



HHL

LEIPZIG
GRADUATE SCHOOL
OF MANAGEMENT

HHL Campus Day

Program Introduction Part-time MBA

HHL is the oldest Business School in Germany – a university with 125 years experience, rooted in Saxony, with global outreach

Overview HHL

Back then: **birthplace of management education**



Eugen Schmalenbach

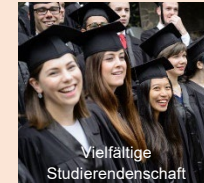


Kaufmann Georg Giese

Today: **An international Top-Business School**



Campus Jahnallee Leipzig



Vielfältige Studierendenschaft



- Founded in **1898** by **Leipzig entrepreneurs** in the spirit of the **honorable merchant**
- **First** business administration faculty in the German-speaking world

- International, research-oriented university with the **right** to award **PhD** and **habilitations**
- **800 students** from **65 nations**, approx. 230 graduates annually

Rankings 2021-2023



FINANCIAL
TIMES

#34 Master in Management worldwide,
#5 Career Service worldwide



Top marks in 6 categories



GRÜNDUNGSRADAR[®]

#1 Entrepreneurial University



8 worldwide in the category „Value for Money“



HHL

HISTORY



We educate **effective, responsible** and **entrepreneurial** business **leaders** through outstanding teaching, research and practice.

HHL Mission Statement



1898

Our roots

Leipzig, the city of commerce



Our DNA

The honorable merchant



1992

Our rebirth

Private business school with AAA partners



2020+

Our impact

Educating leaders for today's and future challenges



HHL

Entrepreneurship at HHL is characterized by a strong orientation towards sustainability (society, economy, ecology) and leadership

HHL's strategic positioning - How



ENTREPRENEURSHIP

→ Digital Space: [HHL incubator](#)



12-week incubation program

Connect founding teams, equip them with business & tech knowledge, provide platform to empower entrepreneurship

→ Spin Lab: HHL accelerator



Scale the Start-Up

Provides resources, partner access & infrastructure support

Learn from successful entrepreneurs, potential investors, motivated coaches & mentors

