



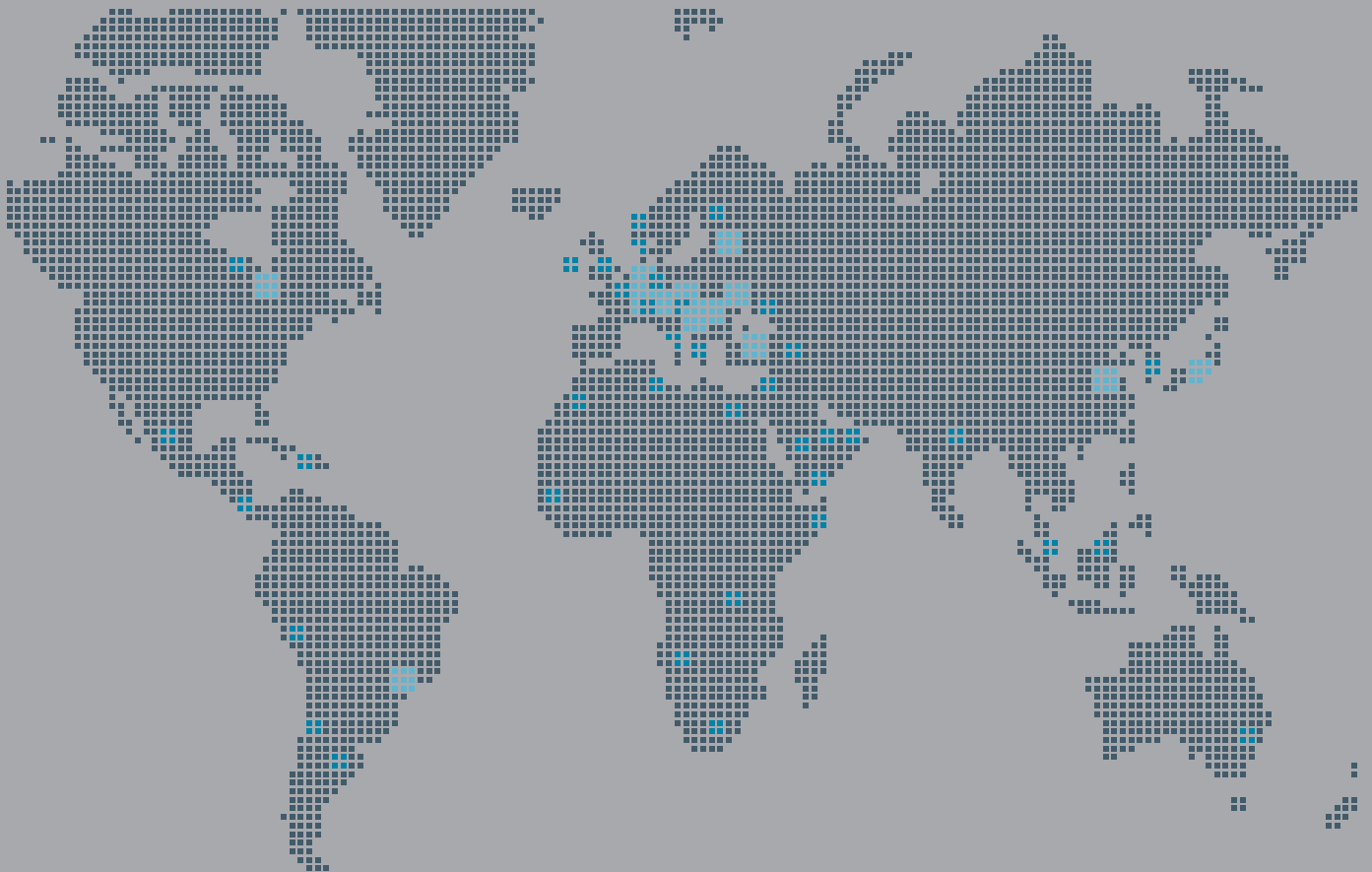
SCMT

**Steinbeis Center of Management
and Technology**

Research | Education | Consulting

MASTER OF BUSINESS ADMINISTRATION INTERNATIONAL EXECUTIVE MBA

International career-integrated program, offering real-world management skills
and support with students' projects for their employers



**Steinbeis University
Berlin SHB**

Germany's future depends to a large extent on the technical expertise of its enterprises. Steinbeis fosters knowledge transfer by providing businesses with support in the key areas of research and development, consulting and education – the foundation for everything.

Established in 1998, Steinbeis University Berlin offers knowledge transfer-oriented educational programs designed to meet the needs of today's information society.

Steinbeis University Berlin (SHB) is Germany's largest private, state accredited university. In partnership with leading universities in Germany and beyond, SHB offers career-integrated programs of study.

Steinbeis Center of Management and Technology (SCMT) is an operational unit of SHB, and is responsible for coordinating and implementing the program of seminars and studies.



**Steinbeis University
Berlin SHB**



KNOWLEDGE. EDUCATION. FUTURE.

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Dear reader,

In an increasingly global and competitive economic environment, innovation – in line with market requirements – is the key to ensuring enterprises' success. Being innovative means combining experience and the latest specialist knowledge – and having the courage to tackle new, often unconventional tasks. To this end, Steinbeis University offers training for professionals of all ages. We adopt a transfer-oriented approach to providing high-quality, up-to-the-minute theoretical and practical skills.

In today's society, knowledge is the essential raw material for lasting success. And lifelong learning is becoming a key factor in innovation and competitiveness – both for companies and for individual employees.

