

# MBA

FULL-TIME



## Master of Business Administration in International Management

EARNED EXCELLENCE



THE BEST BUSINESS SCHOOLS  
IN THE WORLD



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### Welcome to the HHL experience

HHL is Germany's first business school, building on a tradition of 110 years of business education. Following its refounding in 1992 the business school spread its wings to develop an increasingly international outreach. And we are proud of our accomplishments so far: HHL is now one of Germany's leading business schools. *Handelsblatt*, for example, states that "HHL – Leipzig Graduate School of Management can be considered the best-established player among German MBA programs". *AméricaEconomía* even ranks our MBA programs among the top 40 in the world and the top 10 in Europe.

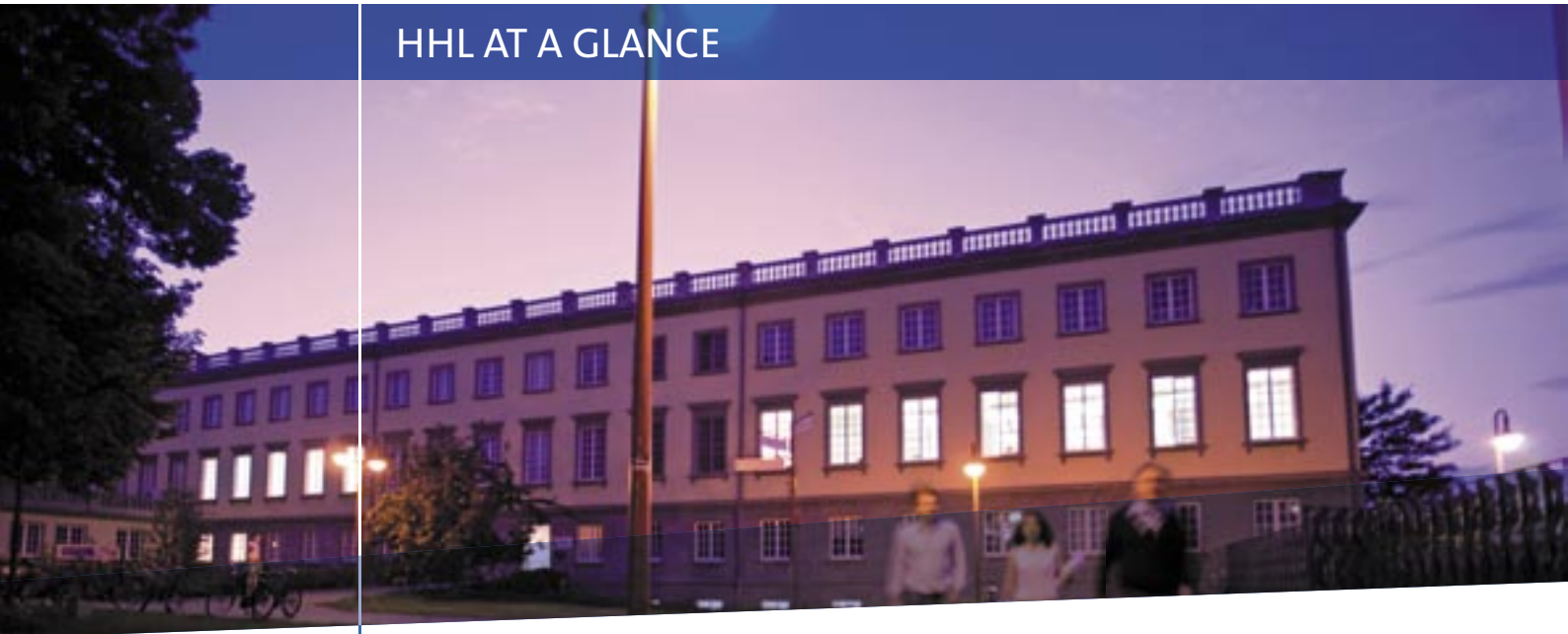
Attracting the best international and German students remains a top priority for us. We have brought on board a highly international guest and resident faculty, a diverse student body and the know-how of global partners – including some of the most prestigious business schools in the world.

Dedicated to teaching, research and innovation, HHL's management education unites theory and practice with enthusiasm. We expose you to the latest management ideas, key companies and industry leaders. We place a great deal of emphasis on sharpening interpersonal skills in areas such as communication, team work and project management. We provide in-depth management knowledge from an integrated perspective. And we constantly add curricular innovations based on the feedback that we get from our corporate partners, our alumni network and our MBA participants.

HHL is growing in stature and recognition while on its way to becoming one of Europe's leading business schools – and it is people like you who will advance our reputation as you launch your own successful career through your MBA studies at HHL. We invite you to explore the world of HHL.

Prof. Dr. Hans Wiesmeth  
Dean of HHL

Prof. Dr. Torsten Wulf  
Academic Director MBA Programs



## HHL – Germany’s first address in business education

HHL is not only Germany’s oldest business school, but it also remains one of the country’s leading management institutions. It offers international business education based on elite academic standards.

### Yesterday – HHL the birthplace of management education

HHL – Leipzig Graduate School of Management, founded in 1898 as Germany’s first business school, was the birthplace of modern management education. From its inception, HHL has been committed to rigorous management instruction and research, and it quickly developed an international reputation. After the peaceful East German revolution in 1989, which started in the streets of Leipzig, HHL rediscovered the entrepreneurial spirit of its founding days and was restructured as a high-performing private business school – again with full university status.

### Today – HHL among Germany’s top business schools

Since its refounding, the philosophy behind all HHL programs has been to focus on the

student by offering close student-faculty interaction, in-depth business and academic experiences, while at the same time developing students’ leadership potential and networking skills. Our graduate academic programs are fully accredited:

#### MBA (full-time)

Master of Business Administration in Int. Management, 18 months

#### MBA (part-time)

Master of Business Administration in Int. Management, 24 months

#### MSc (full-time)

Master of Science in Management, 18 months

#### Dr. rer. oec.

Doctoral program, 36 months (standard)

#### HHL EXECUTIVE

Executive education programs

### Tomorrow – HHL among the top European business schools

HHL is already recognized by major international business publications as one of the leading business schools in Europe. We update our curriculum according to the needs of global employment markets to further internationalize

our expertise and keep HHL at the forefront of business education and professional training. We invite you to become part of HHL's promising future.