Welcome to the Part-time MBA Round Table



Dr. Dr. Justinus Pech
Academic Director
Part-time MBA



Stephanie Pleiss-Dietrich
Program Consultant
Part-time MBA



Christian Hansch
Current Student, P19
Part-time MBA

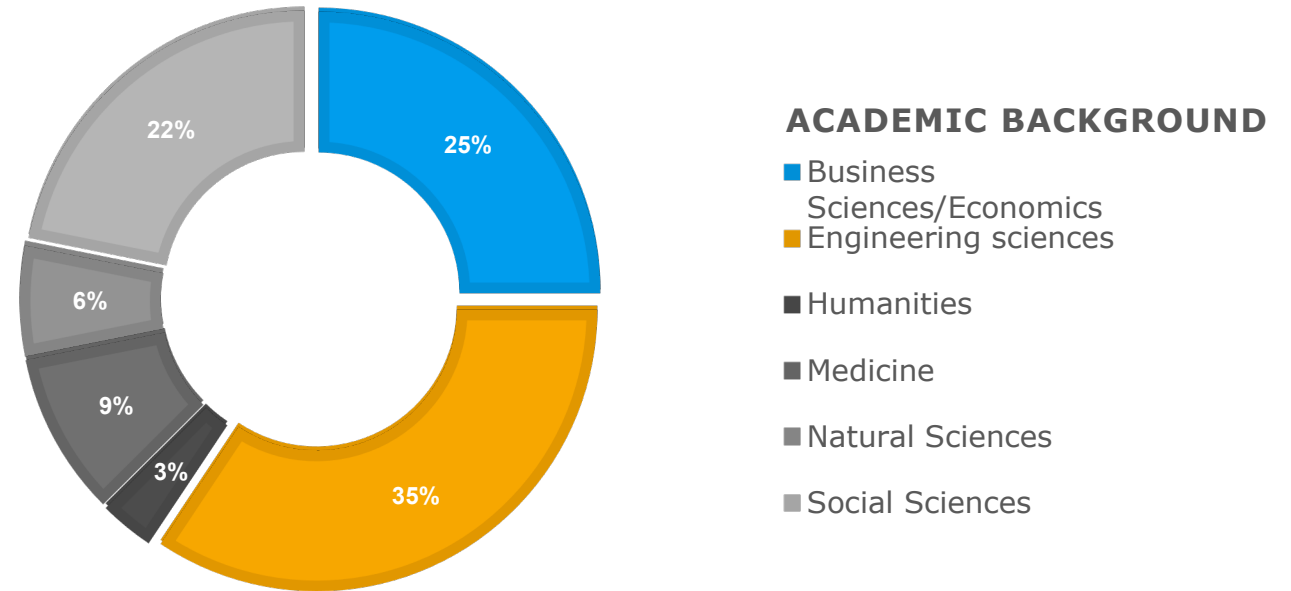
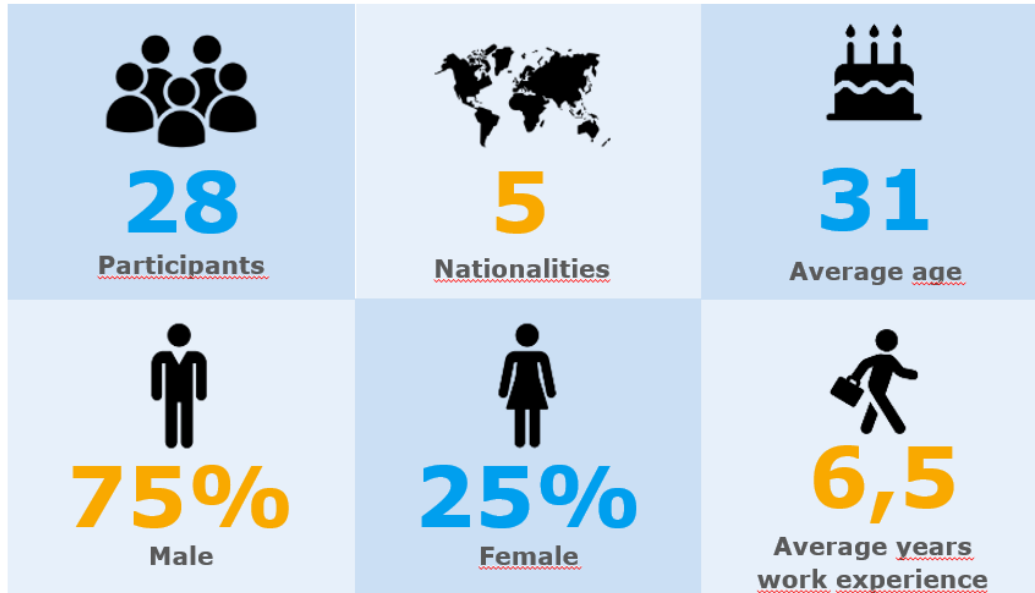
HHL PART-TIME MBA – OVERVIEW

- **Duration:** 27 months (optional: term abroad) (on demand extendable up to 33 months)
- **Program start:** Fall (1st residential week in September) | Early Bird Deadlines Nov. 30, Jan. 31 & Mar. 31 | Final Deadline Jun. 30 (Early Bird discounts: 3,500 | 2,500 | 1,500)
- **Lecture format:** 17 weekends (Friday – Sunday) at HHL | 1 residential week per year, 1 week abroad (Global Immersion Seminar)
- **Participants**
28-38 students, work experience: Ø 6-8 years, age: Ø 33 years, 30% int. students, 25% women, 5-10 different nationalities
- **Teaching Methods:** Case studies, Teamwork, Lecture, Business Simulations, Exercises, Company visits
- Study Location: Leipzig + Study Trip (if selected)



HHL PART-TIME MBA – YOUR CLASS – DIVERSE AND UNIQUE

Class Profile Intake 2023



30% of our students have an international background, coming from countries such as Austria, Azerbaijan, Brazil, Chile, Czech Republic, India, Israel, Italy, Mexico, Nigeria, Romania, Russia, South Africa, Switzerland, Turkey and Vietnam.

