



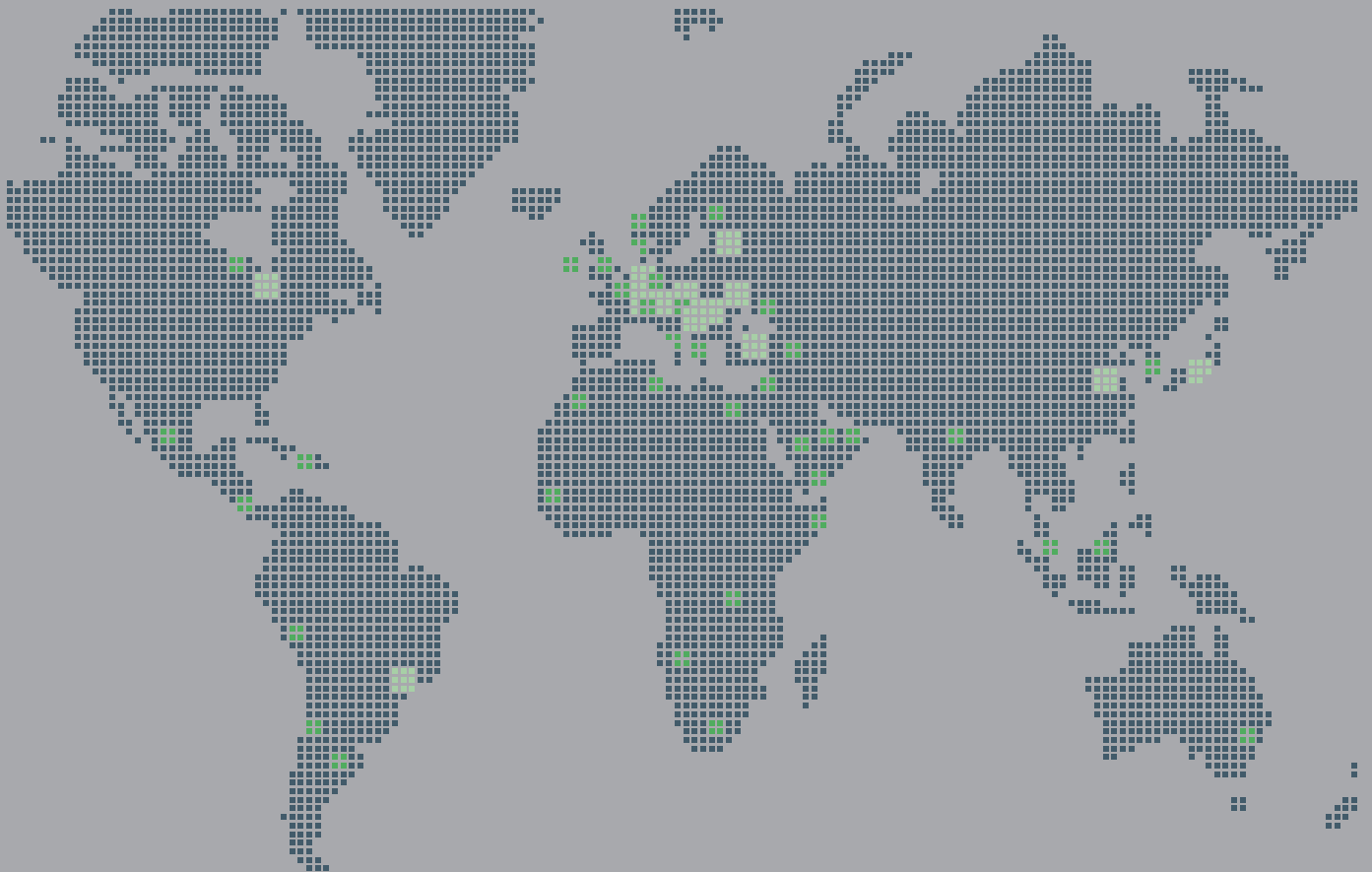
**SCMT**

**Steinbeis Center of Management  
and Technology**

Research | Education | Consulting

# MASTER OF BUSINESS ENGINEERING MBE®

International and practice-oriented master program with integrated knowledge and project transfer for junior managers



**Steinbeis University  
Berlin SHB**

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*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**

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## KNOWLEDGE. EDUCATION. FUTURE.

