society.

5. Get business insight.

Being surrounded in Pforzheim by some of the world's most powerful companies will allow you the opportunity to benefit from the experience of those with whom we cooperate. Company projects, visits and guest speakers are a vital part of our management education in Pforzheim.

6. Enjoy individual career advancement and coaching.

Our professors are your coaches, not only instructors. You will benefit from individual mentoring from a professor throughout your studies.

7. Globalize your network.

80% of Pforzheim MBA students are internationals, coming from all continents. Global, intercultural networking begins right in the classroom.

8. Enjoy international management and culture.

The Pforzheim MBA takes place in two different countries and cultures, with three semesters at Pforzheim University and one semester at one of our partner universities in the US, Latin America, Asia or Europe. You choose where you want to go. For students with a first degree from a German institution, it is compulsory to study the third semester abroad. For all other students, it is optional.

9. Get European insight – benefit from our Jean Monnet Chair.

The Pforzheim University Business School Jean Monnet Chair is an integral part of our MBA with lectures such as »European Economics & Political Relations« and »Doing Business in Europe«. Pforzheim University is the only business school with a Jean Monnet Chair for European Economic Integration in our federal state. Jean Monnet Chairs are teaching posts with a specialization in European integration studies which receive additional funding by the European Union. Our students can elect to focus on European Political and Business Issues in the third semester of study.

10. Get state-of-the-art education at a reasonable cost.

Pforzheim University is funded by the state government. Our intention is not to maximize profits but to provide sustainable management education for future generations. You get »more for less« – a highly recognized degree and skills for making a better business world.



Guest professor Paul Godfrey
Brigham Young University
USA

CURRICULUM AT A GLANCE

NON-BUSINESS GRADUATES START HERE

BUSINESS GRADUATES MAY START HERE

1. SEMESTER Foundations

Analytical Foundations and IT Management

Statistics for Managers (3)*
Information Management (3)

Foundations in Accounting & Finance

Financial Accounting (3)
Corporate Finance and Financial Analysis (3)

Foundations in Business Functions

Marketing (3)
Supply Chain Management (3)
Human Resources Management (3)

Foundations in Economics

Macroeconomics (3)
Microeconomics (3)

Management Skills I

Scientific Writing and Literature Research (2)
Presentation Skills (1)

2. SEMESTER Advanced Business Topics & Specializations

Innovation and Business Dynamics I

Determinants of Innovation Performance (6)

Sustainable Globalization I

Global Economic Integration (3)
Responsibilities for Sustainable Development (3)

International Business Development (6)

Business Controlling in an International Context (6)

Management Skills II

Project Management (3)

Free choice – min. 3 credits

Management Skills Electives

Negotiation Skills (1)
Decision Making (2)
Change Management (2)
Leadership (2)
Cross Cultural Communication (1)

3. SEMESTER Individual Concentration/ Study Abroad Semester

Innovation and Business Dynamics II

Product Development & Design (5)

Sustainable Globalization II

Corporate Responsibility & Sustainability Management (5)

Strategic Management (5)

ELECTIVES

Company Project / Project Work (6)

Accounting & Finance

International Financial Reporting Standards (6)
Advanced Corporate Finance (3)

European Perspectives

European Financial Markets (3)
Doing Business in Germany & Europe (3)
European Economics & Political Relations (3)

Marketing

Integrated Marketing Communication (3)
Brand Management (3)
Sales and Distribution Management (3)
Service Marketing (3)
B2B Marketing (3)

Electives – choose 15 credits

4. SEMESTER Management Simulation & Thesis

Management Simulation (5)

[blocked at the beginning of the semester]

MBA Thesis (22) / Colloquium (3)

All Semesters: Company Visits, Field Trips, Companies in Classroom, Campus X (career day)

All Semesters – optional: Language Institute German as a Foreign Language / 2nd Foreign Language

*The numbers in brackets show the credits according to the European Credit Transfer System (ECTS).
Student workload: 30 ECTS Credits per semester.

