



HHL

LEIPZIG
GRADUATE SCHOOL
OF MANAGEMENT

HHL Campus Day

Full-time MBA Round Table

Welcome to the MBA Round Table



Prof. Dr. Vivek Velamuri
Chair of Entrepreneurship and
Technology Transfer
MBA Alumnus 2006

**Academic Director
Full-time MBA Program**



Ellen Schönfelder
Program Consultant

**Full-time
MBA Program**



Ayush Mittal
Current HHL Student

**Full-time
MBA Program**



Dhanika Martifauzi
Current HHL Student

**Full-time
MBA Program**



Full-time MBA programs:

- General Management**
- Finance**

HHL FULL-TIME MBA PROGRAM | OVERVIEW

- **MBA | General Management**
MBA | Finance
- **Duration:** 15 (fast track) - 21 months (advanced track)
- **Program start:** September
- **Requirements:** completed Bachelor degree, 3+ years work experience, very good English skills, GMAT/GRE/HHL Entry Test
- **Teaching Methods:** Case studies, Teamwork, Lecture, Business Simulations, Company visits
- **Highlights:**
 - Practical Options:** Internship, Entrepreneur in Residence, Consulting Project, Lean Startup Seminar
 - International Options:** International Impact Expedition, Study Abroad, Double Degree, German Courses



HHL FULL-TIME MBA PROGRAM | OVERVIEW

Class profiles last 2 classes

- Ø size: 30 - 40 students
- Ø work experience: 6 years
- Ø age: 30 years
- 97% international students
- 40% women



HHL FULL-TIME MBA PROGRAM | TRACKS OVERVIEW

Fast Track

12 months

+ 3 months thesis

- Return to your job as soon as possible
- In just 12 months we will prepare you for the next big step in your career.
- Option to write thesis on a company-related topic to accommodate quick return to working life
- 90 ECTS

Advanced Track

Up to 21 months

- Broaden your knowledge with a wider spectrum of elective courses
- Build and strengthen your professional network within Germany and beyond
- Range of internship or a term abroad options
- Additional customizable options e.g. German classes, Student Consulting Project, Business Plan Seminar
- 120 ECTS

HHL FULL-TIME MBA PROGRAM | OVERVIEW FAST TRACK

	Fast Track*	Advanced Track General Mgmt. & Finance Options
HHL Essentials	60 ECTS	60 ECTS
HHL Master Thesis	18 ECTS	18 ECTS
HHL Deep-Dives	12 ECTS	42 ECTS
	90 ECTS	120 ECTS

* Precondition - 210 ECTS in your bachelors degree (4-year bachelors degree)

HHL FULL-TIME MBA PROGRAM | ESSENTIALS

Management Fundamentals

24 ECTS

Accounting	6	Economics & Finance	6
Financial Accounting & Reporting	3	Economics	3
Cost Accounting	3	Financial Management	3
Marketing & Logistics	6	Strategy & Organizations	6
Marketing	3	Business Strategy	3
Logistics	3	Organizational Behavior	3

Leadership & Reflection

24 ECTS

Mgmt. Success Factors	6	Leadership Skills	6
Problem Solving & Communications	3	Me as a leader	3
Negotiation	3	New in the leadership role & Human Resources	3
Ethics & Society	6	Advanced Communication	6
Business Ethics	3	Public Relations & Crisis Communication	3
Business, Environment, Society & Leadership	3	Change Management & Stability	3

Entrepreneurship & Disruption

12 ECTS

Entrepreneurship & Technology	6
Disruptive Technologies & BMs	3
Entrepreneurship	3
Sustainable Innovation	6
Circular Economy	3
Sustainability, Society, Social Entre., & You *Int. Impact Expedition	3