3

**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.

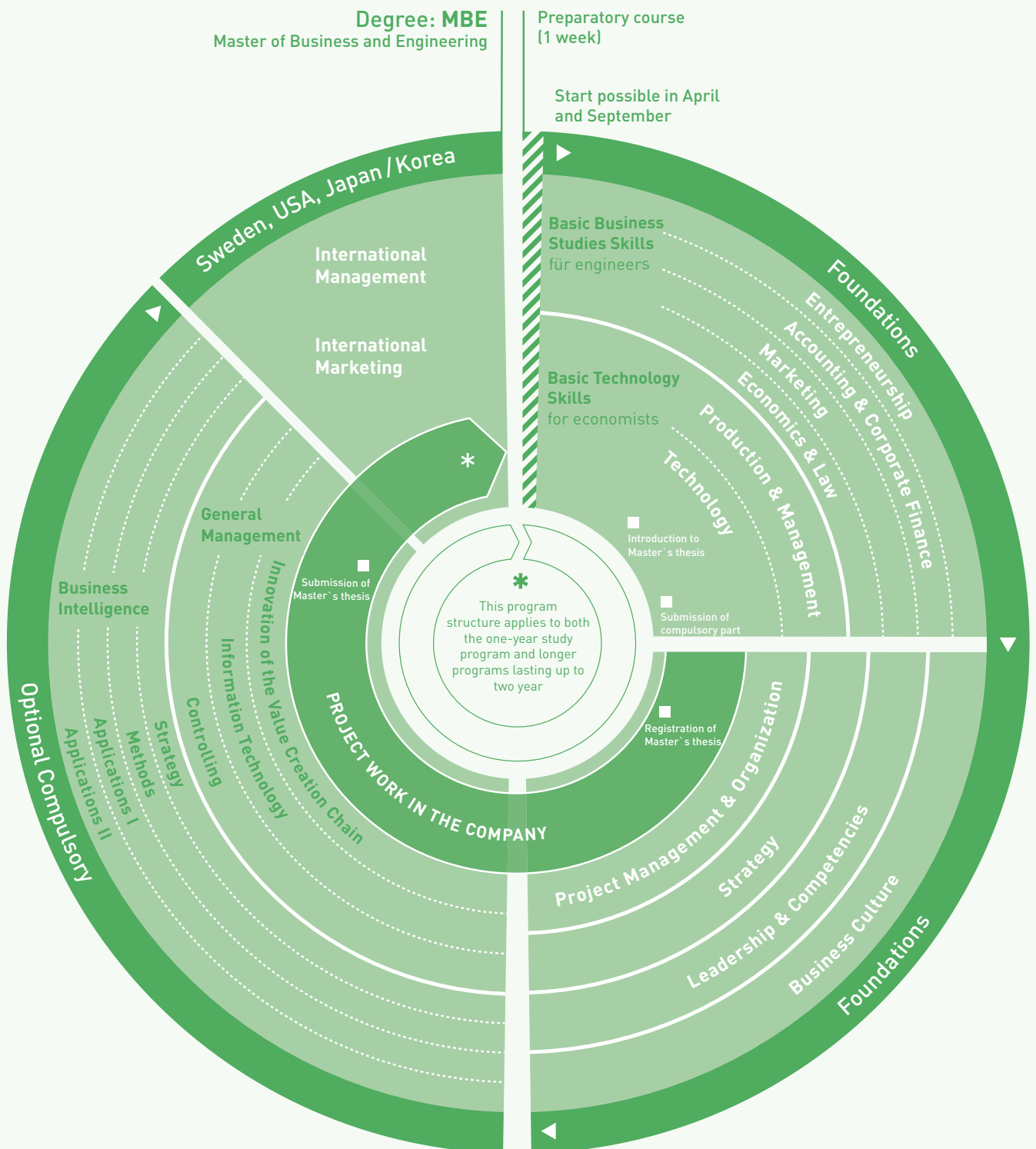
In today's society, knowledge is the essential raw material for lasting success. And lifelong learning is becoming a key factor in innovation and competitiveness – both for companies and for individual employees.

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.

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

# THE CORE OF YOUR STUDIES: THE MBE® PROGRAM IN DETAIL.





## THE MBE® PROGRAMM FOR HIGH POTENTIALS.

5

**Dear reader,**

Today's junior staff are tomorrow's managers. Our task is to recruit junior managers, enhance their skills, and develop their potentials to prepare them for future challenges.

The innovative concept of the postgraduate Master of Business Engineering (MBE®) program at Steinbeis University Berlin makes it possible to offer a progressive course and thereby develop excellent up-and-coming staff for companies. All of our Fellows have already successfully graduated from at least one degree. Our dual, international program provides them with comprehensive, practice-oriented engineering or business training.