RANKING / ACCREDITATION	QUALITY IN TEACHING	INDIVIDUAL ATTENTION	PROFESSIONAL PERSPECTIVES	CAREER SERVICE	INTERNATIONALITY & NETWORK
<ul style="list-style-type: none"> <li>Ranked among top European business schools</li> <li>Repeatedly ranked first in Germany</li> <li>First German private business school to receive AACSB accreditation</li> </ul>	<ul style="list-style-type: none"> <li>Internationally recognized faculty</li> <li>Excellent ratings for quality of teaching</li> <li>Small classes, high-performance teamwork</li> </ul>	<ul style="list-style-type: none"> <li>Excellent student-faculty ratio</li> <li>Mentoring by alumni</li> <li>24/7/365 access to campus, computer pool and library</li> </ul>	<ul style="list-style-type: none"> <li>Starting salaries 30% higher than of average business graduate (75.000 Euro)</li> <li>Over 60 entrepreneurs among HHL graduates</li> <li>70% have a contract before graduation</li> </ul>	<ul style="list-style-type: none"> <li>On-campus company presentations and recruiting</li> <li>Unique online recruiting platform</li> <li>Career support for current students and for alumni</li> </ul>	<ul style="list-style-type: none"> <li>100 leading partner universities</li> <li>70% international students from 5 continents</li> <li>Lecturers and business professionals from all over the world</li> </ul>



In April 2008 HHL's MBA program received the DAAD award "Top 10 International Master's Degree Courses made in Germany (2008)" for its **innovative and international concept**.



HHL is **ranked among Germany's top ten** business schools. (*karriere*, May 2008)



Deans' voting: HHL was voted for 4 palmes out of 5 and thus belongs to the group of **internationally known „Top Business Schools“**. (*Eduniversal*, May 2008)



Princeton Review recommends HHL as **one of the best institutions** readers could attend **to earn an MBA**. (*The Princeton Review "Best 296 Business Schools: 2009 edition"*)



HHL has successfully maintained its position among the **top 40 MBA programs** in the world. (*AméricaEconomía*, 2008)



Students vote: HHL is **Germany's favorite business school**. (*trendence Institute* 2007)

## Comment



*HHL's MBA combines the best of two worlds: the American focus on business practice with the German focus on theory. I've enjoyed teaching my courses – the students are terrific.*

Prof. Gert Assmus, PhD  
Professor at Dartmouth College's Tuck School of Business, USA  
Visiting professor and former dean, HHL

## PROGRAM DESIGN

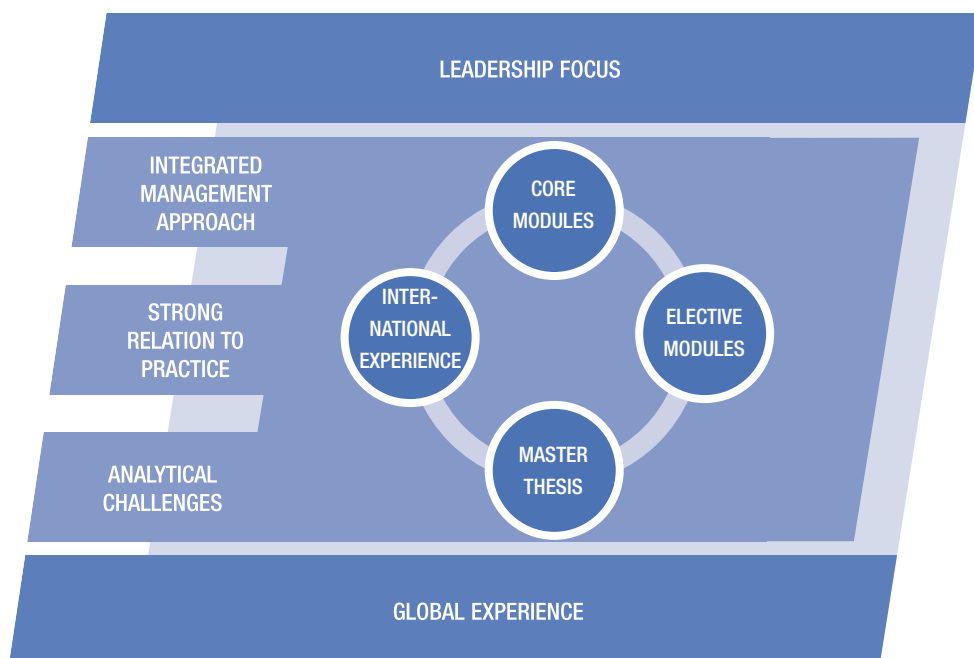


### Focus on Leadership

In the globalized business world, leadership is the most important tool in directing a company. However, it is not something you can learn solely from textbooks. HHL's new-look MBA program therefore focuses on leadership and international experience by applying an integrated management approach.

This best prepares you for the challenges that today's globally attuned business leaders face.

Our highly qualified resident and international faculty not only sharpens your analytical skills but also your interpersonal skills in areas such as communication, team building, project management and negotiation. Moreover, case studies, consulting projects and high-profile guest speakers ensure strong input by practical application.