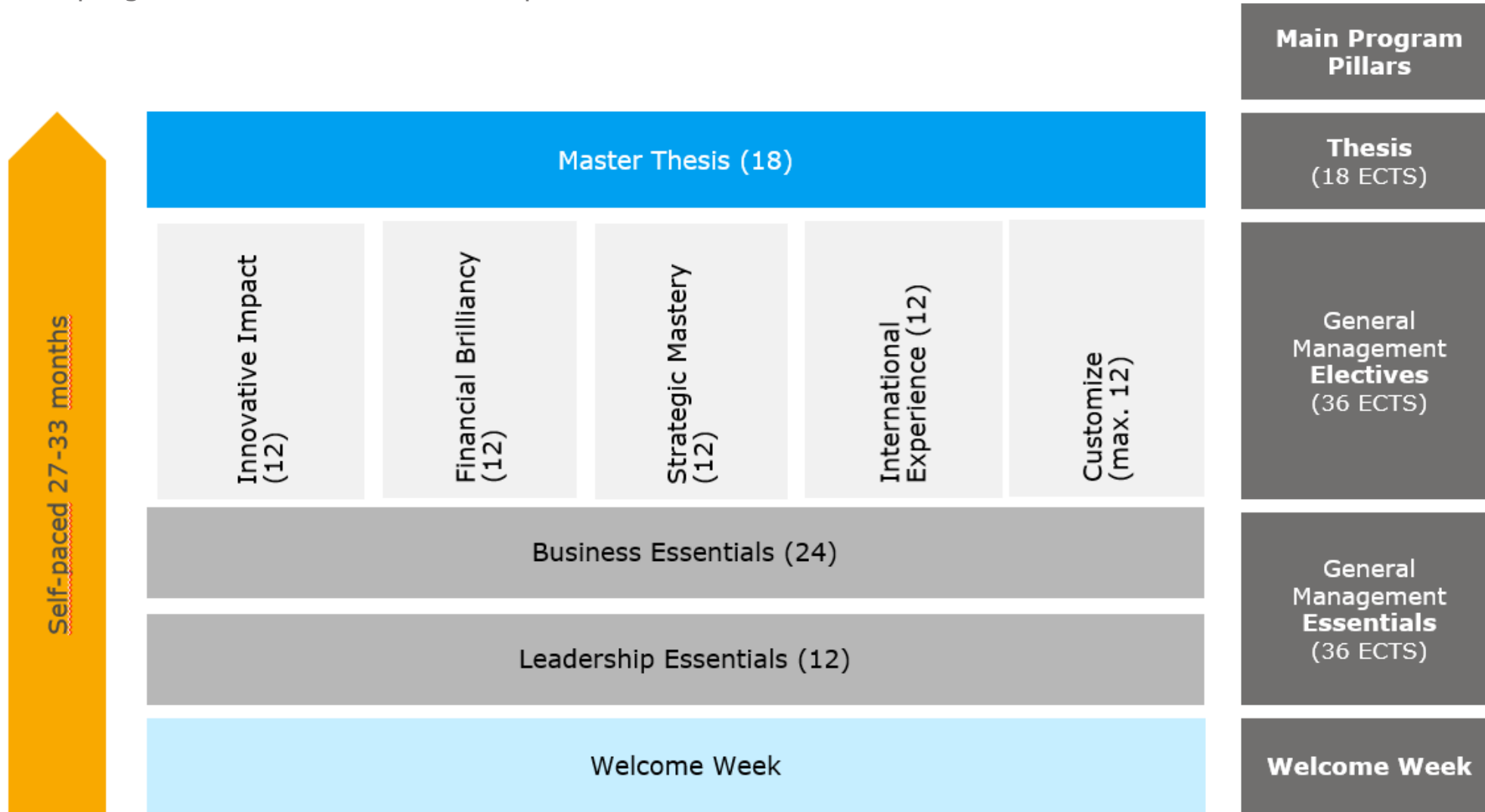
HHL PART-TIME MBA – YOUR CLASS – DIVERSE AND UNIQUE

_ Our students and graduates have work experiences from many different branches and positions



HHL PART-TIME MBA – STRUCTURAL OVERVIEW – 90 ECTS

_Your program: from foundation to top



HHL PART-TIME MBA – BUSINESS & LEADERSHIP ESSENTIAL

_Within our Essentials (core courses with 36 ECTS) we provide a balanced mix of fundamental and state-of-the art management know-how and focus parallel on Leadership and Personal Development

Business Essentials				Leadership Essentials			
Solving Strategic Decisions		Understanding Finance		Leading with ethical standards		Implementing Leadership	
Problem Solving & Communication	3	Reporting	3	Me as a Leader	3	Negotiation	3
Strategy	3	Financial Management	3	Ethics & Sustainability	3	New in a Leadership Role	3
Marketing Entrepreneurship		Economics & Supply Chains					
Marketing & Sustainability	3	Global Economics	3				
Entrepreneurship	3	Supply Chain Management & Logistics	3				

_learn what counts: The Business & Leadership Essentials contain all relevant hard and soft skills you 'll need to start with your specialization.