We focus on transfer-oriented programs to enable the knowledge gained to be specifically implemented in companies. And we do not only mean specialized expertise, but also the indispensable methodological and social skills required for long-term success.

Parallel to the theoretical training provided by our University, the Fellows also work on a specific project in a company. This enables them to demonstrate their ability to practically implement what they have learned with measurable benefits for their partner companies. More than 800 completed projects in the over 11 years that the program has been running confirm the benefits for the Fellows and companies alike, and act as references for us.

Benefits are gained by both Fellows with excellent professional perspectives and partner companies in competition for junior staff. We look forward to accompanying you along the road to a successful future

**Dr. Diana Pressl**  
Managing Director MBE® Program  
Steinbeis University Berlin

# THE BEST OF THEORY AND PRACTICE: YOUR SUCCESS.



»Starting out from engineering, the MBE® is the necessary and adequate complement to be able to start a career in top management. Especially the invariably requested soft skills are trained here. Furthermore, interdisciplinary communication between economists and engineers and their different approaches to the various tasks are conveyed practice-oriented and in a very professional way.«

*Dipl.-Ing. (FH) Marcel Lehmann, MBE  
Manufacturing Engineering International, BOS GmbH & Co KG  
Alumni MBE® 2006*

## 01

### 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*

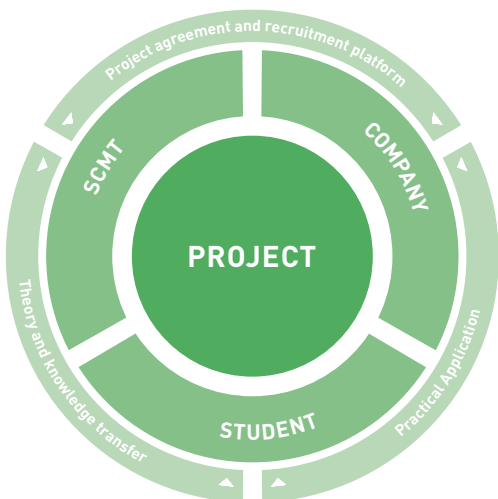
As a participant in the MBE® program, you will choose a project that is relevant to the future of your company, and work on this during the course. This allows you to demonstrate to yourself, to us and, above all, to your employer that you can apply the knowledge acquired during the program in a way 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 tutors 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 MBE® attractive for midsize enterprises, large corporations, self-employed businesspeople, and budding entrepreneurs.



## INNOVATIVE APPROACH

The postgraduate MBE® program is the consistent continuance of the dual education principle. The program leads young professionals to the state-approved academic degree Master of Business Engineering (MBE).

During the term of study our Fellows acquire an international and practice-oriented education. Their knowledge transfer during the course is interdisciplinary. The objective is to prepare the Fellows for the challenge of successfully balancing the conflicting areas of engineering and business and thus give MBE® graduates a broad area of skills for use in their later professional lives.

Unique project work plays a key role. Personal supervision and demonstrable transfer of knowledge ensure that participants and their companies reap maximum benefit from this career-integrated program.

## MODULAR STRUCTURE

The international master program lasts for a minimum of one year, with extended programs lasting up to two years also being available.

Fellows are taught the necessary skills and abilities in a practice-oriented manner in 17 seminar weeks. For six of these seminar weeks, the teachings are held in English at our internationally renowned partner universities abroad.

Working on a specific project in a company parallel to attending the seminars is a basic part of the MBE® program and a prerequisite for course entry. The companies are sourced by SCMT or on applicants' own initiative.

The course is taught in English.

## TARGET GROUPS

### *Fellows*

You are a High Potential and you want to qualify for a position as a junior manager? Our master program MBE® offers university graduates (Uni, FH, BA) and candidates with less professional experience the possibility to enhance their personality and knowledge. The program addresses junior staff with a first degree in business economics, sciences or technology.

### *Partner Company*

You are a future-oriented company and you want to recruit highly qualified personnel? We offers best opportunities to recruit and try (junior)executives within a limited and result-driven project.

The companies inform SCMT about the project specifications and thereby gain access to the international fellow pool of SHB. SCMT selects up to 100 Fellows from about 700 applicants per study cycle. According to the project specifications, SCMT presents several suitable Fellows to the company. The Fellows are then chosen in agreement with the companies.

You also have employees who you want to qualify? Provided that all requirements are met, it is also possible to admit Fellows from your actual company. The MBE® program is an ideal possibility to qualify promising young professionals for further responsibilities.