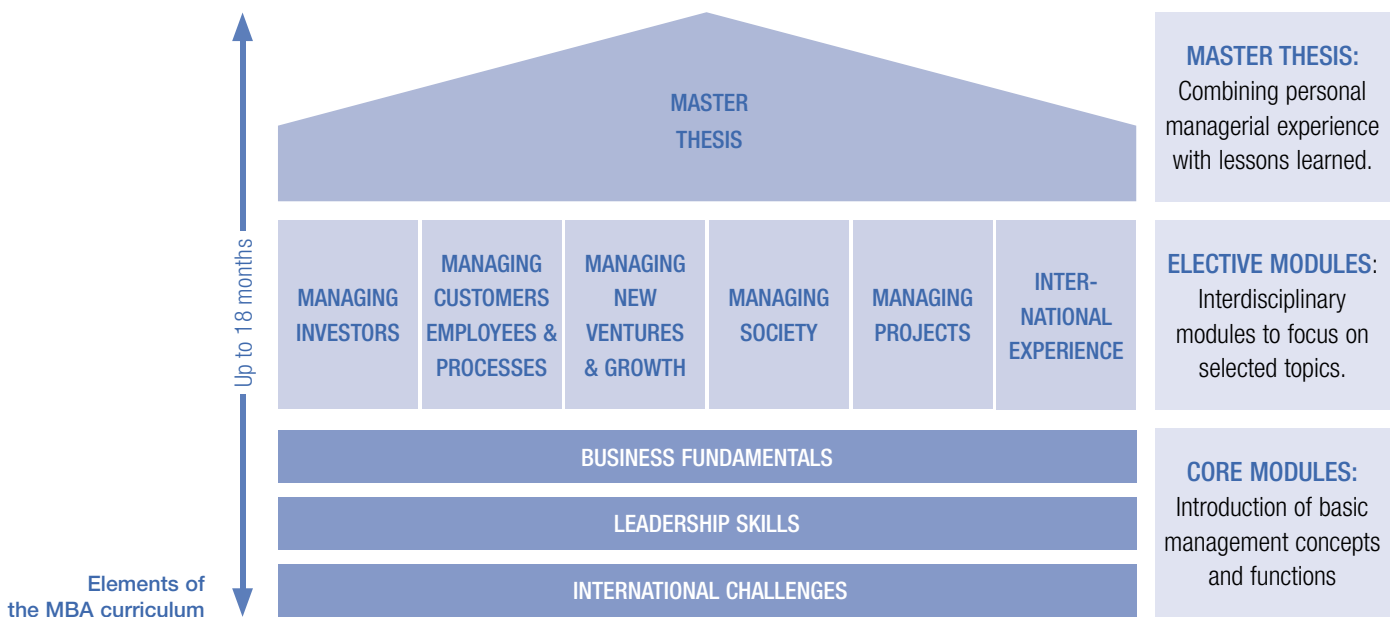
HHL's MBA  
program design

# PROGRAM STRUCTURE

## A curriculum that fits your needs

HHL's innovative and awarded MBA program is designed to prepare effective and responsible business leaders for the challenges of the 21<sup>st</sup> century. The curriculum is structured into the following major parts: Core Modules, Elective Modules and a Master thesis. Supplementary to your MBA courses you can choose to participate in a wide range of basic, intermediate and business-level language

courses in German, French or Spanish. HHL's full-time MBA is designed as an up to 18 month program; this corresponds to six terms. Core- and elective modules are offered during term one to four. During the fifth term you have the option to do an internship or exchange term, while the sixth term focuses entirely on your master thesis.



### Core Modules

The compulsory core modules provide you with basic management concepts and functions. Through these fundamental courses students from different professional and academic backgrounds will find a common language and acquire state-of-the-art management knowledge.

### Elective Modules

The elective modules are designed to be interdisciplinary, reflecting the management challenges that today's business leaders are facing. This cross-functional approach ensures that you acquire the skills and knowledge necessary for tasks in business and in society. This approach means that you will gain

expertise in your personal fields of interest and learn to select and combine a variety of management tools.

### Master Thesis:

The master thesis is a cornerstone of our academic program. You will write a scholarly paper synthesizing theory and practice. Its topic is based on both your personal management experience and the input from the study modules.

### International Experience

This elective module offers you a unique experience: choose an **exchange term** at one of our 100 partner universities or put your newly acquired management knowledge and skills into practice by doing an **internship** in a German or international company.

## PROGRAM DETAILS



### A curriculum that fits your needs

HHL's MBA program is perfectly structured to meet your individual needs and interests. Accordingly, the program is especially designed for talented and ambitious participants seeking management positions within multinational corporations.

Our flexible full-time MBA program takes up to 18 months. The curriculum ensures a balanced workload over the six terms.

Whether you are looking to benefit from our international faculty, our experienced practitioners, or your own personal projects – HHL offers you a challenging time that couldn't be better used.

#### FIELD PROJECTS

In the elective module "Managing Projects" you will have the chance to act as a company consultant. Through a specified field project you will gain an insight into high-performing companies by helping them solve major business issues. Examples of field projects from past years are:

##### [B. Braun Melsungen AG](#)

Alternative business models for BBM

##### [Robert Bosch GmbH](#)

Development of a new portfolio and marketing concept for the do-it-yourself market

##### [Coca-Cola GmbH](#)

Brand management in digital media

##### [Dow Chemical](#)

Importance and impact of different supply chain cost elements for Dow Europe

##### [IBM Business Consulting Services](#)

The economic impact of IP technology on the major telecommunication companies

##### [McKinsey & Company](#)

Creating a marketing plan

##### [The Boston Consulting Group](#)

Creating value in banking

##### [TUI AG](#)

Repositioning and rebranding of an organization



### Core Modules

Three compulsory core modules are the foundation for your MBA at HHL. Within these modules you will be introduced to basic gene-

ral management knowledge, state-of-the-art leadership skills, and international aspects of management.

BUSINESS FUNDAMENTALS	LEADERSHIP SKILLS	INTERNATIONAL CHALLENGES
Financial Accounting	Problem Solving & Communication	International Finance
Cost Accounting	Negotiation	International Accounting
Financial Management	Leadership Experience	International Management
Managerial Economics	Social Networking	International Marketing
Marketing Management	Managerial Decision Making	Managing Global Corporations
Production Management		
Strategic Management		
Management of Organizations		

### Elective Modules

Your elective modules are meant to provide you with advanced management knowledge and skills. Hence they are designed in an interdisciplinary way with a focus on impor-

tant management tasks that today's business leaders face. In order to meet your individual needs and interests, you can choose four out of six elective modules:

MANAGING INVESTORS	MANAGING CUSTOMERS & EMPLOYEES PROCESSES	MANAGING NEW VENTURES & GROWTH	MANAGING SOCIETY	MANAGING PROJECTS	INTERNATIONAL EXPERIENCE
Financial Analysis	Human Resource Management	Entrepreneurship	Managing Public Relations	Project Management	Option 1: Study Abroad
Corporate Valuation	IT-based Logistic	Corporate Creativity	Corporate Responsibility in a Globalized World	Soft Skill Seminar	
Applied Corporate Finance	Quantitative Techniques	Business Plan Development	International Trade	Field Project	Option 2: Internship
Corporate Governance & Value based Management	Market Research	Innovation Management	Management Practice in Central Eastern Europe		

## MBA FACULTY



## The MBA faculty – world-class business and teaching experience

### Comment



*A first-class MBA program ensures learning amongst students eager to learn. HHL's MBA program is exactly that – First Class. Combine a diverse cohort of motivated students with international experts and you create synergies that are unique to HHL.*

Prof. Arshad Ahmad, PhD  
3M Teaching Fellow  
John Molson School of  
Business Concordia  
University, Canada

HHL's faculty in the MBA program is a carefully selected combination of full-time resident professors and guest professors from top universities who bring a wealth of international experience to the classroom. They have taught at MIT, Stanford, the Universities of Chicago, Michigan, Tufts, Colgate, Hebrew University, Beijing's Foreign Affairs College and other prestigious universities around the globe. They are leaders in their respective

fields, have published internationally recognized books and articles, won awards and enhance our reputation as a leading business school. To link academic performance with high-level state-of-the-art business experience, several courses are taught by business professionals with an outstanding track record of expertise in their course subject.