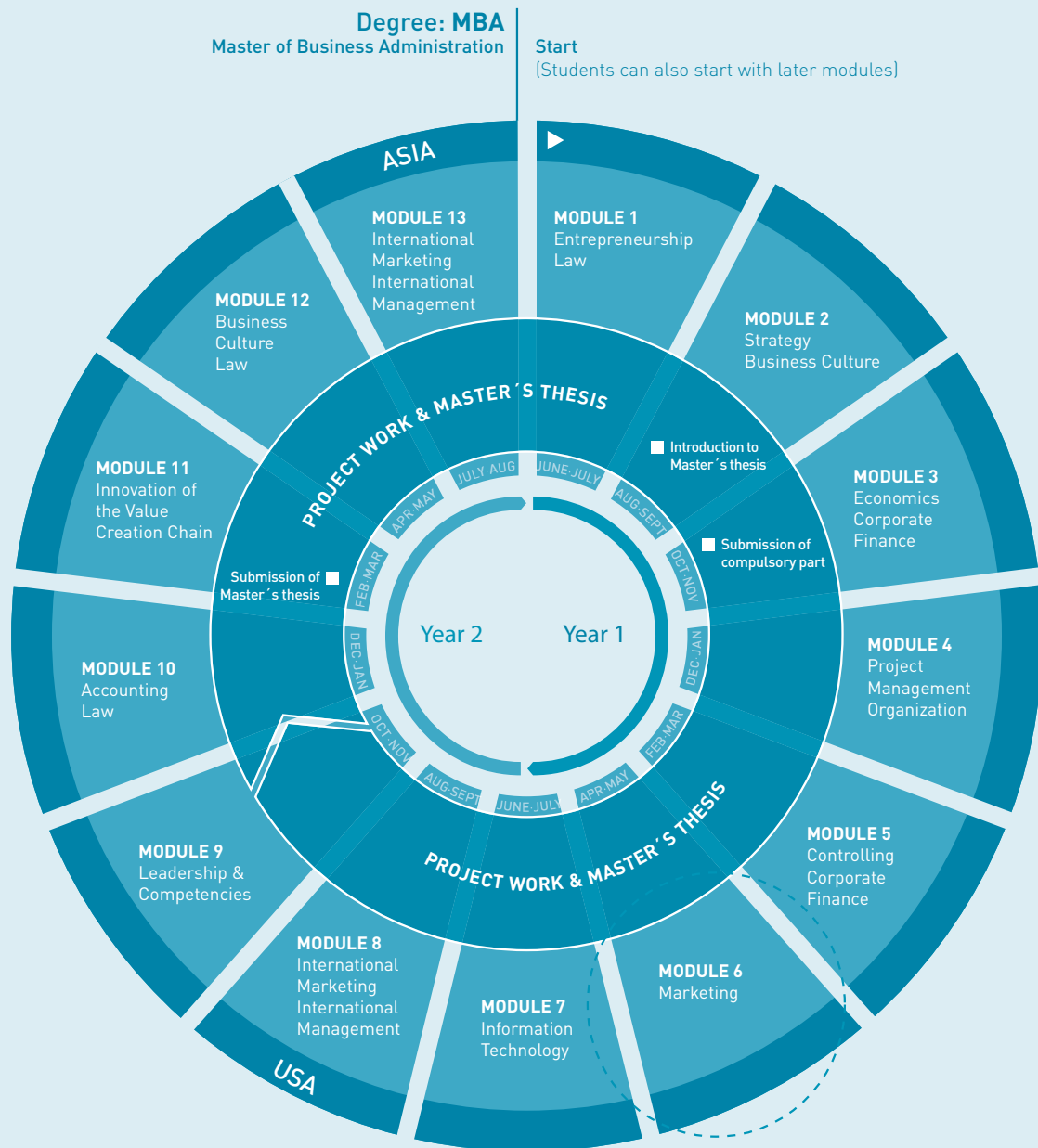
Effective knowledge transfer requires structures that support innovative approaches to teaching and studying. At Steinbeis University, lifelong, career-integrated learning is not just a slogan – it is at the very heart of our concept. As such, it has to take into account companies' requirements as regards the content and organisation of courses, as well as students' needs when it comes to balancing their education with their career.

Our project competence concept is a direct response to the challenges posed by the knowledge society. During their studies, students work on projects for their employers – supported by our professors and faculty, who all have extensive hands-on experience in their chosen fields. Knowledge transferred in this way generates new knowledge, which is immediately disseminated within students' companies – creating innovative, solutions products, and services.

A handwritten signature in black ink, appearing to read 'J. Löhn', written over a light blue circular stamp.

Prof. Dr. Dr. h.c. mult. Johann Löhn
President, Steinbeis University Berlin

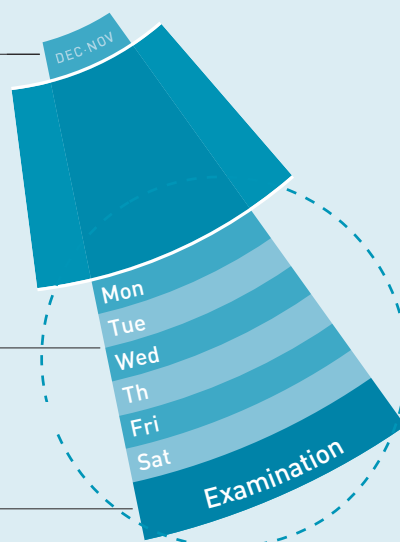
THE CORE OF YOUR STUDIES: THE MBA PROGRAM IN DETAIL



One module every
one to two months

6 seminar days
per module

Each module ends
with an examination





THE MBA PROGRAM FOR THE DISCERNING PROFESSIONAL

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Dear reader,

Registering for a part-time MBA program can be one of the most important career decisions you ever make.