# TOGETHER WE CAN DO MORE: YOUR BENEFITS FROM THE MBE®.



»Conveying social skills is an important aspect of the MBE program. It was always quite a learning experience for me, as a business economist, to be confronted with the thought and argumentation processes of engineers during the numerous case studies«

*Dipl.-Betw. Verena Cordes, MBE  
DeTeImmobilien, today: Consultant, PricewaterhouseCoopers WPG AG  
Alumni MBE® 2004*

## 02

### HOW STUDENTS BENEFIT FROM OUR MBE®

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.

*Allowance*

In addition to benefiting from theoretical training and project work during your studies, you will also receive 8,800 euros from SCMT for the one-year program and 42,000 euros from SCMT for the two-year program.

*Excellent prospects*

In practice, there is great demand for qualified specialists, even in these economically difficult times. As an MBE® graduate you are able to conduct a broad range of activities, which ideally positions you to apply for more senior management duties.

*Valuable networking opportunities*

Throughout the MBE® program, you benefit from dialogue with other junior managers. 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 and enterprises. Following successful completion of your studies, you will be awarded the degree of Master „Master of Business Engineering (MBE)“.



## HOW COMPANIES BENEFIT FROM OUR MBE®

Companies that partner with the MBE® 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 MBE® 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 MBE® 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*

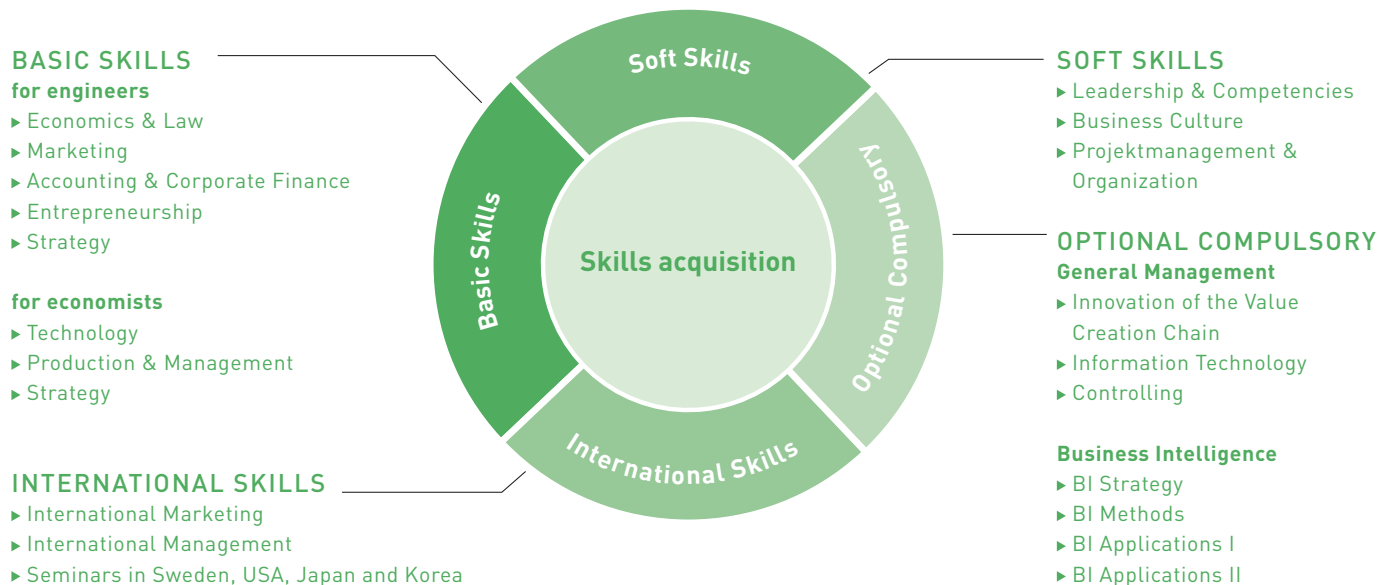
Offering attractive educational opportunities enhances your company's image and its appeal on the local labour market.

### *Recruiting*

The international SCMT Fellow-Pool offers good opportunities to recruit proven employees. The company has the opportunity to test a potential employee's performance on a results-driven project. It is also able to offer the Fellow permanent employment at the end of the project; in fact, this is desired.

## COMPREHENSIVE ACQUISITION OF SKILLS

Our students take away a combination of practical, methodological, and soft skills from the MBE® 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.



