



Study regulations

for the full-time Master Program in Entrepreneurship (M.Sc.)
at HHL Leipzig Graduate School of Management

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Table of contents

- Article 1 Scope
- Article 2 Program admission
- Article 3 Program objectives
- Article 4 Program start
- Article 5 Course structure and schedule
- Article 6 Term abroad
- Article 7 Obtaining a second academic degree
- Article 8 Leave of absence
- Article 9 Student advisement
- Article 10 Entry into force

Pursuant to article 37 of the Higher Education Autonomy Act of the Free State of Saxony (Sächsisches Hochschulfreiheitsgesetz – SächsHSFG) in the version dated May 31, 2023 (SächsGVBl., p. 329), which was last amended by Article 2 of the Act of January 31, 2024 (SächsGVBl. P. 83), the Senate of HHL Leipzig Graduate School of Management (HHL) issues the following study regulations:

Article 1 Scope

Based on the examination regulations, these study regulations regulate the admission, objectives, content and structure of the full-time Master Program in Entrepreneurship (M.Sc.) at HHL Leipzig Graduate School of Management (HHL).

Article 2 Program admission

(1) Only individuals with the following qualifications are eligible to be admitted to the consecutive (broadening) Master Program in Entrepreneurship (M.Sc.) at HHL:

- a) First professional qualification in the form of a bachelor's degree with a business focus as well as natural science, technical or other branches of study. The Bachelor's degree must have been obtained from a university or equivalent institution of higher education in the Federal Republic of Germany with an above-average result and a minimum of 180 ECTS¹ credits. Alternatively, an equivalent degree from a university or college abroad (generally, a three-year bachelor's degree) or another equivalent degree (in accordance with the Central Office for Foreign Education) may be recognized.
- b) Proof of a very good command of the English language by passing the "Test of English as a Foreign Language" (TOEFL) with a score of at least 90 points on the TOEFL iBT or alternatively nine points on the TOEFL Essential Test. Alternatively, a corresponding score in the "Test of English for International Communication" (TOEIC), "International English Language Testing System" (IELTS, 7 points) or "Cambridge Certificate of Proficiency in English" (Cambridge CPE or CAE, level A or B) will also be recognized as a comparable qualification. HHL generally only accepts valid certificates that are not older than two years. Native speakers of English or students who completed a first academic degree in English do not have to provide any certificates. The alternatives, however, might not necessarily be valid for admission to the term abroad at the partner universities. The TOEFL might be required for these.

(2) If the conditions of paragraph (1) have not been fulfilled, candidates may nonetheless apply to HHL if they can prove above-average achievements in the course of their current studies and if the conditions in question will be fulfilled by the time the applicant enters his or her course of studies at HHL.

(3) In addition to the requirements listed in paragraph (1), the applicants shall also successfully complete HHL's admission test to qualify for the program.

An interview, including a case study, with an HHL professor or a faculty member is part of the admission process.

The test is to determine the potential for:

- a) problem solving skills (identifying and structuring problems, analytical skills, flexibility and creativity, synthetical skills, business understanding and judgment);
- b) personality (ability to work in a team and deal with conflicts, maturity, self-confidence and communication skills); and
- c) leadership potential (leadership ability, motivation and energy, result-orientation).

¹ ECTS = European Credit Transfer System

Admission will be granted by the admission committee based on the admissions procedure. The committee reserves the right to conduct a second interview.

(4) HHL may admit guest students to the program.

Article 3 Program objectives

(1) Upon successful completion of the program, the graduates will be awarded the academic degree of "Master of Science" (M.Sc.).

(2) The full-time Master Program in Entrepreneurship (M.Sc.) at HHL, which is taught in English, shall enable students to understand the specific challenges of start-up and growth businesses and helps them build competencies for starting and growing businesses as entrepreneurs and intrapreneurs.

Article 4 Program start

The full-time Master Program in Entrepreneurship (M.Sc.) starts in September of each year.

Article 5 Course structure and schedule

(1) The full-time Master Program in Entrepreneurship (M.Sc.) is taught in English and consists of two parts — the modularized compulsory and elective courses and the preparation of a master's thesis. A total of 120 ECTS credits is allocated for both parts.

(2) The regular period of study is eight terms (four semesters).

(3) The program is structured as follows:

		Term 1 & 2	Term 3 & 4	Term 5 & 6	Term 7 & 8	Kreditpunkte
1.	Compulsory modules - Essentials					55
	Leading Yourself & Self Reflection	3				3
	Entrepreneurial Excellence	2				2
	Problem Solving & Communication	5				5
	Entrepreneurship	5				5
	Ethics & Sustainability	5				5
	Negotiation	5				5
	Economics			5		5
	Strategy for Entrepreneurs	5				5
	Business Venturing Project		5			5
	Entrepreneurial Experience				15	15
2.	Elective modules - Deep-Dives					50
2.1	Deep-Dives					min. 40 – max. 50
	Prototyping & Product Management			5		5
	Online Marketing & Customer Analytics		5			5
	Entrepreneurial Finance	5				5
	Competitiveness	5				5
	Innovation Man. & Corpor. ES		5			5
	Entrepreneurial Leadership			5		5

	Global Strategy		5			5
	Organizational Behavior	5				5
	Next Big Thing		5			5
	Corporate Valuation & M&A		5			
	Value Chain Management	5				
	Disruptive Technologies & Business Models		5			5
	Coding & Data Literacy		5			5
	HHL Start-Up Lap			10		10
	Financial Analysis & Modeling	5				
2.2	Customize					max. 10
	Open Module	5				5
	International Study Trip		5		(5)	5
	Additional Modules from Study Abroad				Max. 10	Max. 10
3.	Master Thesis				15	15

Figure 1: Program structure

The compulsory modules (Essentials) must be fully completed.