For detailed information on course contents see: www.hs-pforzheim.de/mba-im/courses

What you will learn – our program goals

Upon completion of the Pforzheim MBA International Management program, our graduates...



Business Knowledge and Management Skills

- ...have profound expertise in business functions and management skills to manage integrated business processes.

Analytical Competencies, Critical Thinking and Problem Solving

- ...are capable of developing innovative and effective solutions for complex tasks in an unfamiliar and volatile business environment.

Project Management, Capacity for Teamwork and Leadership Skills

- ...are able to manage complex projects efficiently, to further develop business organization, to effectively work in teams and to take on managerial responsibilities.

Communication Skills

- ...are able to communicate complex topics, theories, concepts and solutions both orally and in writing in a clear, logical and convincing manner.

Ethical awareness

- ...recognize ethical problems that can arise from business activities and devise appropriate solutions.



Innovation Management

- ...are able to gauge a company's potential for innovation and change, to stimulate innovative processes and to manage the implementation of innovation.

Sustainable Globalization and Corporate Social Responsibility

- ...are able to identify, analyze and handle the challenges of global sustainability and develop awareness for social and corporate responsibility.



Library Business School / MBA class of 2012

PRIME Principles for Responsible Management Education

The Pforzheim University Business School belongs to the worldwide first 100 educational institutions that have subscribed to the United Nation's global initiative »Principles for Responsible Management Education« (PRIME). The initiative was founded in July 2007 under the patronage of the secretary general of the UN, Ban Ki-Moon.

The mission of the PRIME initiative is to inspire and champion responsible management education, research and thought leadership globally.

Pforzheim Business School is actively engaged in implementing the PRIME. Topics related to corporate responsibility and sustainability have a long tradition at Pforzheim University and have been pushed by our intensive teaching and research activities in this field.

By participating in the PRIME, Pforzheim University Business School aims to further strengthen its engagement and to integrate existing activities in a systematic approach of implementing corporate responsibility and global sustainable development issues in all degree programs. Moreover, in close cooperation with leading corporations in these fields, we investigate future ideas and topics.



Brighton



Monterrey



Macao

Your opportunity to study abroad

To gain additional international experience, you have the opportunity to choose from a variety of partner universities in the 3rd semester. For students with a first degree from a German institution, it is compulsory to study the third semester abroad. For all other students, it is optional.

Partner Universities:

Europe

- École Supérieure de Commerce de Tours, Poitiers (ESEM), France
- Grande École de Commerce et de Management, ESC Clermont, France
- Instituto Superior de Ciências do Trabalho e da Empresa (ISCTE) Lisbon, Portugal
- University of Brighton, United Kingdom
- University of Ljubljana, Slovenia

Americas

- Instituto Tecnológico y de Estudios Superiores de Monterrey (EGADE), Mexico
- University of South Carolina, Columbia, USA

Asia - Pacific

- Indian Institute of Foreign Trade (IIFT), New Delhi, India
- Indian Institute of Management (IIM), Ahmedabad, India
- Indian Institute of Science, Bangalore (IISc), India
- University of Gadjah Mada (UGM), Yogyakarta, Indonesia
- University of Macao, China



Prof. Dr. Thomas Cleff



Jochen Ebert



Kerstin Januschewski, MBA class of 2011

"I had the chance to spend my semester abroad at the Moore School of Business, one of the 100 best business schools in the world. I took great courses from various fields such as economics, strategic management and marketing. Outstanding was the business simulation class. Talking about leisure time, American Football with the »Gamecocks« was one of the highlights. It was a great experience and I can really recommend a semester abroad at the University of South Carolina."

Your contacts for the study abroad semester are

Prof. Dr. Thomas Cleff & Jochen Ebert Dipl. Wirt.-Ing. (FH)

Added value for international MBA students – Learn German and improve your language profile

Tailored to students' needs

Pforzheim University's Institute of Foreign Languages offers a wide range of courses in German as a Foreign Language, tailored to your individual needs.

One of our objectives is to encourage our international MBA students to improve their language profile by acquiring good basic skills in German. Through a placement test, we will determine your skill level in the German language and arrange for suitable classes.