At Steinbeis University, our prime objective is to deliver the knowledge you need to pursue a successful career. We provide you with experience-based skills that can be transferred into real-life business contexts. On the basis of our project competence concept, we tailor all course content to your professional needs and tasks. This blend of theory and practice is embodied in the Master's thesis, which is one of the key elements of the program.

Our faculty is recognised for their ability to teach transferable knowledge effectively. They will provide you with tried-and-trusted business practices, as well as the very latest principles – enabling you to succeed in a global environment.

Developed in collaboration with experienced teaching staff from Europe and the US, our curriculum is designed to maximise the expertise and knowledge you gain for your future career. Our goal is to make our MBA program the best and most internationally oriented offering of its kind in Europe – and one of the best in the world.

If you are interested in our English-speaking MBA program, please feel free to contact us. In addition, you are very welcome to visit us and find out more first hand.

Thank you for your interest.

A handwritten signature in black ink, appearing to read 'Walter Beck', written over a horizontal line.

Dr. Walter Beck, MBA
CEO and Director
Steinbeis Center of Management and Technology

A WINNING COMBINATION OF THEORY AND PRACTICE.



“The MBA program offered at SIMT is in line with the best MBA programs in the world. The combination of international students, up-to-date content and highly qualified lecturers makes for a perfect learning environment. The students have the opportunity to see the business world from different perspectives, develop their managerial skills, and prepare for future challenges.”

Renato Angotti Armele
Project Manager, Voith Paper GmbH & Co. KG
MBA 2008

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THE UNIQUE PROJECT COMPETENCE CONCEPT

Steinbeis University Berlin not only teaches students about the close relationship between theory and practice; it also applies this principle in its offerings. The project skills concept is a unique educational approach that creates a true win-win situation for the companies assigning the projects, and the students working on them.

Projects with a real-world focus

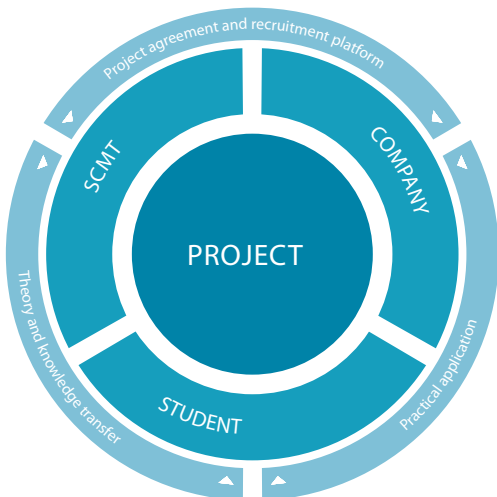
As a participant in the MBA program, you will choose a project that is relevant to the future of your company, and work on it during the course. This allows you to demonstrate to yourself, to us and, above all, to your company that you can apply the knowledge acquired during the program in a way that delivers real benefits – based on theory, in line with real-world requirements, and with tangible results.

Expert support

The seminar phases provide you with the methodological skills required to solve problems. You enjoy the expert support of a large number of professors and lecturers who have vast practical and theoretical experience. Armed with the necessary knowledge, you then develop innovative concepts for the future of your company, and apply these in your project work.

Tangible results

With the assistance of your personal supervisor, you document your project in your Master’s thesis. Your project is directly related to your professional tasks. As such, it delivers tangible results – in the form of innovative ideas, competitive advantage and greater profitability for your company. This pioneering approach makes the MBA attractive for midsize enterprises, large corporations, self-employed businesspeople, and budding entrepreneurs.



INNOVATIVE APPROACH

Running concurrently with your career, the international post-graduate Master's program provides you with the highest level of management expertise. Unique project work plays a key role: All participants are working on a project at their company, and document activities and findings in their Master's thesis (knowledge transfer work).

The program is based on traditional management theory. In a total of 13 modules, you acquire concentrated, up-to-date, international management skills. All modules are taught in English – and two are taught at our renowned partner universities abroad in Europe, US and Asia. The topics of international management and innovation are integrated into every module.

Personal supervision and demonstrable transfer of knowledge ensure that participants and their companies reap maximum benefit from this career-integrated program.

FLEXIBLE STRUCTURE

The structure of the MBA program comprises 13 largely free-standing modules. This gives students considerable flexibility when it comes to their studies. In addition, any modules that have been missed can be easily caught up with at a later date.

Modules are offered at intervals of approximately six weeks. Each comprises six days of seminars. There are no lectures on Sundays. The dates and the content of classes are all defined at the beginning of the course, allowing you to plan in advance.

Examinations at the end of each module gauge students' progress and, in some cases, provide opportunities to put newly acquired skills into practice. This means you can focus firmly on your day-to-day work after completing each module.

The duration of the entire course is usually two years; the maximum period of study is four years.

TARGET GROUP

You currently hold a leadership position in the business field or are about to take on leadership responsibility. The MBA program offers entrepreneurs, executives and rising management talent of all industries practice-oriented management knowledge, directly applicable in the workplace

Are you fully employed and would like to advance your career with an MBA degree? Nowadays, who wants to get ahead professionally has to deliver considerably. The International Executive MBA program offers you the necessary management competencies and is especially designed to meet the time management challenges of the participants..