HHL PART-TIME MBA – BUSINESS ELECTIVES | INTERNATIONAL EXPERIENCE

_Our elective courses allow for a focus on those topics that will benefit your personal and professional development most
 _Choose 36 ECTS: min. 2 full modules blue/yellow (min. 24 ECTS); 12 ECTS free choice from customize options

Innovative Impact		Financial Brilliancy		Strategic Mastery		International Experience		Customize			
12 ECTS		12 ECTS		12 ECTS		12 ECTS		max.12 ECTS			
Innovative Impact I		Financial Brilliancy I		Strategic Mastery I		Study Abroad	12	Choose one or two course(s) from not selected Elective modules	max. 6		
Innovation Management	3	Managerial Economics	3	Disruptive Technologies & Business Models	3			Open Course *	max. 6		
Online Marketing & Customer Analytics	3	Value Growth	3	Change Management	3			Global Immersion Seminar**	6		
								Extra course from term abroad	max. 6		
Innovative Impact II		Financial Brilliancy II		Strategic Mastery II							
Business Case Design	6	Funding Growth	3	Strategy for Growth	3						
		M&A Seminar	3	Authentic Leadership	3						
* offerings are changing and based on act ** destination varies											

* offerings are changing and based on actual business needs
 ** destination varies

HHL PART-TIME MBA – FINISH YOUR STUDIES WITH YOUR MASTER THESIS

- _The master thesis (18 ECTS) can be started flexibly beginning in term 8
- _You have 6 month to complete the master thesis
- _It may be a classical thesis, an incubation project, a business plan or a consulting project

Master Thesis	
18 ECTS	
Master Thesis	18

HHL PART-TIME MBA – PROGRAM SCHEDULE INTAKE 2023

_Corse offerings per term - sample

First Year (Term 1-4)				Second Year (Term 5-8)				Third Year (Term 9-10)	
Fall 2023 <i>September 11 – December 24</i> Winter 2024 <i>January 8– March 17</i>		Spring 2024 <i>March 18 – June 30</i> Summer 2024 <i>July 1– September 8</i>		Fall 2024 <i>September 9– December 22</i> Winter 2025 <i>January 7– March 16</i>		Spring 2025 <i>March 17– June 29</i> Summer 2025 <i>June 30– September 7</i>		Fall 2025 <i>September 8– December 21</i> Winter 2026 <i>January 5– March 15</i>	
Problem Solving & Communication	3	Global Economics	3	New in a Leadership Role	3	Strategy for Growth	3	Study Abroad	12
Strategy	3	Supply Chain Management & Logistics	3	Negotiation	3	M & A Seminar	3	Master Thesis	18
Reporting	3	Ethics & Sustainability	3	Value Growth	3	Authentic Leadership	3	Flexible Option for some Essentials for students who work full-time	
Marketing	3	Managerial Economics	3	Change Management	3	Global Immersion Seminar*	6		
Financial Management	3	Innovation Management	3	Funding Growth	3	Study Abroad**	12		
Entrepreneurship	3	Disruptive Technologies & Business Models	3	Online Marketing & Customer Analytics	3	Master Thesis**	18		
Me as a Leader	3			Business Case Design			6		
				Customize options: Open course, one or two course(s) from not selected Deep-Dives (max. 6 ECTS)					

HHL PART-TIME MBA – FOCUS ON LEADERSHIP

_Develop the leader in you

Me as a Leader



- _ Personal Development & Assessment
- _ Peer Coaching
- _ MBTI, etc.

Ethics & Sustainability



- _ Ethics as an important part of good leadership
- _ Learn more about sustainability for business in the 21st century
- _ Invest in the conditions of social cooperation for mutual advantage

New in a Leadership Role



- _ How to manage the first 100 days
- _ Leaders' decision making

Authentic Leadership



- _ Reflects on different courses of the HHL journey
- _ Highlights necessary philosophical & psychological knowledge
- _ Helps to develop different leadership styles

Negotiation as a core competence

Communication is key for all business positions |
Good negotiation skills help to be a better leader

Christian Hansch, P19



→ **Background:**

- M. Eng. Mechanical Engineering, EAH Jena
- Five years of working experience in project management and automation technology

→ **Activities:**

- Managing the department of machinery technology at a Leipzig Start-Up
- Focusing on Projectmanagement, R&D, Commissioning and Service

→ **Current Position:**

- Senior Expert/ Department Manager Machinery Technology

→ **Why HHL?:**

- Equip one of our largest terminals in Germany with machine technology
- Realize R&D Projects with my department