If you start without previous knowledge of German, we recommend that you opt for an intensive beginner's course starting three weeks before the start of the lecture period; however, we offer an additional beginner's course within the lecture period as well.

All levels of German courses are fully integrated into the MBA schedule. Thus, you will have access to these classes without any schedule conflicts with the regular MBA course offerings.

The different levels are based on the learning objectives that will be achieved by the end of the respective course, corresponding to the »Common European Framework of Reference for Languages« (CEFR). Please see the descriptions as well as the Goethe Institute equivalents at <http://www.goethe.de/enindex.htm> > »Our Examinations«.



German language »Booster« – our unique one-year intensive program German

**Are you a prospective student with little or no knowledge of German?
Are you looking for a way to learn German faster?**

Go for our one-year intensive program!

At the end of one year, you will have acquired skills equivalent to CEFR-level »B2«. This corresponds to the Goethe Institute's »Zertifikat für den Beruf«, sufficient for meeting the language requirements necessary for completing an internship with a German company.

YOUR SCHEDULE FOR THE »BOOSTER«, starting always in September

1. STEP

15 intensive days in September – before the start of MBA classes
Course: LAN1181 German 1 – CEFR-Level A1 / Basic User

2. STEP

10 contact hours per week during the Winter Semester
Courses: LAN 1002 German 2 – CEFR-Level A2 / Basic User
LAN 1083 German 3 – CEFR-Level B1 / Independent User

3. STEP

15 intensive days in February and March – before your MBA classes will continue with the second semester
Course: LAN 1184 German 4 – CEFR-Level B2 / Independent User

4. STEP

4 contact hours per week during the Summer Semester
Course: LAN 1005 German 5 - CEFR-Level B2 / Business

Profit from our close collaboration with companies!

Company Projects

Being surrounded in Pforzheim by some of the world's most powerful companies will allow you the opportunity to benefit from the experience of those with whom we cooperate. Company projects, visits and guest speakers are a vital part of our management education in Pforzheim.

In their third semester our students may choose to participate in a company project. Last year, a very exciting company project was established in the field of Corporate Social Responsibility (CSR). Students of our MBA class 2011 designed a concept for the development of sustainable model villages in southern India for Bayer CropScience (a subsidiary of Bayer AG). For their outstanding work, the students won the SWP (Stadtwerke Pforzheim) Award for »Best Project 2010«.

In the field of international sales and marketing, our MBA class 2011 students worked on a project with UHU, an international glue and adhesives manufacturer. The students dealt with topics like »Entertaining and Handling the traditional Trade« and »Active Protection of Brands against Counterfeits«. The outcome was very valuable for the company and also gave the students an insight into the challenges that companies operating internationally face.

Companies in classroom

The Pforzheim-Stuttgart region is not only well-known for large, multi-national companies, but also for small and medium-sized hidden champions. As an important element of company contacts, we regularly invite managers of companies into our classroom. This gives our students the opportunity to discuss current business issues and career perspectives with high-level executives.



Dr. Alois Seidl, President Schlenk Metallic Pigments GmbH, discussed current challenges of strategic management at Schlenk AG with Pforzheim MBA students and informed about entry-level opportunities

Julian Henco, Sales Director Europe and Middle East Asia of Hansgrohe, talked about emerging markets and international careers at one of the world's largest faucet and shower manufacturer



Dr. Uwe Brekau, Corporate Social Responsibility, Bayer CropScience AG

CSR Project kick-off at Bayer CropScience AG, Monheim

Final presentation in front of Marketing Director and International Sales Director of UHU

"The students of the MBA program in Pforzheim did a great job. Their performance in our CSR project really exceeded our expectations."

"What could be more international than Chinese and Indian students working together with German professors towards the betterment of society? Since we are all students of international management, Pforzheim was the obvious choice for the proximity to the heart of business hubs such as Stuttgart and Karlsruhe." (Project group Bayer CropScience)

MBA Alumni meet current MBA students

This regular event brings together MBA Alumni and current MBA students. MBA Alumni report on the experiences they gathered after graduating from Pforzheim University. This networking event helps our students to make contacts for internships, master theses or future jobs.