You would like to advance your career and are looking for a new professional challenge? As part of our fellowship-model, you not only profit from the seminar content but also get the opportunity to complete a project in one of our partner companies seeking to develop and train skilled management talent with our collaboration. The fellowship-model offers the participant full scholarship financing by the partner company in addition to a monthly allowance.

On the executive level, targeted and future-oriented recruiting, training and retention of highly qualified personnel are also crucial to the long-term success of a company. Our career-integrated International Executive MBA program constitutes the ideal tool for this purpose.

Would you like to develop talent from within your organization? If admission requirements are met, the International Executive MBA constitutes the ideal program to develop and qualify your high potentials for more comprehensive tasks.

Are you a future-oriented company in need of highly qualified personnel? We offer the best opportunity for recruitment and testing of future managers on a limited term and result-oriented project basis. You identify and communicate company projects to SCMT and thereby receive access to our international Fellow-Pool. According to the project specifications and after its assessment, SCMT will present several qualified Fellows. The selection of the Fellows takes place in direct consultation with you.



A WIN-WIN SITUATION FOR COMPANIES AND STUDENTS.



“With its tailored, business-oriented content and experienced experts from around the globe, the Steinbeis international MBA program has contributed significantly to improving my professional skills. As an employee of a mid-sized company, I particularly appreciated the opportunities for discussing issues of relevance to my kind of organization with fellow students and professors.”

Jessica-Michelle Kreher
Sales & Marketing Manager, Kreher Technik GmbH
MBA 2008

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HOW STUDENTS BENEFIT FROM OUR MBA

Ensure excellent prospects for your career – and for your company.

Direct application of knowledge

The project skills concept enables you to apply your management knowledge in a project at your company and document this in your Master’s thesis. Work on your project is supervised by professional coaches and consultants from the Steinbeis network.

Maximum flexibility

The highly modular structure of the MBA program enables you to flexibly schedule your studies in line with your specific requirements. If your business obligations mean you have to change your plans at the last minute, that’s no problem. Moreover, you can choose to complete your course over a period of two to four years.

Excellent prospects

The MBA delivers the cross-industry skills you need for your future management roles. The course focuses firmly on your company and on the practical application of knowledge. This raises your profile as an employee and as a candidate for new positions – giving you excellent opportunities to further your career.

Valuable networking opportunities

Throughout the MBA program, you benefit from dialogue with other managers and enterprises. SCMT not only supports its extensive alumni network via events and extra curricular activities – both during and after your studies but it also provides you with access to the global Steinbeis network.

Academic training

You are supervised and taught by tutors with a practical, theoretical and research background. And you benefit from our contacts to international partner universities. Following successful completion of your studies, you will be awarded the degree of Master of Business Administration.

HOW COMPANIES BENEFIT FROM OUR MBA

Companies that partner with the MBA program have a firm commitment to their future. By investing in their best employees, they are investing in their continued success.

Solutions to real-world challenges

The unique project competence concept offers you the opportunity to conduct real-world projects aimed at achieving useful, relevant results for your company. This return on investment makes the MBA program attractive for midsize companies, large corporations, and self-employed entrepreneurs alike.

Management consulting included

Experts from Steinbeis University's network deliver effective project management and support, as well as professional supervision for participants. Your company benefits from the coaches and consultants of the Steinbeis faculty throughout the course – and beyond.

Highly qualified employees

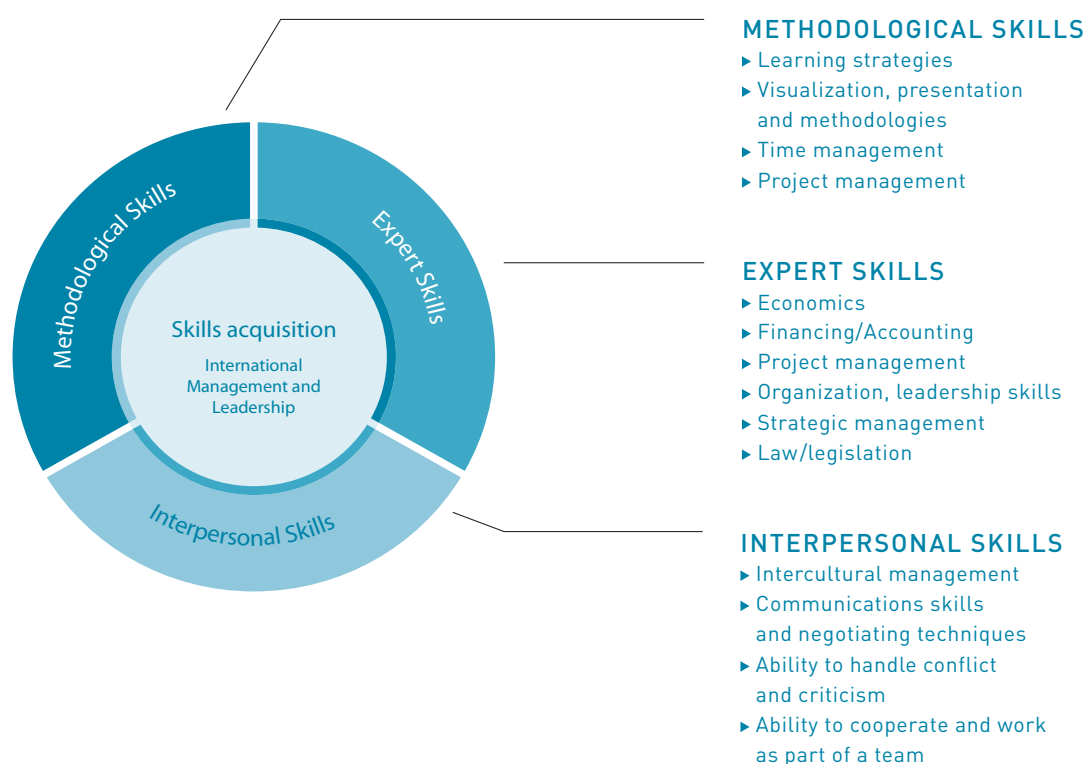
The MBA program demands outstanding expertise and excellent knowledge transfer skills – making your employees masters of business administration, but also valuable specialists. Moreover, the course fosters their personal development, as well as their social and communication skills.