■ = Module ■ = Course

HHL FULL-TIME MBA PROGRAM | ELECTIVES

Fast Track – 90 Credit Program – Minimum 2 modules

Strategic Management		Leadership		Innovative Business		Financial Management	
6 ECTS		6 ECTS		6 ECTS		6 ECTS	
Corporate Strategy	3	Leading high performance teams	3	Innovation Mgmt. & Corporate Entrepreneurship	3	Corporate Valuation & M&A	3
Managing Global Corporations	3	Mindful Leadership	3	Big data Analytics	3	Entrepreneurial Finance	3
Marketing Management		Competitiveness & Value chains		Decision Making		Advanced General Management	
6 ECTS		6 ECTS		6 ECTS		6 ECTS	
Online Marketing & Customer Analytics	3	Macroeconomics and the Global Economy	3	Quantitative Management Techniques	3	Choose 6 credits from two different modules or get up	3
International Marketing Simulation	3	Value Chains in the Digital Age	3	Managerial Decision Making	3		3

 = Module  = Course

HHL FULL-TIME MBA PROGRAM | OVERVIEW ADVANCED TRACK

	Fast Track*	Advanced Track General Mgmt. & Finance Options
HHL Essentials	60 ECTS	60 ECTS
HHL Master Thesis	18 ECTS	18 ECTS
HHL Deep-Dives	12 ECTS	42 ECTS
	90 ECTS	120 ECTS

* Precondition - 210 ECTS in your bachelors degree (4-year bachelors degree)

HHL FULL-TIME MBA PROGRAM | ESSENTIALS

Management Fundamentals

24 ECTS

Accounting	6	Economics & Finance	6
Financial Accounting & Reporting	3	Economics	3
Cost Accounting	3	Financial Management	3
Marketing & Logistics	6	Strategy & Organizations	6
Marketing	3	Business Strategy	3
Logistics	3	Organizational Behavior	3

Leadership & Reflection

24 ECTS

Mgmt. Success Factors	6	Leadership Skills	6
Problem Solving & Communications	3	Me as a leader	3
Negotiation	3	New in the leadership role & Human Resources	3
Ethics & Society	6	Advanced Communication	6
Business Ethics	3	Public Relations & Crisis Communication	3
Business, Environment, Society & Leadership	3	Change Management & Stability	3

Entrepreneurship & Disruption

12 ECTS

Entrepreneurship & Technology	6
Disruptive Technologies & BMs	3
Entrepreneurship	3
Sustainable Innovation	6
Circular Economy	3
Sustainability, Society, Social Entre., & You *Int. Impact Expedition	3