#### **Prof. Arshad Ahmad, PhD**

Associate Professor of Finance, John Molson School of Business at Concordia University, Canada

#### **Prof. Dr. Wilhelm Althammer**

Professor of Macroeconomics, HHL, Germany

#### **Dr. Carsten Bartsch**

Director of Marketing and Product Management  
Prosthetics, Bauerfeind AG, Germany

#### **Prof. Cristina Chaminade, PhD**

Associate Professor in Innovation Studies, LUND University, Sweden

#### **Prof. Lars Coenen, PhD**

Assistant Professor of Social and Economic Geography, LUND University, Sweden

#### **Dr. Mario Denton**

Senior Lecturer in International Business, University of Stellenbosch, South Africa

#### **Ian Diamond**

Independent Senior Consultant, UK

#### **Dr. Mark-Ken Erdmann**

Senior Vice President, Bertelsmann AG, Gütersloh, Germany

#### **Dr. Albrecht Enders**

Assistant Professor of Management, Friedrich-Alexander-University Erlangen-Nueremberg, Germany

#### **Prof. h.c. Dean Goodermote**

CEO, Double Take Software, USA  
Honorary Professor of Entrepreneurship, HHL, Germany

#### **Jaroslav Halik, PhD**

Senior Lecturer in International Business, Prague University of Economics, Czech Republic

#### **Prof. Dr. Iris Hausladen**

Professor of IT-based Logistics, HHL, Germany

## Comment

*HHL's MBA has focused on leadership since our first MBA class in 2000. In my leadership course 8 to 10 internationally prominent business, political, media and cultural leaders come to the campus to discuss how they've both profited from and been damaged by economic, political, societal and technical trends and changes.*

Prof. Richard B. Mancke, PhD  
HHL Professor of Public Policy and Leadership



### **Prof. Dr. Bernhard Hirsch**

Professor of Controlling, Armed Forces University (Universität der Bundeswehr), Munich, Germany

### **Prof. Dr. Harald Hungenberg**

Professor of Management, Friedrich-Alexander-University Erlangen-Nuremberg, Germany

### **Prof. Dr. Peter Kesting**

Associate Professor of Management, Center of Organizational Renewal and Evolution (CORE), Aarhus School of Business, Denmark

### **Prof. Dr. Manfred Kirchgeorg**

Professor of Marketing Management, HHL, Germany

### **Dr. Marcus Kölling**

Executive Director, Center for Leading Innovation & Cooperation (CLIC), HHL, Germany

### **Andreas König, MBA, MMus**

Research Assistant of Management, Friedrich-Alexander-University Erlangen-Nuremberg, Germany

### **Hannes Külz**

Journalist, Kircher Burkhardt, Editorial & Corporate Communications GmbH

### **Prof. Dr. Piero La Mura**

Professor of Information Systems, HHL, Germany

### **Prof. Richard B. Mancke, PhD**

Professor of Leadership and Public Policy, HHL, Germany

### **Dr. Johannes Meier**

Member of Executive Board, Bertelsmann Foundation, Gütersloh, Germany

### **Jens-Uwe Meyer**

Managing Director, Die Ideeologen – Gesellschaft für neue Ideen mbH, Germany

### **Prof. Dr. Ingo Pies**

Professor of Business Ethics, Martin-Luther-University Halle-Wittenberg, Germany

### **Prof. Robert Rickards, PhD**

Professor of Controlling and Accounting, University of Applied Studies and Research Harz, Germany

### **Prof. Dr. Bernhard Schwetzler**

Professor of Finance and Banking, HHL, Germany

### **Dr. Remigiusz Smolinski**

Manager, eBay International AG, Germany

### **Prof. Dr. Georg Stadtmann**

Professor of Business Economics, University of Southern Denmark

### **Dipl.-Ing. Hans Steinbeck**

Managing Principal, IBM, Germany

### **Dr. Stephan Stubner**

Assistant Professor of Strategic Management and Organization, HHL, Germany

### **Christian Strenger**

Member of Advisory Board, DWS Investment GmbH, Frankfurt, Germany

### **Prof. Dr. Andreas Suchanek**

Professor of Sustainability and Global Ethics, HHL, Wittenberg Center for Global Ethics, Germany

### **Christopher R. Tunnard**

Independent Senior Consultant, USA

### **Can Ünal, MBA**

Head of Supply Chain Modelling and Performance Management, Clariant International AG, Switzerland

### **Prof. Dr. Arnis Vilks**

Professor of Microeconomics, HHL, Germany

### **Martin Weiss, MA**

Research Assistant of Management, Friedrich-Alexander-University Erlangen-Nuremberg, Germany

### **Dr. Isabell Welpe**

Assistant Professor of Organization and Management, Munich School of Management, Germany

### **Prof. Dr. Hans Wiesmeth**

Professor of Applied Economic Theory, HHL, Germany

### **Prof. Dr. Birgitta Wolff**

Professor of International Management, Otto-von-Guericke-University, Magdeburg, Germany