Excellent image

Offering attractive educational opportunities enhances your company's image and its appeal on the local labour market.

COMPREHENSIVE ACQUISITION OF SKILLS

Our students take away a combination of practical, methodological, and soft skills from the MBA program. They begin as specialists and leave as all-round experts who can be deployed in various areas throughout your company. This increases their employability and their promotion prospects – while providing new opportunities for your company's success.



THE GOAL OF OUR MBA PROGRAM: LAY A FIRM FOUNDATION FOR YOUR FUTURE SUCCESS.



“After 10 years’ professional experience, the MBA was an ideal opportunity to enhance my business knowledge and catch up with the latest practical and theoretical knowledge. In addition, I broadened my horizons by communicating with fellow students from different industries and countries – and enjoyed the support of outstanding faculty members.”

Alex Park
Global Commodity Manager, Visiocorp Group Services GmbH
MBA 2008

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A CURRICULUM GEARED TO REAL-WORLD SUCCESS

The core content and real-world focus of the MBA program prepare you for the strategic and operational challenges you will face as a manager in your particular business area.

End-to-end training

Methodologies focusing on soft skills are employed throughout the entire program. These help develop and enhance students’ management skills. Personal development seminars are rounded out by approaches to self, complexity, and knowledge management.

Advanced skills

The general management elements of the program address the creative, social, cultural and psychological dimensions of business administration. You gain insight into the business context of every unit within an enterprise. Moreover, the course also takes into consideration current challenges in information and communications technology.

From strategy to implementation

In a fiercely contested business world, it is essential to recognise the strategic potential of new ideas. To determine the value of innovative concepts it is therefore important to analyse their future potential. The MBA curriculum follows a rigorously logical approach: From analysis to innovation, to implementation and monitoring of results. Step by step, you will gain the knowledge required for the entire spectrum of general management tasks. And the project, which plays a pivotal role in your studies, gives you an opportunity to apply this knowledge. That is the core aspect of our approach to knowledge transfer.

MBA – CURRICULUM – CROSS-MODULE TOPICS

In addition to the study modules listed here, the cross-module topics of international management and innovation help you continuously develop skills in the areas of ethics, conflict management, moderation and mediation.

THE DISCIPLINES OF ECONOMICS

Economics

- ▶ **Interdisciplinary Academic Work:** Planning, researching and writing academic papers, guidance on literature and database searches, presenting arguments, formal structure and presentation of academic papers, principles of empirical research
- ▶ **Macroeconomics:** Analysis of relationships between factors that impact entire economies; academic methodologies of macroeconomics; fundamental knowledge of the relationship between supply and demand and how markets function, including the corresponding political-economic implications
- ▶ **Microeconomics:** Study of the behaviour of economic units, academic methodologies of microeconomics; basic principles of how a company functions; practical insight into the financial management of companies
- ▶ **Managerial Economics:** The social, legal and political conditions under which companies operate; organisational principles for cost-efficient and profitable management in a broader economic context

LEGAL TOPICS OF RELEVANCE IN A CORPORATE CONTEXT

Law

- ▶ **Principles of Law:** Overview of business-relevant legal topics in Germany and internationally, approaches to problems in business law, legal forms of companies and criteria for selection
- ▶ **Legal Framework:** Essentials of competition and cartel law, internationalisation of business law, provisions of contract- and sales-related legislation
- ▶ **Fields of Activity for Executives:** Approaches to problems in labour law, role of labour legislation in the legal system, legal aspects of computerisation and digitisation, skills for practical dealings with lawyers

SUCCESSFULLY MANAGING PROJECTS, PROCESSES AND ORGANISATIONS

Project Management & Organisation

- ▶ **Methods of Project Planning and Project Management:** Development of project skills, theory, tasks, tools and processes of project management, project-management culture, project monitoring and control
- ▶ **Process Management:** Theory and tasks of process management, process-management culture, process monitoring and control
- ▶ **Information Management:** Goals and tasks of strategic and operational information management
- ▶ **Organisational Management:** Organisation as an essential management task in the context of a company's goals and strategies, internal and external requirements of the organisation, resistance, limits and problems in organisational development