## WITH THE MBE® YOU ARE READY FOR SUCCESS.



»The outline of the study program enables the Fellows to transfer their acquired theoretical knowledge into the company and directly achieve improvements. Apart from this interactive learning process and the development of my soft skills, the MBE program provided me with a network reaching far beyond the actual study period, thus being a useful contribution to my future career.«

*Dipl.-Betw. Manuela Schnepfer, MBE  
Controller and Assistant to the Financial Director, hofer AG, hofer powertrain GmbH  
Alumni MBE® 2005*

### 03

#### A CURRICULUM GEARED TO REAL-WORLD SUCCESS.

As a high potential, the theoretic knowledge transfer and specific practice orientation optimally prepare you for the strategic and operative challenges in your business.

##### *Basic preparation*

A one-week preparatory course held at the start of the MBE® course provides you with the basic knowledge required for the program.

##### *End-to-end training*

The basic training in our MBE® master program is interdisciplinary. In the foundation course, scientists and engineers are taught business skills, while the focus for economists lies on engineering and science. Fellows are allocated to the categories engineer/scientist or economist on the basis of their first academic degree.

##### *Advanced skills*

The subsequent seminars focus on the creative, cultural, and psychological dimension of management, thereby giving you insights into how business management is interrelated across all the areas of a company.

##### *From strategy to implementation*

Recognizing the strategic potential of an idea is a decisive factor in tough competition. A forward-looking analysis is therefore always essential when considering innovative concepts. The MBE® curriculum follows a logical system of training: you gradually acquire the knowledge required to carry out senior duties and use the main project in your studies to develop the skills to use this knowledge. This system forms the heart of our knowledge transfer concept.

## MBE® – 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.

	<b>THE DISCIPLINES OF ECONOMICS</b>
<i>Economics</i>	<ul style="list-style-type: none"> <li>▶ <b>Macroeconomics</b></li> <li>▶ <b>Microeconomics</b></li> </ul>
	<b>LEGAL TOPICS OF RELEVANCE IN A CORPORATE CONTEXT</b>
<i>Law</i>	<ul style="list-style-type: none"> <li>▶ <b>Principles of Law</b></li> </ul>
	<b>POSITIONING COMPANIES SUCCESSFULLY</b>
<i>Marketing</i>	<ul style="list-style-type: none"> <li>▶ <b>Principles of Marketing</b></li> <li>▶ <b>Market Research</b></li> <li>▶ <b>Marketing and Sales Management</b></li> </ul>
	<b>FINANCIAL BASIS OF COMPANIES</b>
<i>Accounting &amp; Corporate Finance</i>	<ul style="list-style-type: none"> <li>▶ <b>Principles of Accounting</b></li> <li>▶ <b>Corporate Finance</b></li> <li>▶ <b>Financial Reporting and Controlling</b></li> </ul>
	<b>ENTREPRENEURIAL THINKING, ACTION AND MANAGEMENT</b>
<i>Entrepreneurship &amp; Strategy</i>	<ul style="list-style-type: none"> <li>▶ <b>Principles of Practical Corporate Management</b></li> <li>▶ <b>Management of Strategies</b></li> <li>▶ <b>Business Strategy</b></li> <li>▶ <b>Mergers &amp; Acquisitions</b></li> <li>▶ <b>Corporate Strategy</b></li> </ul>
	<b>UNDERSTANDING THE PRACTICAL SIDE OF TECHNOLOGY</b>
<i>Technology</i>	<ul style="list-style-type: none"> <li>▶ <b>Methods and applications in Technology</b></li> <li>▶ <b>Key Technology</b></li> <li>▶ <b>Production Engineering</b></li> <li>▶ <b>Ecology and Environmental Technologies</b></li> </ul>
	<b>PRODUCTION FROM A BUSINESS PERSPECTIVE</b>
<i>Production &amp; Management</i>	<ul style="list-style-type: none"> <li>▶ <b>Production Systems</b></li> <li>▶ <b>Production Management, Planning and Logistics</b></li> <li>▶ <b>R &amp; D Management</b></li> </ul>
	<b>MANAGING, COORDINATING, ORGANIZING AND CONTROLLING PROJECTS</b>
<i>Project Management &amp; Organization</i>	<ul style="list-style-type: none"> <li>▶ <b>Project Management</b></li> <li>▶ <b>Organization</b></li> <li>▶ <b>Knowledge Management</b></li> </ul>
	<b>OPERATING WITH CONFIDENCE ON INTERNATIONAL MARKETS</b>
<i>International Management</i>	<ul style="list-style-type: none"> <li>▶ <b>Principles of International Management</b></li> <li>▶ <b>Principles of Foreign Trade</b></li> <li>▶ <b>Supply Chain Management</b></li> <li>▶ <b>Cross-cultural Management</b></li> </ul>

