

M.Sc.

M.Sc.



Master Program in Management (M.Sc.)

part-time



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HHL – Your path to success

In 2011, we extended our portfolio of innovative study programs by introducing the part-time Master Program in Management (M.Sc.). As a young professional you can gain a state-of-the-art, hands-on management education and improve your career chances with an internationally recognized degree without giving up your job. Weekend-based teaching units in combination with residential weeks that suit your working schedule allow you to advance professionally and academically at the same time. You can expect a program which is focused on practical aspects of business management and at the same time is based on latest research results. At the end of the degree program you will be able to deal with complex business questions drawing from a solid theoretical and methodological foundation.

Don't miss the chance to boost your career with the part-time M.Sc. at HHL!

Founded in 1898, HHL is a university-level institution that is considered to be one of the first business schools in the world. Today, the school ranks amongst the leading international business schools. Accreditation by AACSB

International further underscores HHL's quality standards.

As HHL student you will benefit from the holistic "integrated management" approach, which not only provides you with rigorous academic input, but most importantly helps you to develop those key qualifications which are essential for a successful management career in a globalized world: working and communicating effectively in international teams, making responsible decisions, and meeting challenges with creativity, sensitivity and initiative. We at HHL take great pride in our excellent study environment. HHL students are guaranteed personal supervision and guidance at a level achieved by only a few business schools around the world.

We are looking forward to people like you, who will enhance our reputation while you embark on an outstanding career in business. In return, we offer you more than just a top degree: you will become a lifelong member of the HHL network.

Professor Dr. Andreas Pinkwart,
Dean of HHL – Leipzig Graduate School of Management

HHL AT A GLANCE



HHL – Germany’s first address in business education

HHL is not only Germany’s oldest business school, but it is also one of the country’s leading management institutions. It offers international business education based on the highest academic standards.

Yesterday – HHL the birthplace of management education

HHL – Leipzig Graduate School of Management, founded in 1898, was the birthplace of modern management education. Since its foundation, HHL has been committed to rigorous management instruction and research. After the peaceful East German revolution, which started in the streets of Leipzig, HHL rediscovered the entrepreneurial spirit of its founding days and was restructured as a high-performing private business school – again with full university status.

Today – HHL among Germany’s top business schools

Since its refounding, the philosophy behind all HHL programs has been to focus on the students by offering close student-faculty interaction, in-depth business and academic experiences, while at the same time developing

students’ leadership potential and networking skills. Our graduate academic programs are fully accredited.

M.Sc. (full-time)

Master Program in Management, 24 months

M.Sc. (part-time)

Master Program in Management, 24-30 months

MBA (full-time)

Master Program in General Management, 18 months

MBA (part-time)

Master Program in General Management, 24 months

Dr. rer. oec.

Doctoral Program, 36 months (standard)

HHL EXECUTIVE

Executive education, company-specific programs

Tomorrow – HHL among the top European business schools

At HHL we continue to build on our highly successful model and reputation for excellence. We update our curriculum according to the needs of global employment markets

to further internationalize our expertise and keep HHL at the forefront of business education and professional training. We invite you to become part of HHL's promising future.

RANKING / ACCREDITATION	QUALITY IN TEACHING	INDIVIDUAL ATTENTION	PROFESSIONAL PERSPECTIVES	CAREER SERVICE	INTERNATIONALITY & NETWORK
<ul style="list-style-type: none"> Ranked among top German business schools First German private business school to receive AACSB accreditation 	<ul style="list-style-type: none"> Internationally recognized faculty Excellent ratings for quality of teaching Small classes, high-performance teamwork 	<ul style="list-style-type: none"> Excellent student-faculty ratio Mentoring by alumni 24/7/365 access to campus, computer pool and library 	<ul style="list-style-type: none"> Outstanding network of business professionals and alumni from around the world Guidance for next career level Over 120 start-ups founded by HHL graduates 	<ul style="list-style-type: none"> Career support for current students and alumni Career path modeling through individual counseling Branch mentoring supported by HHL alumni 	<ul style="list-style-type: none"> Over 100 leading partner universities 30 % international students from 5 continents Lecturers and business professionals from all over the world



Financial Times has ranked HHL's full-time M.Sc. Program as No.3 in Germany and No. 38 worldwide. (Financial Times Masters in Management 2010 Ranking)



HHL has the most satisfied students among German business schools. (trendence Institute, 2010)



HHL is ranked among Germany's top ten business schools. (junge karriere, 2009)



In the Germany-wide CHE university ranking HHL's Master programs score highly in the categories „Practice-orientation“ and „International Focus“. (CHE Ranking, 2011)

Comment



“Roland Berger regularly and successfully recruits HHL graduates. Not without reason: HHL is among the leading business schools in Germany. It is impressive that HHL was able to build this reputation within a remarkably short time, since its re-foundation in 1992.”