Profit from our close collaboration with companies!

Company visits

Learning experience does not only take place in the classroom. Our MBA provides students with the opportunity to gain insights into manufacturing and business processes of multinational corporations and of hidden champions that are located in Southern Germany. Plant tours, presentations and direct contact with managers and HR personnel help our students to get an idea of German industry. Examples from the recent semesters are company visits to Daimler, Bosch, Merck, EADS or Wafios.

Guided tour at a traditional German brewery »Alpirsbacher Klosterbräu« followed by the CEO's report on marketing strategies



Sustainability in practice: Visit at Juwi, a leading enterprise in the renewable energy sector



»Corporate Social Responsibility« course at the CSR department of Bosch, Stuttgart



MBA at the Merck headquarters. Dr. Maile invited the MBA students to the Merck AG, pharmaceuticals and chemicals. Dr. Maile teaches Product Development and Design in our MBA.

Enjoy our field trips!

Along with our company visits you always get in touch with the German and European culture. Experience medieval cities, beautiful nature and public institutions.

Plant tour at Daimler AG with visit of the Mercedes-Benz Museum in Stuttgart



Class 2011 visited the European Central Bank in Frankfurt/Main



MBA class of 2012 at the Lake Constance after company trip to EADS



Trip to medieval town of Tübingen after company visit at Wafios in Reutlingen, hidden champion in wire and tube Processing technology



In Strasbourg, France, the students participated in a parliamentary session of the European Parliament and discussed on current problems of the European Union with the Vice President of the European Parliament

The Pforzheim University

The University dates back to 1877 and consists of three schools: the School of Design, the School of Engineering and the Business School. The three schools offer a large number of Bachelor and Master degree programs, all of which emphasize interdisciplinary thinking and cooperation among faculty, economists, lawyers, engineers, designers and experts from various sectors.

Our institution is characterized by the high academic qualifications and practical experiences of our in total more than 400 professors, associate lecturers and staff, who intensively guide our 4500 students, right from the start of their studies.

We also enjoy close cooperation with the surrounding business community and beyond, giving our students a unique study experience. Pforzheim University has an outstanding reputation among Germany's leading companies.

Applied research projects such as those carried out by our Institute for Applied Research, the Steinbeis Transfer Centers and our Jewelry Technology Institute contribute to a practical approach.

The Business School

If you are looking for an outstanding, practice-oriented degree with an excellent reputation and if you are willing to work hard to achieve this while having fun and improving your self-confidence in the process, then we are the right school for you! Our business programs have been running successfully for almost 50 years, and we have graduated approximately 12000 students. With 2700 students and 85 full-time professors, the school is among the largest business schools in Germany.

We are able to offer a broad and attractive range of Bachelor and Master degree programs due to our size and our highly qualified and professionally experienced staff. Moreover, we enjoy interdisciplinary relationships with the Pforzheim University's School of Engineering and School of Design as well as with numerous partner universities abroad. The broad spectrum of competencies offered by our faculty ensures clear competitive advantages. When professors are appointed, teaching skills and commitment to excellence are as important as academic qualifications and professional experience. Subsequently, students benefit not only from the academic, research and practical skills of their professors, but also from their dedication.

Positive synergy effects through the linking of theory and practice are documented in many projects and research activities, carried out in cooperation with the business and research community. The emphasis on practical experience is achieved through internships, project work, and Bachelor and Master thesis projects in close cooperation with companies in Germany or abroad. Pforzheim Business School is AACSB accredited. Moreover, all of our study programs are approved by the State of Baden-Württemberg and accredited by state-recognized accreditation agencies. The excellent educational standard and methods, good study amenities and our focus on the job market have been very successful, repeatedly demonstrated through various rankings and ratings (e.g., Wirtschaftswoche, Centre for Higher Education Development (CHE) / Die Zeit).