■ = Module ■ = Course

HHL FULL-TIME MBA PROGRAM | ELECTIVES

Advanced Track – 120 ECTS Program – Min. 3 modules – Max. 7 modules

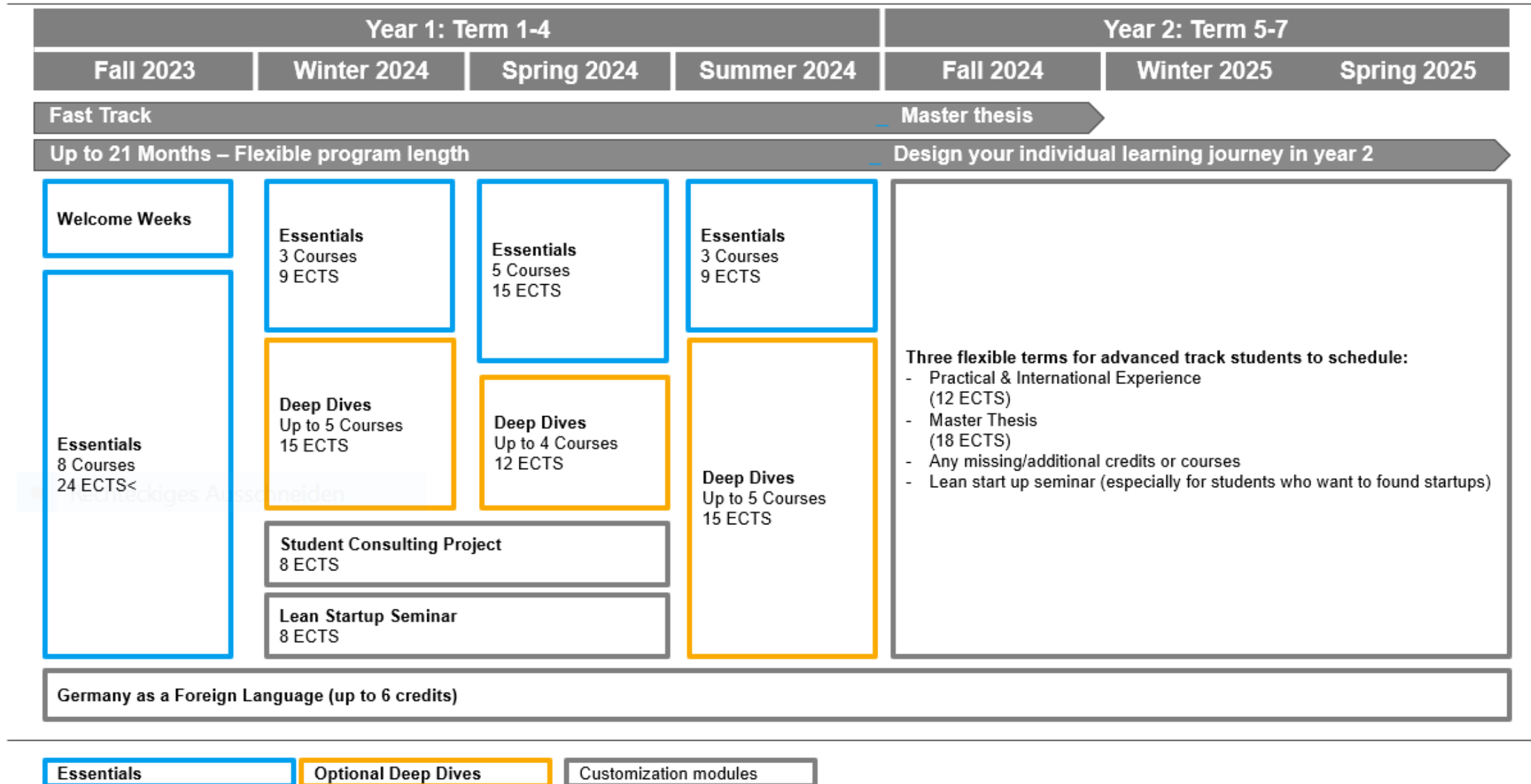
Strategic Management		Leadership		Innovative Business		Financial Management	
6 ECTS		6 ECTS		6 ECTS		6 ECTS	
Corporate Strategy	3	Leading high performance teams	3	Innovation Mgmt. & Corporate Entrepreneurship	3	Corporate Valuation & M&A	3
Managing Global Corporations	3	Mindful Leadership	3	Big data Analytics	3	Entrepreneurial Finance	3
Marketing Management		Competitiveness & Value chains		Decision Making		Advanced General Management	
6 ECTS		6 ECTS		6 ECTS		6 ECTS	
Online Marketing & Customer Analytics	3	Macroeconomics and the Global Economy	3	Quantitative Management Techniques	3	Choose 6 credits from two different modules or get up	3
International Marketing Simulation	3	Value Chains in the Digital Age	3	Managerial Decision Making	3		3

 = Module  = Course

HHL FULL-TIME MBA PROGRAM | CUSTOMIZE MODULES (Advanced Tracks only)

Practical & International Experience	Consulting project	German Language courses	Lean startup seminar	Open Course	International Study Trip	Extra credits from your study abroad
12 ECTS	8 ECTS	Upto 6 ECTS	8 ECTS	Upto 4 ECTS	4 ECTS	6 ECTS
Internship/Entrepreneur in residence/Study abroad	Student Consulting Project & Project & Process Management course	German as a Foreign language (DaF). Different proficiency level courses are offered.	Business Design, Modelling, & Planning	New courses are offered every year	International partner school/ Additional costs associated	Extra credits for additional courses in your exchange term

HHL FULL-TIME MBA PROGRAM | STRUCTURE



HHL FULL-TIME MBA PROGRAM | FINANCE TRACK ESSENTIALS

Management Fundamentals

24 ECTS

Accounting	6	Economics & Finance	6
Financial Accounting & Reporting	3	Economics	3
Cost Accounting	3	Financial Management	3
Marketing & Logistics	6	Strategy & Organizations	6
Marketing	3	Business Strategy	3
Logistics	3	Organizational Behavior	3