ENTREPRENEURIAL THINKING, ACTION AND MANAGEMENT

Entrepreneurship & Strategy

- ▶ **Principles of Practical Corporate Management:** General success factors of business approaches, entrepreneurial development, definition of goals and strategies, corporate development process, development of alternative solutions for real companies, entrepreneurial thinking and action
- ▶ **Principles of Entrepreneurship:** Fundamental normative and strategic building blocks of corporate management
- ▶ **Innovation Management:** Practical skills for various creativity techniques, methods and skills for developing innovation projects and ways to integrate them into the organisation, introduction of creative and systematic processes at companies, introduction and implementation of innovations, development of growth potential
- ▶ **Strategy Management:** Levels of strategy, tools and methods for enterprise and strategy analysis, adoption of integrated management tasks, strategy as a management activity and subdiscipline of corporate management

MBA – CURRICULUM – CROSS-MODULE TOPICS

Entrepreneurship & Strategy

- ▶ **Business Strategy:** Types of strategies, strategies for individual lines of business and markets, alternative strategies, market boundaries and means of competition, theoretical models for competitive strategies, implementation of strategies for individual lines of business, formulation of a business strategy within the enterprise, introduction of strategic tools (e.g. balanced scorecard)
- ▶ **Corporate Strategy:** Types of strategy at the corporate level, enterprise-wide strategies, decisions regarding the structure of a company's business divisions, implementation of corporate strategies

POSITIONING COMPANIES SUCCESSFULLY

Marketing

- ▶ **Principles of Marketing:** Classic marketing tools, the impact of marketing in various segments, practical application of the marketing mix
- ▶ **Market Research:** Classic market research activities, skills required for applying the results of market analyses and research, integration of primary and secondary market research into the management process, customer analysis, identification of sources of market data, capture and evaluation methods, influence of products, processes and other decision makers on purchasing behaviour, opportunities for influencing purchasing behaviour
- ▶ **Sales Management:** Significance of marketing for increasing sales and growth, implementation of marketing activities, knowledge of sales structures and concepts in modern organisations
- ▶ **Marketing Management:** Market-driven corporate management, complex marketing strategies, quantitative and qualitative analysis and management, role of strategy, product, process, staff and corporate culture, market orientation of companies
- ▶ **Business Development:** Strategic positioning of companies on the basis of products and processes

FINANCIAL BASIS, ANALYSIS AND PLANNING OF COMPANIES

Accounting, Corporate Finance & Financial Control

- ▶ **Principles of Accounting:** Validation of basic accounting knowledge, balance sheet, profit and loss
- ▶ **Financial Analysis:** Methods of analysis, assessment of the balance sheet, profit and loss account, evaluation of company based on metrics
- ▶ **Financial Reporting:** Interplay of balance sheet, profit and loss account and statement of cash flows, business plan, liquidity planning, strategic and management control, budgeting including profitability and liquidity, capital budgeting, financing options, balance sheet and income statement according to the German commercial code and international accounting standards, value-based corporate management
- ▶ **Principles of Corporate Finance:** Integrated profitability and finance planning budgeting, creation of budget within the scope of financial control, comparison of projected figures with actual figures, extrapolation and forecasts, gross margin, cost accounting, activity accounting and profit and loss account, financial and general accounting

OPERATING WITH CONFIDENCE ON INTERNATIONAL MARKETS

International Management

- ▶ **Principles of Foreign Trade:** Foundations and significance of international trade, understanding of a country's trade policy and the basis for establishing trade relations
- ▶ **Principles of International Management:** Deployments abroad – success factors and problems, strategies for internationalisation, challenges and options when entering new markets, challenges of key international marketing strategies
- ▶ **Cross-Cultural Management:** Entrepreneurial thinking and action in an international context, intercultural skills, Awareness of intercultural differences in values, cultural differences (attitudes to time, power, individuality, gender, security) and specific examples from major international trading partners

MBA – CURRICULUM – CROSS-MODULE TOPICS

Leadership & Competencies

EFFECTIVELY DEVELOP AND DEPLOY LEADERSHIP SKILLS

- ▶ **Leadership:** Interpersonal skills as a key factor for future competitiveness, management conduct in strategic tasks, motivating employees and taking initiative, attitudes and approaches to leadership at various levels (managing oneself, employees, teams, enterprises), delegating areas of responsibility
- ▶ **Organisational Behavior:** Organisational psychology, psychological aspects of behaviour in an individual, group, and organisational context, relevance of psychological behavioural patterns for the success of a project or company
- ▶ **Human Resource Management:** Development of self-understanding in line with one's role, dealing with cognitive dissonance, methods for recruitment and development, distinctive features of leadership in an international context, human resource management as a sustainable competitive advantage
- ▶ **Personality:** Psychological interrelationship between personality, the perception of others and leadership, development of interpersonal skills, opportunities to reflect on and improve one's own concepts of personality and development, in a day-to-day context
- ▶ **Development of Competencies:** Soft skills as a specific form of human capital, methods for acquiring skills, skills management within companies

Innovation Management

FROM THE LATEST TREND TO STRATEGIES FOR SUCCESS

- ▶ **Innovation Process:** Identification of trends to generate strategic goals, deriving new strategies from different perspectives
- ▶ **Innovation Scenarios:** Innovation-driven market research, strategic focus on markets, products and organisations, lead-user analysis
- ▶ **Product and Patent Portfolios:** Examples of new strategies for product portfolios and markets
- ▶ **Screening and Development Strategy:** Developing management for value chains, initiating and leading innovation processes, identification and analysis of innovation barriers and opportunities, development and implementation of innovation strategies, significance of the innovation process for the entire company

Information Management

FOUNDATIONS AND PRINCIPLES OF IT IN A BUSINESS CONTEXT

- ▶ **Information Systems:** Problems, concepts and methodologies of use of information for the purpose of output and company management
- ▶ **Workflow Management Systems:** Object, tasks and organisation of information management, information processing within a company, communications management, knowledge management, applications of ICT, business process management and workflow management
- ▶ **E-Business:** E-business, Internet economy, influence of electronic integration on the entire value chain, impact of e-business technologies on organisational structures, e-business models
- ▶ **Information and communications management:** Design of corporate ICT systems, integrated enterprise IT, network-based enterprise communications and cooperation (forms and systems)



TO ACHIEVE THE BEST RESULTS, WE WORK ONLY WITH THE BEST.