Welcome to Pforzheim – Gold City – Gateway to the Black Forest

Welcome to Pforzheim in the state of Baden-Württemberg, southwest Germany. The city forms the northern gateway to the Black Forest. Famous as the center for the German jewelry, watch and silver goods industries, Pforzheim is also known as the »Goldstadt« (Gold City). In Pforzheim, the centuries-old traditions of the jewelry and gold guilds converge with the design and high-tech industries.

The state of Baden-Württemberg is one of Europe's most innovative and globalized regions. Many internationally renowned corporations such as Daimler, Porsche, Bosch, SAP, Zeiss and Würth are located in this area. The region also benefits from a powerful backbone of small and mid-sized enterprises, among them many hidden champions. Pforzheim offers a variety of culture and tourism opportunities, including the city's theater, library, several museums, parks and trails. Additionally, the surroundings offer excellent recreational opportunities. The »Gold City« is an ideal starting point for discovering Germany and the rest of Europe.

Don't miss out on the nightlife and student life here in Pforzheim: numerous clubs, bars and restaurants welcome you to relax and get to know your fellow students.

The Black Forest

About 200 kilometers long and 60 kilometers wide, the Black Forest is one of the biggest and best-known holiday regions in Germany. Several typical things that you might associate with Germany originate in the Black Forest region: Black Forest cake, cuckoo clocks, Bollenhut hats, Black Forest ham, and the Black Forest barmaids.

With its beautiful and varied landscape – hills, lakes, rivers and gorges – the Black Forest offers a multitude of sporting activities. In summer, options include:

- hiking
- climbing
- biking
- paragliding or hang-gliding

In winter, with heavy snowfall you can participate in winter sports, such as:

- alpine and cross-country skiing
- snowboarding
- winter hiking / snowshoeing





Testimonials – what our students and alumni say



Madhwendu Shekhar, Program Manager / Associate Business Manager, Infosys Germany, Stuttgart, MBA Alumnus 2003

The international character of this program in the European environment was the main reason for me to opt for the MBA program at Pforzheim University. The combination of practical approach based on industry requirements, as well as continued focus on further innovation, makes this program very attractive. Close interaction with industry during studies through visiting professors and company projects are of great help in employment possibilities.



Sherif Ali, MBA class of 2012, Egypt

It was a very important decision in my career to join the MBA program at HS Pforzheim. The reputation of the business school encouraged me a lot, as well as the outstanding professional experience of the professors. The international atmosphere and the diversity of students' backgrounds are very motivating. It really prepares us to add value to our world.



Vishal Gajjar, MBA class of 2011, India

Through the Pforzheim MBA, I gain professional business expertise and intercultural competence to master the diverse challenges of a rapidly integrating, globalizing world economy. I can now develop and articulate new ideas and concepts thanks to active discussions and debates in class. Studying MBA will not only help me dissect business problems, but also help me identify the roots of a problem. Moreover, I did not find any MBA program so exclusive but yet most cost effective.



Kim Dobbie Neuer, Vice President, Finance, The New 42nd Street (The New Victory Theater), New York, MBA Alumna 2009

Coming to Pforzheim was a great decision – the coursework and teaching are outstanding, and working in international teams is an invaluable experience. While there, I had fabulous work opportunities at SAP and Fraunhofer, helped to create and teach in the new Summer School program for undergrads and visited some of the top EU and German institutions. All of this, coupled with my previous management experience, positioned me for a great new job. And best of all, I am enriched by many new friends-for-life from many countries and many backgrounds.



Qiong Wang, MBA class of 2011, China

The Pforzheim MBA gives me a precious opportunity to experience and learn about different cultures every day from my dear colleagues from all over the world. The professors here not only have outstanding academic backgrounds, but are also interconnected with business and share their real-life experiences with us. They're dedicated and care about the students.



Yamel Lima Baquero, Process and Quality Consultant, Daimler AG, Stuttgart Germany, MBA Alumna 2003, Mexico

The contents of the MBA program are strongly enriched through the amount and diversity of experiences of international students. The international team work was a great preparation for the international activities within my job. The MBA program at the well reputed university has provided a leadership point of view to my technical background.