Leadership & Reflection

24 ECTS

Mgmt. Success Factors	6	Leadership Skills	6
Problem Solving & Communications	3	Me as a leader	3
Negotiation	3	New in the leadership role & Human Resources	3
Ethics & Society	6	Advanced Communication	6
Business Ethics	3	Public Relations & Crisis Communication	3
Business, Environment, Society & Leadership	3	Change Management & Stability	3

Entrepreneurship & Disruption

12 ECTS

Entrepreneurship & Technology	6
Disruptive Technologies & BMs	3
Entrepreneurship	3
Sustainable Innovation	6
Circular Economy	3
Sustainability, Society, Social Entre., & You *Int. Impact Expedition	3

■ = Module ■ = Course

HHL FULL-TIME MBA PROGRAM | FINANCE TRACK ELECTIVES

Finance Track – 120 ECTS Program – Min. four mandatory modules – Max. 7 modules

Mandatory Deep Dives

Financial Management

6 ECTS

Corporate Valuation
& M&A

3

Entrepreneurial
Finance

3

Advanced Financial Mgmt

6 ECTS

Advanced Corporate
Finance

3

Risk Management

3

Decision Making

6 ECTS

Quantitative
Management
Techniques

3

Managerial Decision
Making

3

Finance Seminar

6 ECTS

Applied Corporate
Finance

6

Optional Deep Dives

Strategic Management

6 ECTS

Corporate Strategy

3

Managing Global
Corporations

3

Leadership

6 ECTS

Leading high
performance teams

3

Mindful Leadership

3

Innovative Business

6 ECTS

Innovation Mgmt. &
Corporate
Entrepreneurship

3

Big data Analytics

3

Marketing Management

6 ECTS

Online Marketing
& Customer Analytics

3

International
Marketing Simulation

3

Competitiveness & Value chains

6 ECTS

Macroeconomics
and the Global
Economy

3

Value Chains in the
Digital Age

3

Advanced General Management

6 ECTS

Choose 6 credits from
two different modules
or get up

3

3

 = Module  = Course

HHL FULL-TIME MBA PROGRAM | FINANCE TRACK CUSTOMIZE MODULES

Practical & International Experience	Consulting project	German Language courses	Lean startup seminar	Open Course	International Study Trip	Extra credits from your study abroad
12 ECTS	8 ECTS	Upto 6 ECTS	8 ECTS	Upto 4 ECTS	4 ECTS	6 ECTS
Internship/Entrepreneur in residence/Study abroad	Student Consulting Project & Project & Process Management course	German as a Foreign language (DaF). Different proficiency level courses are offered.	Business Design, Modelling, & Planning	New courses are offered every year	International partner school/ Additional costs associated	Extra credits for additional courses in your exchange term

HHL FULL-TIME MBA PROGRAM | FINANCE TRACK STRUCTURE

Year 1: Term 1-4				Year 2: Term 5-7		
Fall 2023	Winter 2024	Spring 2024	Summer 2024	Fall 2024	Winter 2025	Spring 2025
Up to 21 Months – Flexible program length				Design your individual learning journey in year 2		
<div>Welcome Weeks</div> <div>Essentials 8 Courses 24 ECTS</div>	<div>Essentials 3 Courses 9 ECTS</div> <div>Managerial Decision Making 3 ECTS</div> <div>Corporate Valuation & M&A 3 ECTS</div> <div>Advanced Corporate Finance 3 ECTS</div> <div>Deep Dives Up to 3 Courses 9 ECTS</div> <div>Student Consulting Project 8 ECTS</div> <div>Lean Startup Seminar 8 ECTS</div>	<div>Essentials 5 Courses 15 ECTS</div> <div>Applied Corporate Finance Seminar 6 ECTS</div> <div>Deep Dives Up to 4 Courses 12 ECTS</div>	<div>Essentials 3 Courses 9 ECTS</div> <div>Quantitative Mgmt. Techniques 3 ECTS</div> <div>Entrepreneurial Finance 3 ECTS</div> <div>Risk Management 3 ECTS</div> <div>Deep Dives Up to 3 Courses 9 ECTS</div>	<div>Three flexible terms for advanced track students to schedule:</div> <div><div>- Practical & International Experience (12 ECTS)</div><div>- Master Thesis in Finance or related field (18 ECTS)</div><div>- Any missing/additional credits or courses</div><div>- Lean start up seminar (especially for students who want to found startups)</div></div>		
Germany as a Foreign Language (up to 6 credits)						