### **Prof. Dr. Torsten Wulf**

Professor of Strategic Management and Organization, HHL, Germany

### **Prof. Dr. Henning Zülch**

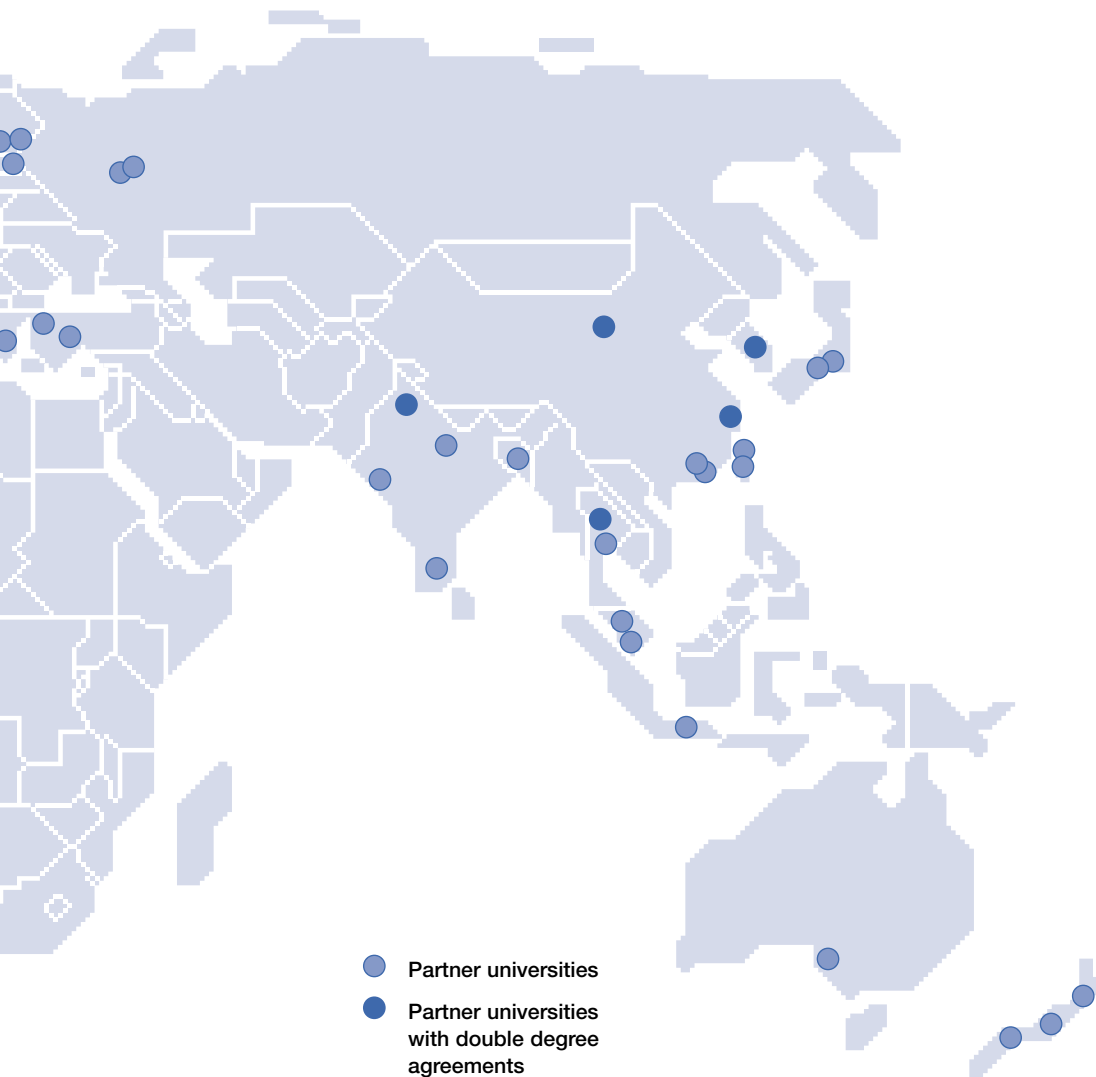
Professor of Accounting and Auditing, HHL, Germany



## Comment

*After reading Friedman's book "The World is Flat", I had to come to India and discover for myself whether India is a threat or an opportunity for Europe and the USA. Due to Indian friends and Indian B-school rankings there was no alternative to the long-time number one - the Indian Institute of Management Ahmedabad (IIMA). HHL offered me the unique chance to spend my 5th term at IIMA and to find out that there are plenty of OPPORTUNITIES.*

Volker Harbrecht, HHL  
MBA Graduate,  
Consultant OC&C



American International University **China** Hong Kong University of Science and Technology | Tongji University | Sun Yat-Sen University, Guangzhou | Lanzhou Institute of Management, Lucknow | Xavier Institute of Management, Bhubaneswar | Management Development Institute Gurgaon **Indonesia** Universitas Management, Seoul **Malaysia** Higher Education Learning Institute, Kuala Lumpur **Singapore** Nanyang Business School **Taiwan** National Chengchi University **Belgium** HEC, Liege | Solvay Business School, Brussels | University of Antwerp | **Croatia** Zagreb School of Economics and Management **Czech Republic** Svetska handelshoegskolan, Helsinki | University of Vaasa **France** Ecole Supérieure de Commerce, Paris | ESC Grenoble | ESC Montpellier | ESC Paris | Paris Tech (ENPC MBA), Paris | NSEEC Paris and Bordeaux **Greece** ALBA, Graduate Business School, Athens **Iceland** Reykjavik University **Italy** LIUC, University of Management **Poland** Akademia Ekonomiczna w Poznaniu | Cracow Academy of Economics | Leon Kozminski Academy of Management, Warsaw | Universidad de Navarra | Universidad Pontificia Comillas | Escuela de Administración de Empresas, Barcelona | Escuela de Alta de Administración, Barcelona | Universidad de Navarra | Universidad Pontificia Comillas **Turkey** Koc University, Business School, Istanbul | Bilkent University, Ankara **United Kingdom** Cranfield University **NORTH AMERICA Canada** Dalhousie University | Emory University, Roberto C. Goizueta Business School, Atlanta | Georgia Institute of Technology, College of Management, Atlanta | DePaul University, A.B. Freeman School of Business, New Orleans | The Tuck School at Dartmouth College | City University, Baruch College | Drexel University, College of Business **Brazil** Ibmec, Rio de Janeiro and Minas Gerais **Chile** Universidad de Chile | Universidad de Talca | Universidad de Desarrollo **Colombia** Universidad del Rosario **Mexico** Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Mexico City **Peru** Universidad del Pacífico, Lima | Universidad San Ignacio de Loyola, Lima

## MBA CLASS PROFILE



### Join HHL in Leipzig – be a global citizen

Globalization starts in the classroom. The variety of our students in the MBA program will give you an understanding of your future workplace: the globe. Your classmates will come from all over of the world, having earned academic degrees and gained practical experience in diverse fields such as business, architecture, communications, education, engineering, geography, history, IT, law, linguistics, medicine, music or psychology.