“The international MBA program offers an attractive and innovative concept for postgraduate studies, balancing the demands of work, life and education. The international exchange during the lectures, the experienced staff and the contact to the administration, provide an adequate atmosphere for the development of the course.”

Jose Edgard Molina L. M. Sc. Eng.
Project Manager Sales, Power Systems – Network Manager ABB AG
MBA 2008

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BENEFIT FROM SUCCESSFUL PARTNERSHIPS

To ensure that the International Executive MBA is up to date with the very latest developments and continues to deliver the highest standards of quality, Steinbeis Center of Management and Technology (SCMT) runs the program in close collaboration with many skilled partners. These include recognised industry experts and consultants, as well as professors and lecturers from the following leading international institutions and universities:

- WOIS Innovation School
- European Business School Reutlingen
- Indiana University – Kelley School of Business, Bloomington (USA)
- DePaul University, Chicago (USA)
- Oxford Brookes University



Our faculty members are experts in their chosen fields, with extensive practical and theoretical experience. They actively contribute to their areas of specialisation, and develop the key topics for the relevant modules in close conjunction with the lecturers.

LECTURES

**PROF. ROLF DAXHAMMER**

Professor at ESB Reutlingen: research and teaching focuses on international financial markets, investment banking, private wealth management, behavioural finance, international studies/European integration; director of the Steinbeis Euro-Venture-Consulting Centre

**PROF. DR. ZAFAR IQBAL**

Associate Professor of Marketing at DePaul University's Kellstadt Graduate School of Business, multiple-award-winning teacher in new product development, developing business models, marketing strategy and management, advanced marketing research and multivariate analysis

**PROF. STEPHEN L. HAYFORD, JD**

Professor of Business Law focusing on business ethics and dispute resolution in the Kelley School of Business at Indiana University, Bloomington; visiting Professor of Dispute Resolution at the Straus Institute for Dispute Resolution at Pepperdine University School of Law in Malibu, California

**DR. MONIKA KROENER**

CEO and Founder of Indiana International Management Institute at Indiana University, Bloomington (USA)

**PROF. DR. GUNTHER HERR**

Director of the WOIS Innovation School, partner of the WOIS Institute, consultant for various business innovation, strategy and development projects of international companies

**PROF. BERND NOLTE**

Founder and CEO at international management consulting company 4P; advisor to many major, global financial service providers; lecturer at international universities and business schools



LECTURES

**PROF. RON SANCHEZ**

Professor of Management in the Department of Innovation and Organisational Economics at Copenhagen Business School and a visiting professor in the Division of Engineering and Technology Management at the National University of Singapore; consultant for strategy, design and product development for leading global firms

**CHRISTIAN STERRER**

Coach, consultant and partner at pmcc consulting, with 15 years' hands-on experience in project management; lecturer in project management at Steinbeis University; lecturer at the SMBS of Salzburg University, as well as at the University of St. Gallen; author of the project management book "Setting Milestones"

**PROF. ANDREAS SEUFERT**

Professor of Economics at Ludwigshafen Business School, focusing on information management and financial controlling founder and director of the Institute for Business Intelligence at Steinbeis University; director of the International Controlling Association's Business Intelligence research group

**PROF. LÜDER TOCKENBÜRGER**

Co-partner of PRO 4S & Partner GmbH; Professor at Steinbeis University Berlin; visiting Professor and lecturer at various universities; and consultant in the areas of organisation, innovation, communications and leadership

**PROF. DR. DAN SMITH**

Dean of the Kelley School of Business, Professor of Marketing in the Kelley School of Business at Indiana University Bloomington, Clare W. Barker Chair, Eli Lilly Outstanding Graduate Teaching Award 1997, 1998, 2000, 2001, 2002, Board of Trustees Distinguished Teaching Award, 2001, 2003, Business Week Four-Star Rated Teacher

**DR. DANIEL VILLIGER**

Owner and managing director of ABP Assessment AG, Zug; lecturer at Steinbeis University Berlin; management experience in a variety of areas, has led more than 1,000 people in operational units, and worked as an independent entrepreneur and counsellor for executives and managers