Essentials

Mandatory Deep Dives

Optional Deep Dives

Customization modules

HHL FULL-TIME MBA – WHERE SOME OF OUR GRADUATES ARE WORKING

Allianz 

BOMBARDIER

accenturestrategy



Capgemini 

amazon 

KPMG

CREDIT SUISSE 

trivago®



e-on



Procter&Gamble

gsk
GlaxoSmithKline



HUAWEI



infineon



PORSCHE

DAIMLER

BERTELSMANN



Siemens
Management
Consulting



Google

Continental
The Future in Motion

Deloitte.



HHL

A HOLISTIC STUDY EXPERIENCE: BEYOND THE CLASSROOM

HHL Venture Capital Club

The Club is enriching the entrepreneurship expertise at HHL by organizing workshops and discussions about the financing topic of companies

European Ivy League

HHL is proud to be the founding institution for Europe's oldest business school football tournament

Accelerate Conference

An annual conference organized by students which is dedicated to the topic of entrepreneurship



Energy club

Brings representatives from the energy sector together on HHL's campus in order to discuss hot topics of the energy change and related issues.

Positive Impact Society

Provide HHL with a source of innovative ideas regarding positive impact and to support in respective implementation processes.

HHL Negotiation Club

An ever-growing network of professionals supporting the HHL community through events and sponsorships

Business Students Without Borders

Aims to build a better world by using the particular know-how of business students

TED x HHL

Sparking ideas and inspiring entrepreneurs within a vibrant student community

Women@HHL

Is an initiative to provide a place for empowerment, exchange and personal development for all female students, employees and alumnae of HHL

Student perspective

HHL FULL-TIME MBA - STUDENT PERSPECTIVE

AYUSH



Background:

Bachelor in Technology (Electronics & Communication)

Previous experience:

- 1 year Key Account Manager , Fisher India Ltd
- 5 years Sales Manager , Konecranes and Demag Pvt Ltd
- 3 years Assistant Manager Channel Sales, Cummins Indian Limited



Activities:

- Class Representative
- Head of Marketing – HHL Energy Conference
- Active Member – HHL TNC Club
- New Leipzig Talents Initiative



Interests: Travelling, documentaries, football & lately cooking



Current Position: HHL Full-time MBA student,
Class of 2024

Dhanika



Background:

Bachelor in Economics (with Entrepreneurship)

Previous experience:

- 3 years in Indonesia's Unicorn, Bukalapak
- 2 years in Indonesia's Fintech, Bibit



Activities:

- Tourism Ambassador and Pageant in Jakarta, Indonesia
- Theater activists with Teater Abnon



Awards & Scholarships:

HHL Asia Pacific Scholarship



Interests: Football, Aviation, Personal Development & Leadership



Current Position: HHL Full-time MBA student,
Class of 2024



THE HHL SPIRIT – LEIPZIG, THE PLACE TO GROW

#1

Top destination in Germany chosen by the new "Lonely Planet Germany"

#1

Most attractive city center in Germany*

#2

City for future viability**

#3

Logistic region in Germany***



- **Fastest growing** city in Germany with a dynamic startup scene
- **Central location** in Germany (Berlin 1h, Hamburg 2h, Frankfurt/Munich 3h)
- **Student friendly** city with over 41,000 students
- Over **400 sports clubs**, home to **RB Leipzig**
- More than **1,400 bars**, cafes and restaurants



Questions?