Prof. Dr. Burkhard Schwenker, CEO Roland Berger Strategy Consultants



Comment



"For me, HHL's part-time M.Sc. Program offers the chance to create synergies between my job as a consultant and qualifying myself in theoretical management skills. This relatively new and in Germany almost unique concept allows me to put an interactive focus on learning in a stimulating atmosphere and to avoid the disadvantages of full-time distance learning. Moreover, the wide-spread HHL network provides me with valuable contacts."

Adrian Bründl
PricewaterhouseCoopers,
Consultant
HHL part-time M.Sc. student

Grow academically while working

You have successfully completed the first step towards a management career: a Bachelor in business or related subjects, and gained initial work experience in the business world. Now you want to sharpen your profile, deepen your management know-how and enhance your leadership skills with an internationally accepted degree while continuing to work. Set your sights on HHL and apply for the part-time Master Program in Management (M.Sc.) at one of the oldest and leading business schools in Germany.

HHL's M.Sc. Program will provide you with a great competency package that helps you to succeed professionally. First, you will acquire excellent academic management knowledge and skills based on a general management approach and the latest research methods. Second, you will enhance your ability to think critically, evaluate, analyze, and interpret information to find valuable solutions to real-world and research problems. Third, you will learn about effective and responsible leadership to help you meet the challenges of managerial responsibilities in a complex globalized world.

Last but not least, you will understand and evaluate ethical issues and situations based on theoretical and methodological foundations.

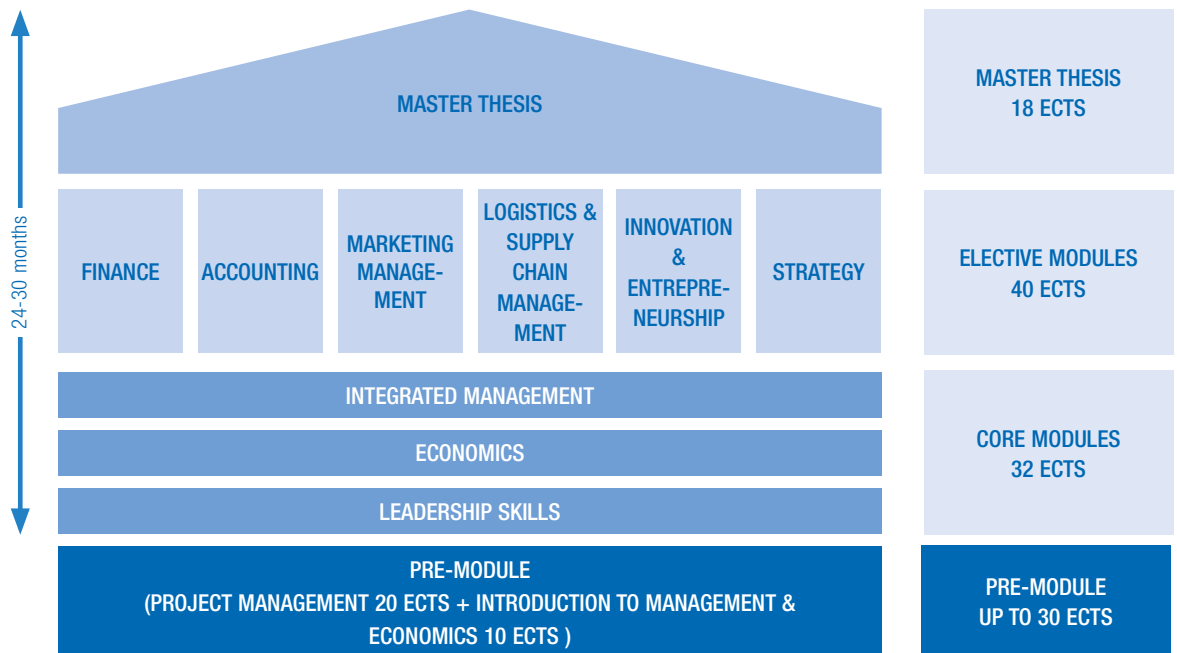


As part-time M.Sc. student at HHL you gain more than sound academic knowledge and skills. What really makes studying at HHL unique is the network of participants in each class who enrich each other through their different backgrounds, while at the same time sharing similar goals along the path to success. This lifelong network continuously supports you even after you have completed your studies.