You will grow together by sharing experiences and interacting in a dynamic learning environment that is a melting pot of cultural, academic and professional backgrounds.

**Average age:** 29

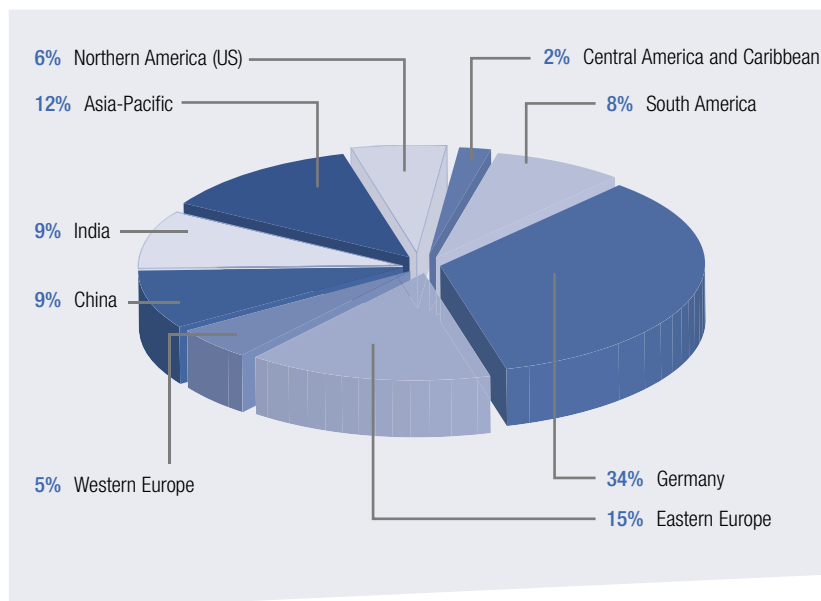
**Age range:** 23-45

**Percentage of women:** 30%

**Average work experience:** 5 years

**Percentage of international students:** 65-70%

#### Our MBAs by origin



## The HHL spirit

The diversity and quality of the HHL community create a stimulating atmosphere. From sports to culture, HHL students are engaged in a wide

range of activities. Use the opportunity to make lifelong friends from around the world as well as valuable future business contacts.

### Student activities

SPORT	SOCIETY	BUSINESS	CULTURE
European Ivy League	The Negotiation Challenge	Case Challenge	FAUST, Kulturkreis
The leading European soccer event for business schools, invented by HHL, patronized by former Bayer Leverkusen CEO Rainer Calmund.	The first international negotiation competition in Europe, initiated by HHL together with Harvard Law School.	A case competition for Europe's best business schools, created and hosted by HHL's students.	The best way to get into German culture.

### Comment



*"I was seeking a multicultural environment in an economy where MBA is a relatively new and less stereotyped concept; here we learn to conduct business in a market which is still in the early stages of realizing globalization - where the scope of learning and the challenges of applying new ideas are extensive; added to this is the charm of the rich cultural heritage of Europe."*

Bidisha Chakrabarty,  
HHL MBA Graduate,  
India



## CAREER SERVICES



### High-powered recruiting leads to excellent careers

HHL is recognized by multinational recruiters and companies as a source of individuals and future leaders with proven academic excellence and strong leadership potential. Our Career Service will actively assist you in a successful job search with a well-designed mix of activities. The key element of our Career Service is the effective personal development strategy module. Our team will work with you on self-assessment, career path modeling, mentoring and coaching in order to help you identify your personal priorities and your future career path.

We regularly host company presentations, on-campus recruiting visits, and workshops conducted by leading companies of all industries. Together with other top-class German and Swiss business schools, we organize the annual MBA Career Fair to facilitate meetings with prominent international companies. Moreover, HHL's Career Service circulates a résumé book highlighting our students' achievements to more than 1,000 international firms and provides students with individual career coaching.

Leading international firms regularly recruit HHL graduates – for both internships and permanent positions. The majority of the students have several employment offers by the time they complete their studies and have signed a contract before graduation. Starting salaries are among the highest for business graduates in Germany.

You know what you want – a rewarding and challenging career with advancement potential and a high-quality lifestyle. We know how to achieve that goal by bringing important business contacts and career placement opportunities directly to HHL's doorstep.

#### Career-related activities

Personal Development	Assessment tests Career path modeling Mentoring
Individual Career Strategy	Company presentations Workshops Consulting projects
Application Preparation	CV & cover letter writing Interview preparation Assessment Center training
Job Search	MBA Career Fairs On-campus recruiting HHL Online Recruiting Platform

## Build your high-performance network at HHL

At HHL we offer more than a degree from one of the best business schools in Europe. We work hard to foster a strong network of contacts and sustainable friendships. Your personal experiences with classmates and professors will last a lifetime and serve your professional lives. Beyond the campus there is a “worldwide web” of dedicated and helpful alumni and sponsors. Once you have completed your studies at HHL, our Alumni Association becomes your second family. Our alumni are HHL’s ambassadors representing dozens of



countries and a variety of high-value industries. They hold executive managerial positions and donate both their personal time and finances. Below are a few examples of companies and positions where you will find HHL alumni:

### Leading companies



Senior Sales Manager



Director M&A

McKinsey & Company

Partner



Vice President



Director Strategic Marketing



Area Manager Europe



Head of Finance



Senior Manager Corp. Strategy



Assistant to the CEO



General Manager



Associate Director



Global Brand Manager



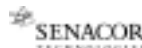
Project Director

### Entrepreneurs

Furthermore, HHL has among its alumni some of the most dynamic German entrepreneurs, who have founded more than 60 companies and created over 1,500 jobs in the past 10 years. The present and future members of our Alumni Association are poised and ready to continue that tradition of achievement in the years ahead.



Specialist for online-merchandising



IT Consultancy



Placement of interim managers



Travel platform



Development and production of solar modules



Logistics systems



Ancestry research platform



Price comparison platform



Online ticketing



Health platform



Renewable energy source



Babysitter agency



Mobile television platform



Glasses and lenses platform

## Comment

*“What I appreciate most about the MBA program is its diversity. Exchanging views on politics, business, sports, and partying make for many lively discussions. And the entrepreneurial atmosphere ensures implementation of my suggestions for improvement. It’s great to have an impact.”*

Jack Artman, HHL MBA Graduate, B.A. Stanford University, USA, Director M&A, Infineon Technologies AG, Germany



## APPLICATION AND ADMISSION PROCESS



### Become an HHLer! Join our next MBA class!

Admission to the MBA program at HHL is highly competitive. To become a member of the next class of ambitious individuals from all parts of the world, you need to take the first step now. We invite you to apply and set the course for your future as an international business leader by becoming a true HHLer.