## MBE® – CURRICULUM – CROSS-MODULE TOPICS

<i>Leadership &amp; Competencies</i>	<p>EFFECTIVELY DEVELOP AND DEPLOY LEADERSHIP SKILLS</p> <ul style="list-style-type: none"> <li>▶ <b>Leadership</b></li> <li>▶ <b>Human Resource Mangement</b></li> <li>▶ <b>Development of Competencies</b></li> <li>▶ <b>Personality</b></li> </ul>
<i>International Marketing</i>	<p>SUCCESSFULLY OPERATING IN FOREIGN MARKETS</p> <ul style="list-style-type: none"> <li>▶ <b>Business Development International</b></li> <li>▶ <b>Market Entry Strategy</b></li> <li>▶ <b>Distribution</b></li> </ul>
<i>Business Culture</i>	<p>BUSINESS CULTURE AS A SUCCESS FACTOR</p> <ul style="list-style-type: none"> <li>▶ <b>Business Ethics</b></li> <li>▶ <b>Conflict Management</b></li> <li>▶ <b>Moderation</b></li> <li>▶ <b>Rhetoric</b></li> </ul>
<i>Innovation of the Value Creation Chain</i>	<p>FROM THE CURRENT TREND TO A STRATEGY FOR SUCCESS</p> <ul style="list-style-type: none"> <li>▶ <b>Innovation of the Value Creation Chain 1</b></li> <li>▶ <b>Innovation of the Value Creation Chain 2</b></li> <li>▶ <b>Boosters of Business Growth</b></li> </ul>
<i>Information Technology</i>	<p>FOUNDATIONS AND PRINCIPLES OF IT IN A BUSINESS KONTEXT</p> <ul style="list-style-type: none"> <li>▶ <b>E-Commerce</b></li> <li>▶ <b>E-Business</b></li> </ul>
<i>Controlling</i>	<p>COMPANY ANALYSIS AND PLANNING</p> <ul style="list-style-type: none"> <li>▶ <b>Central/Decentralized Controlling</b></li> <li>▶ <b>Contribution Margin</b></li> </ul>
<i>BI Strategy</i>	<p>FROM COMPANY OBJECTIVES TO OPTIMAL BI SUPPORT</p> <ul style="list-style-type: none"> <li>▶ <b>Performance Management Concept</b></li> <li>▶ <b>Methods of Performance Management</b></li> <li>▶ <b>Elements of a BI Strategy</b></li> <li>▶ <b>Integration of a BI Strategy</b></li> <li>▶ <b>Value Added Aspects of BI in a company</b></li> </ul>
<i>BI Methods</i>	<p>DEVELOPING BI SOLUTIONS</p> <ul style="list-style-type: none"> <li>▶ <b>Project Management</b></li> <li>▶ <b>Risk and Quality Aspects</b></li> <li>▶ <b>Demand Analysis</b></li> <li>▶ <b>Information Modeling Scenarios</b></li> </ul>
<i>BI Applications I</i>	<p>FROM A DATA MODEL TO A DATABASE</p> <ul style="list-style-type: none"> <li>▶ <b>Reporting</b></li> <li>▶ <b>Multidimensional Database Models</b></li> <li>▶ <b>User Interfaces</b></li> <li>▶ <b>Analytical Processing</b></li> </ul>

**MBE® – CURRICULUM – CROSS-MODULE TOPICS**

- ▶ Information Deployment
- ▶ Security and Access Regulations

**IMPLEMENTING INNOVATIVE SOLUTIONS SUCCESSFULLY**

*BI Applications II*

- ▶ Planning Strategy
- ▶ Functions inside the planning process
- ▶ Simulation
- ▶ Process Support

**INTERNATIONAL TEACHING LOCATIONS**

*Seminars in USA, Japan, Korea and Sweden*

The students spend a total of 30 days at SCMT partner universities in the USA, Japan, Korea, and Sweden. Studying at our foreign partner universities enables the Fellows to gain both professional and personal experiences and to improve their language skills.

During their time in the USA, Korea, and Sweden, the Fellows study at Indiana University’s Kelley School of Business, SKK GSB in Korea and Jönköping University. The course involves seminars and case studies.

In addition to the theoretical teachings, during their time at Kitakyushu University in Japan, the Fellows also receive a whole wealth of new insights into the Japanese way of business: The program includes tours of Japanese companies and discussions with their Management Boards.

**MODULAR STRUCTURE**

*Program duration*

For projects lasting up to two years, the duration of the project work accompanying the studies is extended by the specified number of months. The number of seminar weeks does not change. After the first year, vacation days are agreed with the companies.