MBA Alumni – where are they now

Our MBA qualifies its participants for professional careers in the international business world as executives and entrepreneurs. Our alumni work at companies such as:

- Accenture
- Alcatel
- Atlas Trading Co. Ltd.
- BearingPoint
- Commerzbank AG
- Daimler AG
- Eurocopter Deutschland GmbH
- General Electric Group
- Gureli Certified Public Accountants Co. – Baker Tilly International
- Hewlett Packard
- Boston Consulting Group
- IBM
- GfK AG
- World Minerals, Imerys Group
- Innovative Energy Group
- J.D. Power and Associates GmbH
- KAR Construction Group
- Ernst & Young
- Maruti
- MANN+HUMMEL GMBH
- Mitsubishi UFJ Securities
- National Grid USA
- Pfizer
- Infosys
- Robert Bosch GmbH
- Roland Berger Strategy Consultants
- RWE AG
- SAP AG
- Villeroy & Boch AG
- Valeo
- Wacker Chemie AG

Your MBA team

Prof. Dr. Kai Alexander Saldsieder,
MBA (HMC)
Company Contacts and Projects

Jochen Ebert, Dipl. Wirt.-Ing. (FH)
Coordinator International Programs
Business School

Prof. Dr. Harald Strotmann
Co-Director
MBA International Management

Sascha Eichelkraut, Dipl.-Pol.
Coordinator
MBA International Management



Prof. Dr. Katja Rade
Projects and Recruiting

Sabrina Mitrasch
Office Management

Prof. Dr. Matthias Kropp
Director
MBA International Management

Julia Schulz, MBA
Coordinator
MBA International Management,
Marketing Master Programs

Contact

Phone + 49 (0) 7231-28-6146 / + 49 (0) 7231-28-6524

Fax + 49 (0) 7231-28-6666

Email mba@hs-pforzheim.de

Application

Application deadline

June 15 for Winter Semester (start: end of September/early October)

December 15 for Summer Semester (start: Mid-March) – business graduates only

Applications for the MBA program are reviewed on a rolling basis throughout the year.

Early applications are encouraged. Applications after deadline on space available basis.

Application Requirements

- Undergraduate degree (above average performance)
- 2 years professional work experience after first university degree
- GMAT score: 550
- TOEFL score: 100 (IBT)
- 2 letters of recommendation
- Motivation letter plus essay on extracurricular activities

Tuition fees € 900 per semester for the intake summer semester 2012
€1600 per semester planned for the intake winter semester 2012/13

Application address

Hochschule Pforzheim / Pforzheim University
MBA International Management
Tiefenbronner Str. 65
75175 Pforzheim
Germany

Imprint

Published by Hochschule Pforzheim / Pforzheim University
Fakultät für Wirtschaft und Recht / Business School

Editor: Prof. Dr. Matthias Kropp, Prof. Dr. Harald Strotmann

Organization: Matthias Kropp, Harald Strotmann, Kai Saldsieder, Julia Schulz, Sascha Eichelkraut, Jochen Ebert. Thanks to all who have contributed, special thanks to Kim Neuer for proofreading.

Photos: Hochschule Pforzheim (Michael Karalus), Kultur- und Tourismus GmbH Gengenbach, Schwarzwald Tourismus GmbH, Stadtmarketing Pforzheim (Tilo Keller), S. 20 Pforzheim (Hild), Grafik S.22/23 – Wikipedia: Karlsruhe (meph666), Strasbourg (Jonathan Martz), Stuttgart (Utrecht), Frankfurt (Nicolas17), Heidelberg (Christian Bienia), Paris (Ross), München (Hofres), Zürich (Hirzel), Tübingen (Edmund Kupczak), Freiburg (Norbert Blau)), Wien (Gryffindor)

Graphics: Jürgen Stephan

Print: Stober GmbH / Printed on RecySatin, made with 80% recycled paper



4th Edition 2011

HOCHSCHULE PFORZHEIM UNIVERSITY 

MBA International Management

Tiefenbronner Str. 65

75175 Pforzheim / Germany

www.hs-pforzheim.de/mba