REFERENCES

























































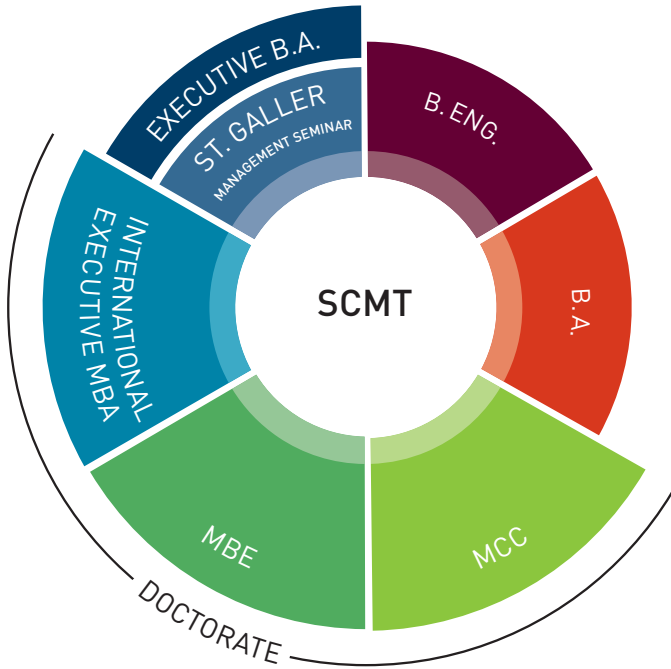









MAKE THE MOST OF OUR END-TO-END OFFERING



The Steinbeis Centre of Management and Technology (SCMT) is the association of leading institutes at Steinbeis University Berlin. The individual SCMT programs offer various forms of training, which complement and build on each other.

Select the program that best suits your specific goals and previous training. No matter what you opt for – they all feature our unique project competence concept, which you will find only at SCMT.

Our career-integrated approach takes business people without a first degree from the St. Galler Management Seminar to the Executive Bachelor of Business Administration, through to the Executive Master of Business Administration.

- **Doctorate**
Project-based, career-integrated doctoral research
- **International Executive Master of Business Administration (MBA)**
International career-integrated MBA program in English focusing on general management for executives, young professionals, and entrepreneurs with at least two years' experience
- **Master of Business and Engineering (MBE®)**
International Master's program with integrated practical periods, for graduates and young professionals
- **Master of Science in Controlling & Consulting (M.Sc.)**
International Master's program in Controlling & Consulting with integrated practical periods, for graduates and young professionals
- **Executive Bachelor of Arts in Business Administration (B.A.)**
Career-integrated undergraduate course focusing on general management for entrepreneurs and senior executives. The St. Galler Management Seminar is part of the BBA program.
- **St. Galler Management Seminar**
Practice-based summary of current approaches to management and business administration – for entrepreneurs and senior executives – over 9 sessions, 2 days each
- **Bachelor of Arts (B.A.)**
Business studies or business/technical undergraduate course with integrated practical periods, for young professionals
- **Bachelor of Engineering (B. Eng.)**
Technically-oriented undergraduate course with integrated practical periods, for young professionals

EXAMINATIONS

All 13 seminar modules include compulsory examinations. Types of examination: Written examination | Case study | Presentations | Transfer Reports
Examinations are held in English. For all other issues, the regulations of Steinbeis University Berlin shall apply.

QUALIFICATION



When students successfully complete the program, Steinbeis University Berlin awards the FIBBA-accredited and state-accredited degree of Master of Business Administration – MBA. Steinbeis University Berlin has been state accredited since 1998.

TEACHING LOCATION AND COMMENCEMENT OF STUDIES

The relevant institute determines where the seminar modules are taught. Teaching takes place at Steinbeis University Berlin, at SIMT, our Stuttgart campus, and at our international partner universities.

The International Executive Master of Business Administration commences annually in Juni. Students can start their studies with the module of their choice.

ADMISSION

There are three steps to acceptance:

1. Application documents
2. Face-to-face interview
3. Analysis of personal potential

Admission requirements:

The following criteria are the basic admission requirements for the MBA program:

- Applicant's previous education and training: completed course of study (university, university of applied sciences, vocational college)
- At least one year professional experience
- Command of written and spoken English
- Successful selection interview

ASSISTANCE AND APPLICATIONS

Advisor, Prospects and Applicants:

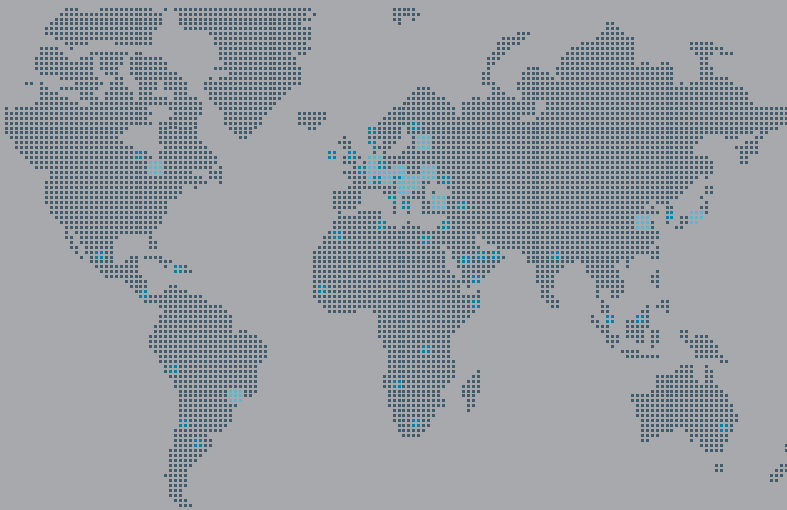
David Rudolph
Phone: +49(0)711 - 44 08 08 - 70
Email: david.rudolph@scmt.com

All information about the application process is available on our website www.scmt.com

Advisor, Prospects and Applicants - Fellowship-model:

Nadine Riffel
Phone: +49(0)711 - 44 08 08 - 41
Email: nadine.riffel@scmt.com

www.scmt.com



A company of the Steinbeis University Berlin



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