PROGRAM DESIGN

HHL's part-time M.Sc. Program is designed to prepare effective and responsible business leaders for the challenges of the 21st century. The curriculum is structured into three parts:

Core Modules, Elective Modules, and your Master Thesis. The two-year program comprises 90 ECTS credit points in total.



Core Modules:

The compulsory core modules will familiarize you with advanced academic knowledge in the area of business management and economics combined with courses to strengthen soft skills e.g. in the module “Leadership Skills”. Students from different business backgrounds use these courses to find a common language and learn about state-of-the-art management methods. Three compulsory core modules introduce you to general management concepts and functions.

Elective Modules:

You have to select five out of six elective modules. By combining different functional

perspectives, the elective modules deepen and broaden your knowledge in an integrative way. This approach ensures that you gain expertise in your personal fields of interest and learn to select and combine a variety of research instruments and management tools. Each elective module focuses on topics which address current academic research topics as well as current challenges of managerial practice.

Master Thesis:

The master thesis is a cornerstone of our academic approach within the part-time M.Sc. Program. You will combine a topic from your personal managerial experience with the lessons learned during the study modules to write an academic paper.

Pre-module

Students with a first degree with less than 210 ECTS have to take a pre-module. This module consists of two sub-modules, which are offered separately and can be studied according to your need for additional credit points.

Sub-module 1

Project Management (20 ECTS)
This module can be started right after admission to the program

Sub-module 2

Introduction to Management and Economics (10 ECTS)
September – January

PROGRAM SCHEDULE



Comment



"I have chosen HHL because of its excellent reputation and the unique master program. First, I believe that the content of the M.Sc. program is a perfect complement to my B.Sc. in Business Information Technology and my work as IT consultant at Accenture. Secondly, the weekend structure of the program enables me to combine my demanding job with my studies. My employer supports me in achieving my two main goals: to improve my managerial skills and to further grow personally."

Lukas Jenny
Accenture, IT consultant
HHL part-time M.Sc. student

A curriculum that fits your needs

HHL's part-time M.Sc. Program is perfectly structured to meet your individual needs and interests. It takes your time constraints and job responsibilities into consideration; hence the courses take place on 28-32 weekends over a two-year period*, ensuring continuity and a workload that is predictable. Additionally, four residential weeks are scheduled to allow all program participants to get to know each other and to study together.

The residential weeks will take place in Spring and Fall of each year. Besides these teaching units on campus, individual and group work on case studies and presentations will be an important part of the program.

* With the support of your company and/or working part-time, you will be able to finish the program within 24 months. For full-time employees we offer a flexible program length of up to 30 months without additional tuition fees.

First Year (Term 1-4)

2 residential weeks at HHL

Introduction week in March
Second week in Fall

14-16 intensive weekends at HHL

Friday 12.30 p.m.-
Saturday 4.30 p.m.

Second Year (Term 5-8)

2 residential weeks at HHL

Spring and Fall

14-16 intensive weekends at HHL

Friday 12.30 p.m.-
Saturday 4.30 p.m.

DESCRIPTION OF MODULES

Compulsory Core Modules

Three compulsory core modules are the foundation for your M.Sc. at HHL. Within these modules you will deepen your general management knowledge and understanding of busi-

ness and economics. Furthermore, you will gain state-of-the-art leadership skills and practical experience.

PRE-MODULE	INTEGRATED MANAGEMENT	ECONOMICS	LEADERSHIP SKILLS
PROJECT MANAGEMENT (20) INTRODUCTION TO MANAGEMENT & ECONOMICS (10) (FOR APPLICANTS WHO DO NOT FULFILL THE REQUIREMENT OF 210 CREDITS)	FINANCE MANAGERIAL & INTERNATIONAL FINANCIAL REPORTING MARKETING & CUSTOMER RELATIONSHIP MANAGEMENT LOGISTICS BUSINESS STRATEGY ENTREPRENEURSHIP HUMAN RESOURCE MANAGEMENT	MACROECONOMICS MICROECONOMICS RESEARCH METHODS MICROECONOMICS OF COMPETITIVENESS: FIRMS, CLUSTERS, AND ECONOMIC DEVELOPMENT	PROBLEM SOLVING & COMMUNICATION NEGOTIATION BUSINESS ETHICS
UP TO 30 ECTS	16 ECTS	8 ECTS	8 ECTS

Elective Modules

Your elective modules provide you with advanced management knowledge and skills. In order to meet your individual needs and

interests, you can choose five out of six elective modules:

FINANCE CORPORATE FINANCE AND RISK MANAGEMENT CORPORATE VALUATION 8 ECTS	ACCOUNTING ADVANCED INTERNATIONAL FINANCIAL REPORTING CONSOLIDATED FINANCIAL STATEMENTS AND ANALYSIS 8 ECTS	MARKETING MANAGEMENT CONSUMER BEHAVIOR & MARKETING RESEARCH MARKETING STRATEGY & BRAND MANAGEMENT 8 ECTS
LOGISTICS & SUPPLY CHAIN MANAGEMENT IT-BASED LOGISTICS SUPPLY CHAIN MANAGEMENT 8 ECTS	INNOVATION & ENTREPRENEURSHIP INNOVATION MANAGEMENT ADVANCED INTRA-/ENTREPRENEURSHIP 8 ECTS	STRATEGY CORPORATE STRATEGY MANAGEMENT OF ORGANIZATIONS 8 ECTS



High-powered recruiting leads to excellent careers

HHL is recognized by multinational recruiters and companies as a source of future leaders with proven academic excellence and strong leadership potential. Our career service actively assists you with a well-designed mix

of activities. Our team will work with you on self-assessment, career path modeling and mentoring in order to help you identify your personal priorities and your future career path.



Part-time students often face the question: “What should be the next logical step in my personal career within my company?” In most cases this question is not easily discussed with corporate peers, since other stakeholders have their own interests. HHL provides a highly individual career service and helps you find answers to such questions.

HHL’s support does not end with your graduation but continues by means of our post-graduate career service, including access to HHL’s company contacts and alumni network, individual counseling, registration in the online recruiting platform as well as a regular alumni job newsletter.

You know what you want – a rewarding and challenging career with promotion potential. At HHL we know how to assist you to achieve this goal!

Build your high-performance network at HHL

At HHL we offer more than a degree from one of the best business schools in Europe. We work hard to foster a strong network of contacts and sustainable friendships. Your personal experiences with classmates and professors will last a lifetime and serve your professional lives. Beyond the campus there is a “worldwide web” of dedicated and helpful alumni and sponsors. Once you have completed your studies at HHL, our Alumni Association becomes your second family. Our alumni are HHL’s ambassadors worldwide representing



dozens of countries and a variety of high-value industries. They hold executive managerial positions and donate both their personal involvement and financial support. Below are a few examples of companies and positions where you will find HHL alumni:

Leading companies



CEO



Director M&A

McKinsey & Company

Director



Director Strategic Marketing



Regional Manager



Area Manager Europe



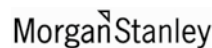
Head of Finance



Senior Manager Corp. Strategy



Director Retail and International Marketing



Morgan Stanley
Vice President



Manager Corporate Strategy



Group Marketing Manager



Principal

Comment

“The diversity of topics – embedded in high-level lectures – gave me a deep insight into the managerial issues of today’s world. Thanks to this knowledge and the skills gained at HHL, I am well equipped to meet the daily challenges of my professional career.”

Alexander Jenner
HHL M.Sc. alumnus
Greenhill & Co. LLC.



Entrepreneurs

Furthermore, HHL counts among its alumni some of the most dynamic young German entrepreneurs, who have founded more than 120 companies and created over 2,500 jobs in the past 10 years. The present and future members of our Alumni Association are poised to continue that tradition of achievement in the years ahead.



Production of biomass-based renewable energy



Specialist for online merchandising



Placement of interim managers



Search engine comparing means of transportation



Online optician



Development and production of solar modules



Platform for family services



Price comparison platform



Travel platform



Logistics systems

APPLICATION AND ADMISSION PROCESS



Apply online!
<http://study.hhl.de>

Note!

For German tax payers, all costs (including travel and accommodation) are **tax deductible** as anticipated professional expenses.

Please consult your tax advisor.

Become an HHLer! Join our next part-time M.Sc. class!

Admission to the part-time M.Sc. Program at HHL is highly competitive. To become a member of the next class you need to take the first step now. We invite you to apply, to set the course for your future as an international business leader by becoming a true HHLer.

Application documents:

- Certified copy of Bachelor degree with min. 180 ECTS credits (less than 210 ECTS credits require you to take a pre-module)
- Completed online application form
- Curriculum vitae
- Certified copy of High School degree (Abitur)
- Certification of no less than 3 months relevant practical experience*
- GMAT* (alternatively HHL entry test)
- Proof of above-average English skills (TOEFL)*
- Proof of second foreign language
- Motivation letter (maximum one page)
- Two recommendation letters from a mentor, professor, or employer

* It is also possible to hand in these documents after the application deadline.

Application deadline:

You must apply by January 15 for the M.Sc. Program starting in March of the same year. If you have to take the pre-module, the application deadline will be July 1 of the year preceding the program start.