#### Please submit the following application documents:

- Application form (download at [www.hhl.de/mba](http://www.hhl.de/mba))
- Motivation letter
- Curriculum vitae
- Certified transcripts of grades, degree or diploma
- Two letters of recommendation
- Certified GMAT score

- Proof of proficiency in English (e.g. TOEFL)
- Evidence of practical experience

#### Application deadlines

We operate a rolling admission process. The Admissions Committee evaluates and responds to an application within one month of receipt. We encourage those interested in the program to apply as early as possible.

For the MBA class starting in September, the deadline for applications from EU countries is June 30. Applicants from non-EU countries need to consider time for the visa process and therefore should apply by April 1, at the latest.

#### STEP 1

YOU: download, fully complete, and send in the application form including the required documents to HHL.

#### STEP 2

WE: review your application, make a decision and give you feedback within one month.

#### STEP 3

YOU: may have an interview on campus or in your country of residence with a faculty member or an MBA alumna or alumnus.

#### STEP 4

WE: make a final decision and send out official admission documents.

#### STEP 5

YOU: sign the contract and prepare for your arrival in Leipzig.

## Financing options

### 1. Student Loans

We believe, and our track record shows, that your HHL degree will provide you with exceptional career opportunities that will make your financial investment well worth your while.

Students from the EU can finance their studies with subsidized loans available from different banks in Germany. There is also a possibility to apply for financial assistance in the form of educational funds (e. g. Festo, CareerConcept).

Students from the US can apply for scholarships and loans available through the US government. HHL is the only German university listed in the Federal Stafford Loan Program; HHL's Federal School Code is: G38183.

### Tuition Fee

Tuition is € 25,000\* for the entire program.

\*for current information, please check [www.hhl.de/mba](http://www.hhl.de/mba)

## Comment



*"Doing my MBA at HHL was one of the most significant and rewarding accomplishments in my life. Thanks to the scholarship from VNG, I had the opportunity to enhance my skills at Germany's top business school. Excellent academic staff, small interactive classes, great career services, but most important, classmates from 15 countries made the MBA an amazing experience.*

*As the cherry on top of the cake, you have the opportunity to spend a semester abroad. I spent my semester abroad at the HELP University College in Kuala Lumpur. Make sure you do not miss any of these!"*

Ing. Jan Kadlec MSc, HHL MBA Graduate, Slovakia, Consultant, GBP International

### 2. Scholarships

Scholarships are awarded to outstandingly talented candidates. The Admissions Committee together with the sponsors will choose candidates whose qualities and entrepreneurial talent indicate they have what it takes to be a future leader. The actual amount of any merit scholarship also depends on the applicant's



financial circumstances. Exceptional students from specific countries are eligible for a full or partial tuition scholarship sponsored by several companies or private individuals. For detailed information please visit [www.hhl.de](http://www.hhl.de) or contact our MBA office.

Deadline for scholarship application: March 1.

## LIVING IN LEIPZIG



### An MBA “Made in Germany”

*Made in Germany* is a famous trademark recognized around the world as being synonymous with high quality. A large number of innovations have come from Germany and have had a huge impact on the world economy, such as the automobile, the diesel and gasoline engines, the X-ray and the MP3 format, just to name a few. German philosophers, composers, poets, businessmen, scientists and engineers are household names.

Come to HHL and discover a quality MBA “*Made in Germany*”.

#### Leipzig

Leipzig, located in the heart of Europe and well-connected by road, rail and air, is an ideal home base for easy travel. Berlin, the political capital of Germany, is only an hourlong train ride away; the financial capital Frankfurt can



be reached within three hours. Major European cities like London, Paris or Prague are also in close proximity.

#### Business & Research



Leading consulting firm Roland Berger Strategy Consultants has identified Leipzig as the most innovative city in Germany. Building on its long history as a center of trade and commerce, Leipzig has attracted global players like BMW, Porsche, DHL and Amazon. Leipzig is also home to three world-famous Max Planck Institutes, several IT and bio-technological research facilities, and internationally renowned colleges and universities. The supportive structures for businesses and the stimulating of urban climate are major reasons for the founding excellent start-up businesses and their headquarters in Leipzig.

### Lifestyle

Leipzig offers a high-quality and exciting lifestyle. Housing is plentiful and reasonably priced. Leipzig has thousands of newly renovated turn-of-the-century buildings that allow you to rent architecturally breathtaking apartments or old industrial buildings turned into modern lofts all at great rents. Compared to other European cities, Leipzig is metropolitan with affordable living costs.

For those seeking outdoor recreation, Leipzig offers a wide range of parks with direct access to forests, rivers, lakes and even beaches. HHL shares its campus with the University of Leipzig's sports department. You can benefit from the diverse sports facilities and courses directly at our doorstep.

Leipzig is a cosmopolitan city that is alive and waiting to be explored. Bustling night life, bars and clubs ranging from very traditional to avantgarde are open all night long. A large variety of cafés and restaurants serve to every taste. Get in tune with the locals. Leipzig is an open-minded, friendly city where international students and guests feel at home.



### Culture

Leipzig's reputation as a world-class cultural city is based in part on a rich history. Bach, Mendelssohn, Schumann, Wagner, Goethe, Schiller, Nietzsche, Beckmann, Klinger all lived and worked in Leipzig. Any interest in architecture, art, classical music, jazz, comedy or the newest



bands can be met here. Leipzig offers entertainment for everyone. The Gewandhaus Orchestra and the St. Thomas Choir are world-renowned, and no other city offers more comedy clubs per capita than Leipzig.

A wide variety of innovative museums, galleries and art exhibitions reflect the thriving art scene in the city. Over 35,000 students in Leipzig also have a great impact on the grass root music scene.