**Become a part of our
community!**



HHL LEIPZIG
GRADUATE SCHOOL
OF MANAGEMENT

BECOME A PART OF OUR COMMUNITY – WHAT YOU NEED

Academic Performance

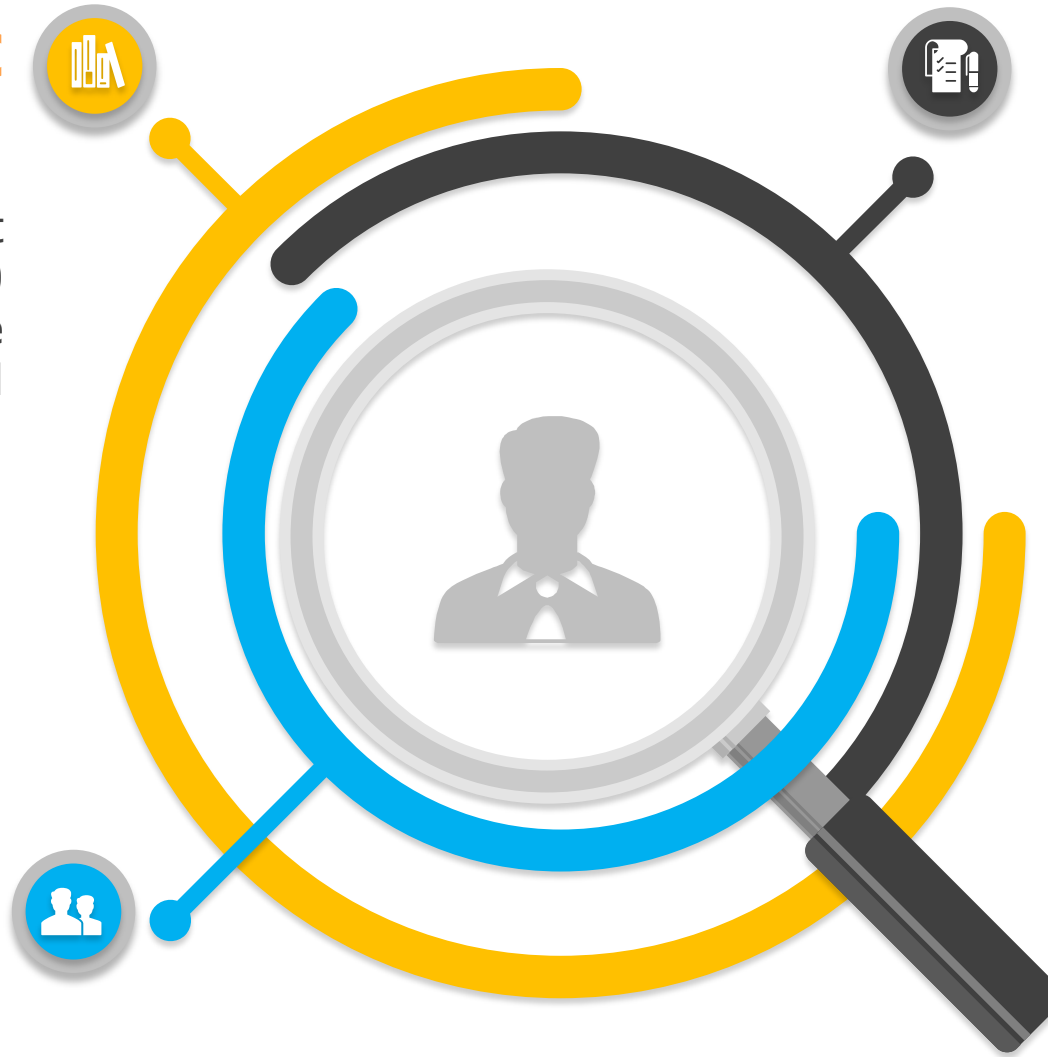
- GMAT/HHL Entry Test
- TOEFL 90+/IELTS 7.0
- Undergraduate degree in any field

Personal Fit

- Motivation letter that shows passion and drive
- Personal interview

Experience

- 3+ years relevant experience
- 1 reference letter



BECOME A PART OF OUR COMMUNITY – NEXT STEPS

YOU

Start your application at <https://apply.hhl.de> by creating an account, completing your profile and uploading the first mandatory documents

HHL

Reviews your application

HHL

Invites you to an interview (Teams, Zoom or in person)

HHL

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

Questions?

THE HHL SPIRIT – LIFELONG RELATIONS

- Over 3,500 active alumni
- In more than 70 countries
- 50+ in-person alumni events each year worldwide
- Annual Homecoming event in Leipzig



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



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



HHL

Check out our upcoming events

December 09 | virtual | 12.00 noon (CET)

**HHL Entry Test Preparation Seminar
with alumnus Jork Leonhardt**

January 10 | virtual | 04:00 p.m. (CET)

**HHL Community Talk: How to Successfully
Apply to a Top Business School**

February 8 | virtual | 07:00 p.m. (CET)

**HHL Community Talk: How to Convince Your
Employer to Support Your Part-Time Master
Study**



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



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We hope you enjoyed this session



Thank you!