Admission process:

The Admission Committee will review your application within one month upon receipt. The next round then involves an interview with an HHL professor (on campus or via telephone).

www.hhl.de/part-time-msc

Financing

Tuition fees: A worthwhile investment

The tuition fee for the entire part-time M.Sc. Program at HHL amounts to 27,000 €. The pre-module is priced at 100 € per credit.

Early Bird Special

HHL is offering an early bird rate for students who apply no later than September 15, and complete the admissions process no later than October 31. The Early Bird Special reduces the tuition fee by 15% to 22,950 €.

Student loans and education funds

Affordable student loans are available from various banks (including Sparkasse Leipzig, Deutsche Kreditbank AG and KfW Bank). Additionally, CareerConcept AG offers an innovative financing opportunity. The tuition fee is financed by an education fund. After graduation you have to pay back a salary-dependent sum, so that you are not saddled with a fixed debt. The amount and duration of the payment is agreed in advance.

www.hhl.de/financing



Living in Leipzig

Leipzig enjoys a long and remarkable history as a city of merchants and scholars. Today, the Saxon city has taken on a key role in Europe. Leipzig has managed simultaneously to maintain traditions while setting its sights on distant shores. Indeed, Leipzig is developing at break-neck speed into a metropolis with excellent potential. The fever is spreading – and has already caught some big names like Amazon, DHL, BMW and Porsche, who have discovered an attractive location here. A wealth of leisure activities tempts you everywhere you go, both in and around Leipzig. Whether rowing or pad-

dling on the river Elster, horseback riding in the woods of the Auenwald or cycling along the canal – you will quickly find a welcome break from studying.

In the evening, Leipzig's pub district is a particular hotspot for night owls – from trendy bars to art oases. If you are looking for a different kind of inspiration, you cannot go wrong visiting the opera, the world-famous Gewandhaus or one of the numerous theaters, cabarets and smaller stages.

Regardless of whether you want to see a major sporting event or enjoy a cultural evening with classical music – in Leipzig you will find whatever you are looking for. Choose from:

- over 900 bars, cafés and restaurants
- more than 67 museums, galleries and exhibitions
- a total of 35 playhouses, theaters and concert halls.

HHL's campus is located directly across from the central stadium and only a few hundred meters from the city center of Leipzig. Nestled on the green banks of the river Elster, the buildings are surrounded by attractive parkland and extensive sports facilities.





We are here for you

The decision for a part-time M.Sc. Program should be well considered. We encourage you to visit us at HHL, to meet with us, our current students, alumni and faculty. We offer several opportunities to learn more about HHL:

- Personal consultations
- Information days
- GMAT seminars
- Open lectures
- Online chat (www.hhl.de/chat)

If you have any further questions please give us a call or visit us online!



Franziska Rook

Student Recruitment M.Sc.

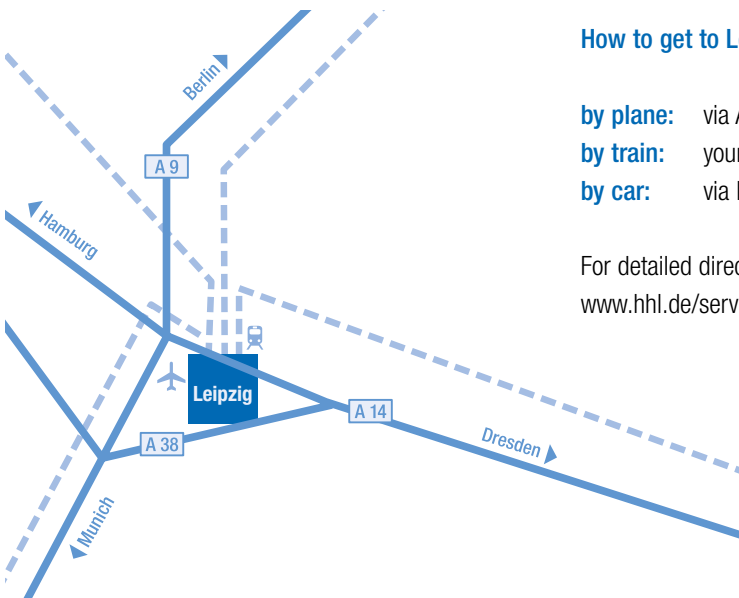
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www.hhl.de/part-time-msc

DIRECTIONS TO HHL

The city of Leipzig is located in the heart of Europe.



How to get to Leipzig

by plane: via Airport Leipzig-Halle (LEJ)

by train: your destination is Leipzig Hauptbahnhof

by car: via highway A9 or A14

For detailed directions please visit
www.hhl.de/service/contact/how-to-find-us

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