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



»In the ever-changing global competitive arena, the MBE® program combines practice-oriented projects with international studies in line with the high demands of the industry. In addition to the basics of engineering, the excellent professors taught us about business questions, mindsets and tools. For me, however, the most valuable part of the program was all the contacts and friendships that I made.«

*Dipl.-Ing. Christian Mertens, MBE  
Management Trainee, Bosch Rexroth  
Alumni MBE® 2007*

# 04

## BENEFIT FROM SUCCESSFUL PARTNERSHIPS

To ensure the MBE® is up to date with the very latest developments and delivers 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 tutors from the following leading international institutions and universities:

- European School of Business (ESB) Reutlingen
- Indiana University – Kelley School of Business, Bloomington (USA)
- Jönköping University – Jönköping International Business School (Sweden)
- Kitakyushu University (Japan)
- SKK Graduate School of Business (Korea)
- TU Dresden
- Universität St. Gallen



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 tutors.

## LECTURERS

**OLOF BRUNNINGE**

Assistant Professor of Business Administration at Jönköping International Business School with the focus on the areas of strategy and organisation theory, Director of Studies at the Department of Entrepreneurship Marketing and Management

**PROF. DR. JUR. ALEXANDER FISCHER**

Independent attorney-at-law, Office of Fischer, Storz, Zander & Collegen; Professor of media law, Univ. of Applied Sciences Calw

**PROF. DR. MARIUS DANNENBERG**

Professor of Marketing, especially new media, at Fachhochschule Darmstadt, Kassel University, Kassel International Management School and California International Management School (CSIM) in San Diego

**PROF. DR. URS FREY**

Professor at Steinbeis University Berlin (SHB), Member of the management board for SME managers and entrepreneurs at The Swiss Research Institute of Small Business and Entrepreneurship (KMU HSG), University of St Gallen

**PROF. DR. 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. ULRICH GÜNTHER**

Professor at Steinbeis University Berlin (SHB), Head of the Steinbeis transfer centers Production Technology and Waste Disposal Logistics at Dresden, Applied Technology at Meißen, Technology Development and Management at Winterthur (Switzerland)



## LECTURES



**PROF. DR. STEPHEN L. HAYFORD, J.D.**

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



**PROF. DR. 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. GÜNTHER REITER**

Professor for external and internal Accounting, consolidated financial statement and International Accounting at European School of Business (ESB), Reutlingen



**PROF. DR. M. A. VENKATARAMANAN**

Chairperson of the Undergraduate program, professor of decision sciences in the Kelley school of Business at Indiana University Bloomington, Lawrence d. Glaubinger professor of Business Administration

16



**PROF. DR. 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. DR. JUR. KAY MICHAEL WILKE**

Professor at the European School of Business (ESB) Reutlingen; Judge on the Finance Court of Baden-Württemberg



## REFERENCES

























































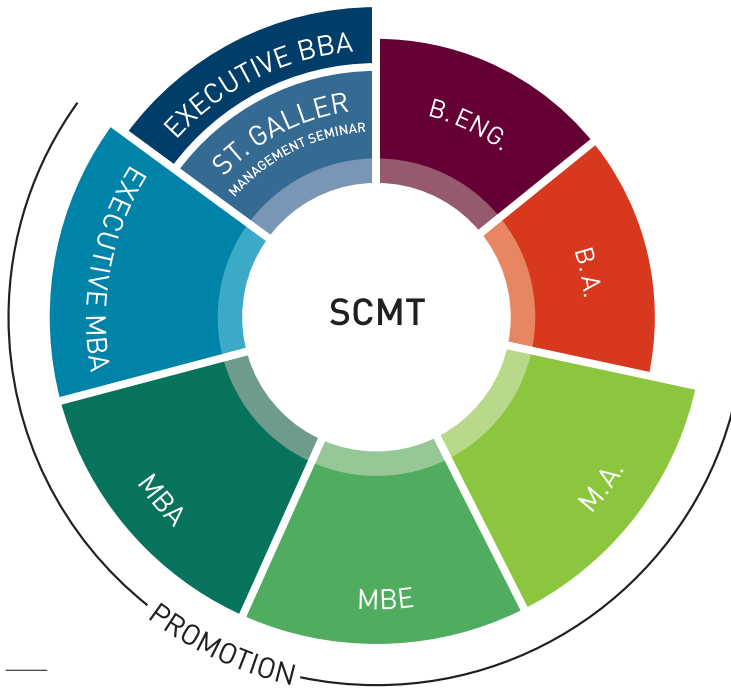









MAKE THE MOST OF OUR END-TO-END OFFERING



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.