**Become a part of our
community!**

BECOME A PART OF OUR COMMUNITY – WHAT YOU NEED

Academic Performance

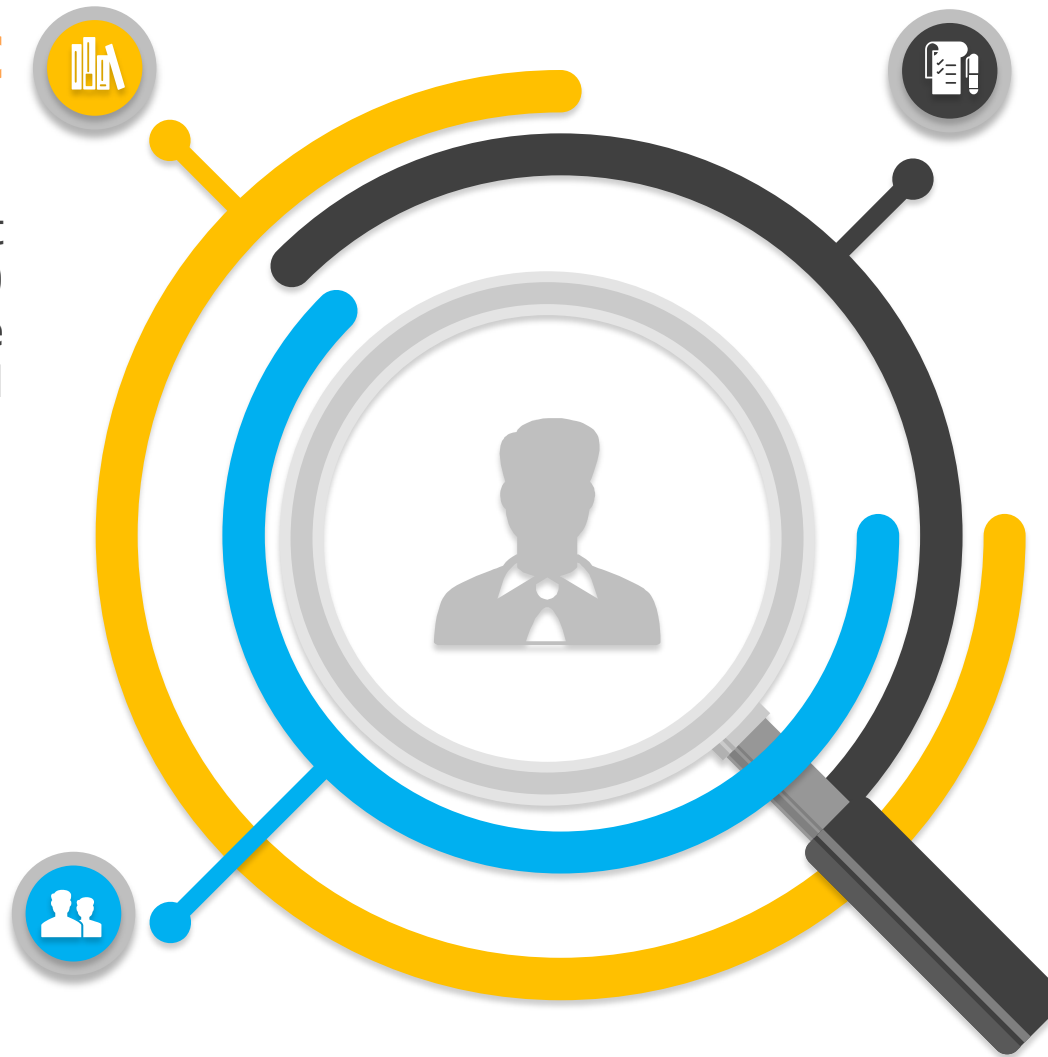
- GMAT/HHL Entry Test
- TOEFL 90+/IELTS 7.0
- Undergraduate degree in any field

Personal Fit

- Motivation letter that shows passion and drive
- Personal interview

Experience

- 3+ years relevant experience
- 1 reference letter



Next steps

YOU

Apply online at: <https://apply.hhl.de> by completing online application form

HHL

Reviews your application & approves you to upload documentation

YOU

Submit your supporting documentation online

HHL

Invites you to an interview (Teams or in person if applicable)

HHL

Informs you about our admission decision (within 2-3 weeks)



HHL

Check out our upcoming events

<https://www.hhl.de/events>

- **Friday December 8 | virtual | 3pm (CET)**
Meet & Greet with the Academic Director
- **Saturday December 9 | virtual | 12.00 noon (CET)**
HHL Entry Test Preparation Seminar
- **Wednesday January 10 | virtual | 4pm (CET)**
How to successfully apply to a business school
- **Thursday January 18 | virtual | 3pm (CET)**
Program presentation Full time MBAs



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We hope you enjoyed this session



Thank you!



HHL