As part of the elective modules (Deep-Dives), modules worth 50 ECTS credits must be fully completed.

Of these, up to a maximum of 10 ECTS credits can be earned in the customized area.

These include current topics (Open Modules), which are offered as additional courses and only with a minimum of 12 participants. The maximum number of participants will be announced with each offer.

If an "International Study Trip" is offered as part of the customize area, there are additional costs for students, e.g. for the execution of the program as well as travel and accommodation costs.

Details information, in particular the prerequisites for the individual modules as well as the detailed program schedule is specified and published in the HHL's module catalogue. Regarding the free choice, it should be noted that no more than 30 ECTS credits should be taken per semester.

(4) Individual study plans may be arranged for students with disabilities and/or chronic illness, as well as those on maternal or parental leave. The right to maternal and parental leave is guaranteed.

Article 6 Term abroad

(1) It is the objective of a term abroad to introduce students to general and subject-specific experiences relating to living and working in other countries. Thereby, the program addresses the continuous internationalization of business and society.

(2) The places at the partner universities are allocated during the course of the second term following an assignment procedure established by the HHL Senate. Students are not permitted to apply directly to an HHL partner university. After the application documents have been submitted to the partner university, students cannot change to another university for their term abroad.

(3) The term abroad option can be completed by students starting in their sixth term at one of HHL's foreign partner universities or an incubator. The possible content of the term abroad is determined separately for each partner university in line with its curriculum. Coursework completed abroad will be given the same weight as coursework completed at

a German university. The coursework to be completed abroad will be determined and recognized in coordination with HHL.

(4) In order to enroll at one of HHL's partner universities abroad, the student generally has to provide proof of the following qualifications:

- a) Completion of the "Test of English as a Foreign Language" (TOEFL) or another foreign language test required by the partner university as an access requirement to the study abroad program.
- b) Completion of the "Graduate Management Admission Test (GMAT) or the "Graduate Record Examination" (GRE), achieving at least the average value required by the partner program.

(5) The courses completed abroad are academically recognized in consideration of the requirements below:

- a) Submission of the original transcript from the university abroad by the student which corresponds with the learning agreement concluded prior to the compulsory term abroad.
- b) A student report in accordance with the criteria stipulated by HHL. The students declare their consent to the publication of the report within HHL.

(6) Students are not permitted to complete a term abroad in their respective home country.

Article 7 Obtaining a second academic degree

(1) In addition to the "Master of Science" (M.Sc.) degree, HHL students may earn another master's degree from a partner university within the framework of the student exchange program with HHL's officially recognized and/or accredited partner university. HHL announces which partner universities offer this opportunity. In the same manner, HHL offers students from the partner universities the opportunity to obtain the "Master of Science" (M.Sc.) degree from HHL. The degree is an additional component and does not interfere with the smooth course of study within the master's program at HHL.

(2) HHL sends abroad only those students who have successfully completed the three terms of their Master Program in Management (M.Sc.) at HHL. Students sent by the foreign partner university possess knowledge and skills, which correspond to those from an HHL program. All students must have the language skills required by the partner institution. The admission of students wishing to obtain the additional degree will remain at the discretion of the partner university for HHL students and of HHL for foreign students respectively. As a rule, students of HHL have to spend at least three terms at the partner university. Students from HHL's partner universities have to complete three terms at HHL. In order to achieve the objectives of the program, all exchange students have to enroll in those subjects, which were specified in the individual agreements concluded between HHL and its partner universities. HHL is responsible for the recognition of achievements obtained by HHL students from the partner university. The partner university is responsible for the recognition of achievements obtained by its students from HHL.

(3) After passing the remaining examinations at HHL, HHL students will receive the academic degree of "Master of Science" (M.Sc.) from HHL with an overall grade and, at the same time, based on the successfully completed period of study at the partner university, the degree from the partner university without an overall grade. HHL's partner universities abroad will receive the certificate for the academic degree "Master of Science" (M.Sc.) without a grade for their students after the students successfully complete the courses. HHL's partner universities abroad ensure that the achievements of their students at HHL will be incorporated into the overall grade stated on the transcript given out by the partner

facility.

Article 8 Leave of absence

Upon application, students may take a leave of absence of a maximum of four terms (two semesters) for cause. Cause may include:

- Additional internships or terms abroad (outside the opportunities stipulated in these study regulations)
- Personal illnesses or caring for a spouse or a person related to the student in a direct line (upon submission of a medical certificate)
- Economic difficulties

The legal stipulations from the Maternity Protection Act as well as the Parental Benefit and Parental Leave Act apply for maternal or parental leave.

Students may take a leave of absence of up to four semesters to care for their own children unless they have already been granted leave under sentence 1.

Students on leave may complete course assignments and examinations.

A leave of absence will not count towards the regular period of study.

Article 9 Student advisement

(1) The specific and study-related advisory service will be conducted by the appropriate chairs; they support students particularly regarding course selection and study techniques. Additionally, an extensive counseling event will be held at the beginning of each fall term for those students who start their program at HHL that term.

(2) If students have any questions regarding the course of their studies and examinations, they may consult with the staff of the Student Affairs Office and/or the Examination Office. The staff from the International Office is available especially for study abroad consultation. The members of staff from the Student Affairs Office and the Examination Office can, in general, also assist the students and potential students with any questions they might have.

Article 10 Entry into force

These study regulations come into effect on the date of their publication. They shall apply to all students who enroll in the fall term of 2024 and onwards.

Leipzig, August 21, 2024

Prof. Dr. Tobias Dauth
Dean
of HHL Leipzig Graduate School of Management