18

□ **Doctorate**

Project-based, career-integrated doctoral research

■ **Executive Master of Business Administration (MBA)**

International career-integrated MBA program focusing on general management for executives, young professionals, and entrepreneurs with several years of professional experience

■ **Master of Business Administration (MBA)**

International Management and Innovation:  
International career-integrated course of study in English for young professionals with at least two years' experience

■ **Master of Business Engineering (MBE®)**

International Master's program with integrated practical periods, for graduates and young professionals

■ **Master of Arts (M.A.)**

International Master's program in Controlling & Consulting with integrated practical periods, for graduates and young professionals

■ **Executive Bachelor of Business Administration (BBA)**

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 10 x two days

■ **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 seminar modules include compulsory examinations.  
Types of examination: written examination | Case study | Presentations | Papers  
Examinations are held in English. The mandatory Master`s thesis accounts for 36 per cent of the overall grade. For all other issues, the regulations of Steinbeis University Berlin shall apply.

## INVESTMENT

The partner companies will pay the Fellows` course fees. No additional course fees will be payable by the Fellows. The Fellows will also receive a grant during the study program.

## TEACHING LOCATION AND COMMENCEMENT

The locations at which the seminar modules are held are determined by the responsible institute. They are held at the Steinbeis University Berlin, SIMT (our Stuttgart campus), in Salzburg and at our international partner universities. The project work is carried out at the sites of the companies organizing the projects.

SCMT will subsidize travel expenses between SHB and the project site. SCMT will also bear the flight and accommodation costs during the periods abroad.

The MBE® course commences in April and September each year.

## ACCEPTANCE

### There are three steps to acceptance:

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

### Entrance requirements:

1. An above-average first academic degree in economics, engineering, business engineering or natural sciences (Uni, FH, BA or comparable degree from a foreign university)
2. Command of written and spoken German and English
3. Successful selection interview
4. Challenging company project (organized by SCMT or on the applicant`s own initiative)

## QUALIFICATION



Upon successful completion of the course, Steinbeis University Berlin will award Fellows the state-approved and international FIBAA-accredited academic degree Master of Business Engineering. Steinbeis University Berlin has been state-accredited since 1998.

Under the credit transfer system, 75 credit points are awarded for completing the MBE®. Together with an initial undergraduate degree worth at least 225 credits, this enables Fellows to meet the formal entrance requirements for a doctoral program.

Graduates with an undergraduate degree worth less than 225 credit points can use the preparatory course to gain extra credit points.

## CONTRACTUAL QUESTIONS

The contracts relate to a company, a fellow and SCMT. The period of study does not constitute a period of employment, meaning that no direct contractual relationship is created between the project company and the Fellow.

The Fellow receives a funding agreement from SCMT for the period of study. The project company concludes a project agreement with SCMT in relation to the program term.

## ASSISTANCE AND APPLICATIONS

### Assistance for potential students

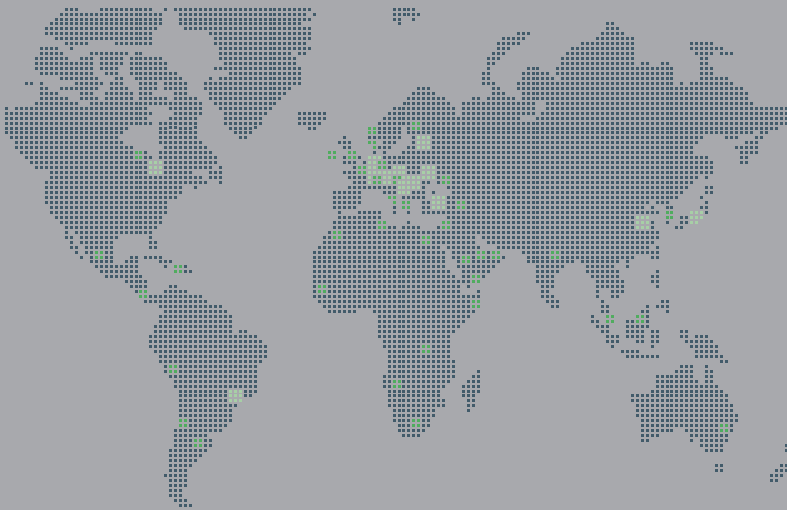
For individual questions or further information please contact:  
Mareike Kanwischer  
Phone +49(0) 711-44 08 08-21  
mareike.kanwischer@scmt.com

### Assistance for applicants

Corinna Hanf  
Phone +49(0) 30-29 33 09-210  
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For full information on the application procedure, please visit our website [www.scmt.com](http://www.scmt.com)

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