## CONTACT US



### We are here for you

The decision to pursue an MBA should be well considered. We encourage you to visit us at HHL and meet with us, our current students, our alumni and our faculty. We offer several opportunities to learn more about our MBA program:

- Personal consultations
- Infodays
- Open lectures
- Workshops
- World MBA Tours

**Come and see for yourself!**

**We look forward to welcoming you!**

[www.hhl.de/mba](http://www.hhl.de/mba)

**The MBA Team** (from left to right):

**Prof. Dr. Torsten Wulf**

Academic Director MBA Programs,  
Chair of Strategic Management and Organization

**Petra Spanka**

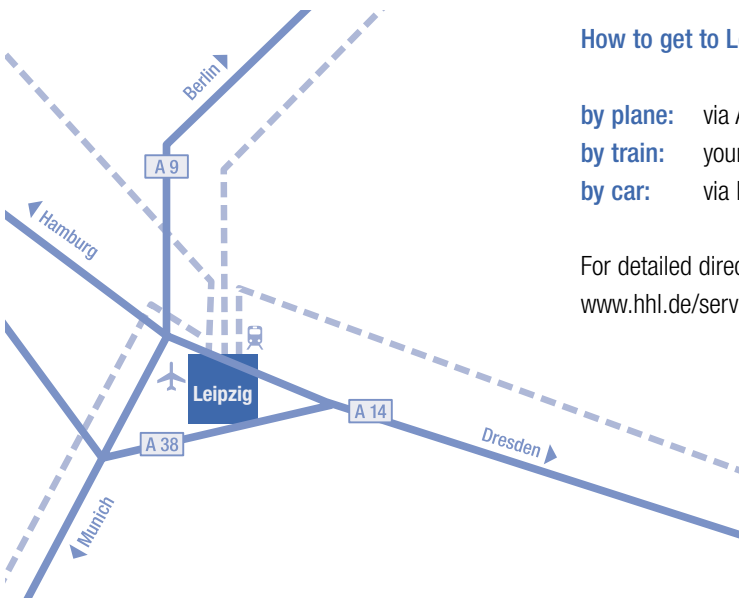
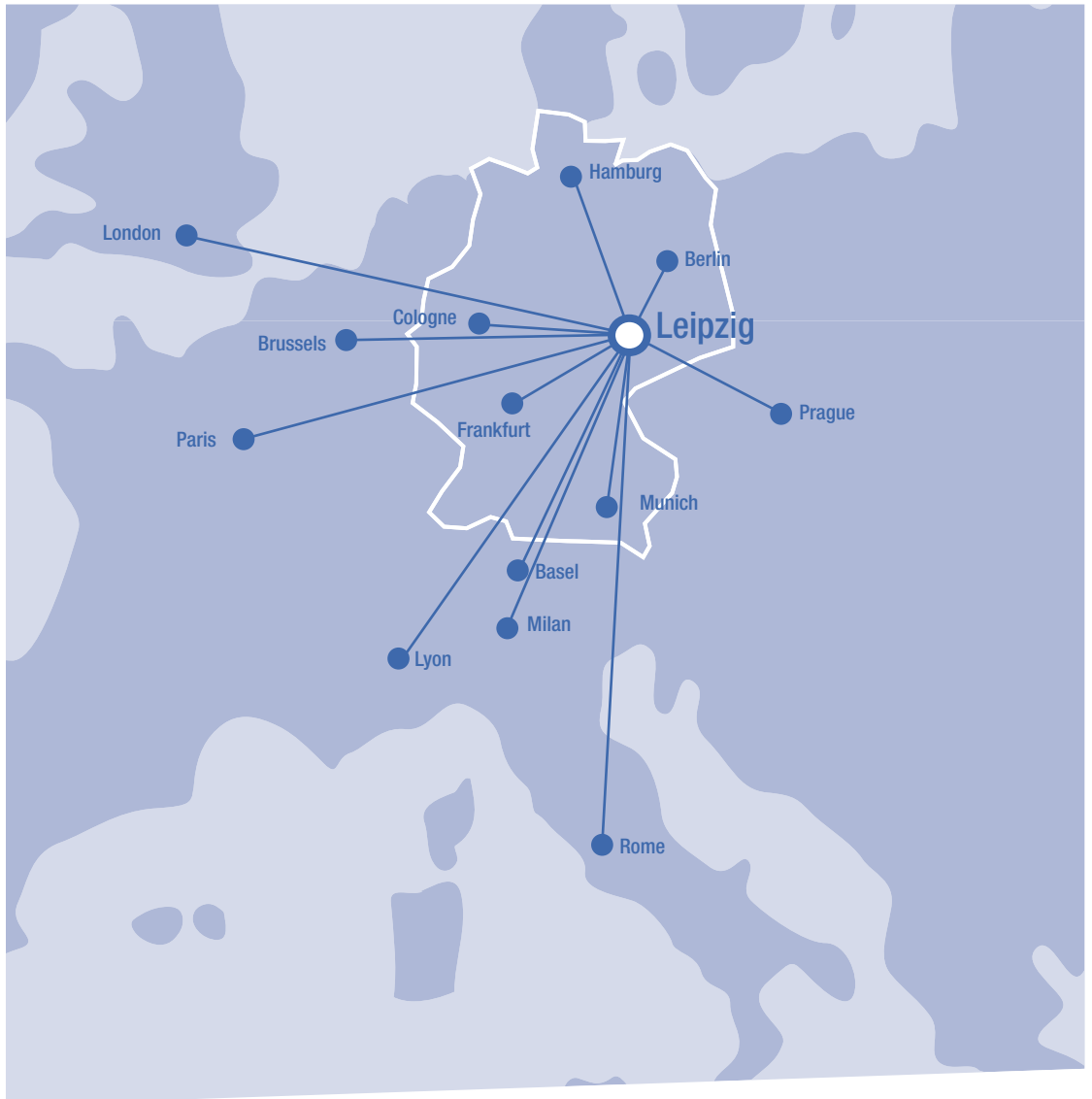
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**W. Henning Blarr**

Program Manager MBA Programs  
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## DIRECTIONS TO HHL

The city of Leipzig is located in the heart of Europe.



### How to get to Leipzig

**by plane:** via Airport Leipzig-Halle (LEJ)

**by train:** your destination is *Leipzig Hauptbahnhof*

**by car:** via highway A9 or A14

For detailed directions please visit  
[www.hhl.de/service/contact/how-to-find-us](http://www.hhl.de/service/contact/how-to-find-us)



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