

MBA

PART-TIME



Master of Business Administration in International Management

EARNED EXCELLENCE



THE BEST BUSINESS SCHOOLS
IN THE WORLD



LEIPZIG GRADUATE SCHOOL OF MANAGEMENT

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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 sees our MBA programs among the top 30 in the world and the top 10 in Europe.

Attracting the best international and German students is and remains a top priority for us. We have brought on board a highly international visiting 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 in a dynamic spirit. We expose you to the latest managerial ideas, key companies and industry leaders. We place a great deal of emphasis on sharpening your interpersonal skills in areas such as communication, teamwork and project management. We provide you with 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 on the 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.

Hans Wiesmeth
 Prof. Dr. Hans Wiesmeth
 Dean of HHL

Torsten Wulf
 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, it remains one of the country’s leading management institution to the present day. It offers international business education based on elite academic standards.

student with close student-faculty interaction, in-depth business and academic experiences, at the same time developing students’ leadership potential and networking skills.

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 quickly developed an international reputation. After the peaceful East German revolution of 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

MBA (Full-time)
Master of Business Administration in Int. Management, 15 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. At HHL we continue to build on our highly successful model and reputation for excellence. We update our curriculum according to the needs of global em-

ployment 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"> Ranked among top European business schools Repeatedly ranked number one in Germany First German private business school to receive AACSB accreditation 	<ul style="list-style-type: none"> Internationally recognized faculty Excellent ratings for teaching quality Small classes, high-performance teamwork 	<ul style="list-style-type: none"> Excellent student-faculty ratio Mentoring by alumni 24/7/365 access to campus, computer pool and library 	<ul style="list-style-type: none"> Starting salaries 30% higher than average business graduate Over 40 entrepreneurs among HHL graduates 70% have a contract before graduation 	<ul style="list-style-type: none"> On-campus company presentations and recruiting Unique online recruiting platform Career support for current students and for alumni 	<ul style="list-style-type: none"> 100 leading partner universities 70% international students from 5 continents Lecturers and business professionals from all over the world



HHL is ranked among Germany’s top three business schools (*junge karriere*, 2007)



HHL is ranked best German business school and among the top ten European business schools (*AméricaEconomía*, 2007)



HHL has the most satisfied students among German business schools (*trendence Institute*, 2007)



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.

Comment



See how HHL is ranked and examine our state-of-the-art, practical business curriculum. HHL’s Part-time MBAs are their firms’ most promising talents. They aim to expand and deepen their business skills and take-over top leadership positions.

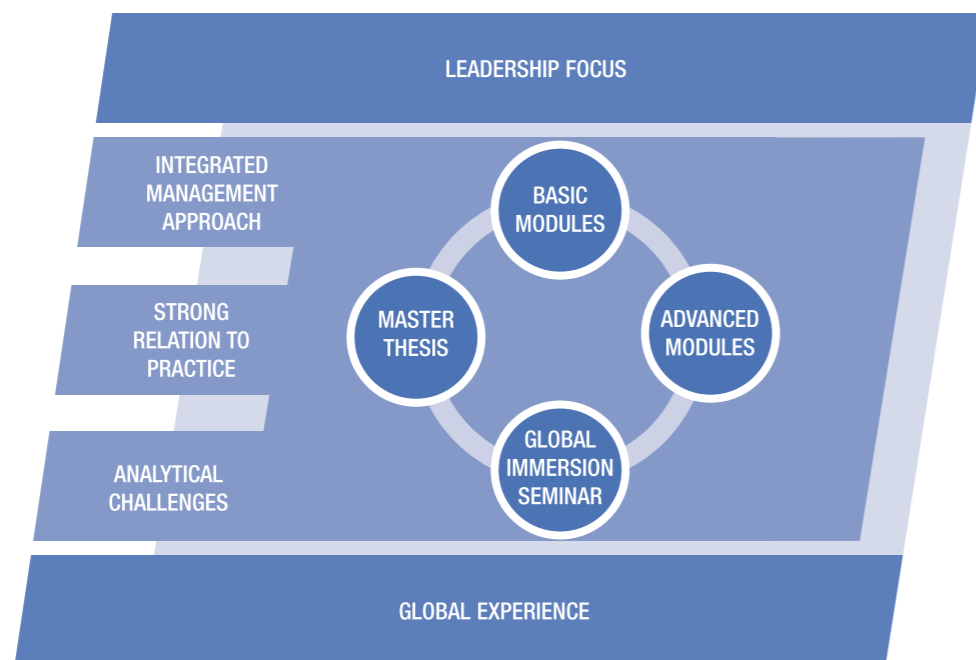
Prof. Richard B. Mancke, PhD, HHL Professor of Leadership and Public Policy



A highly innovative approach

In the globalized business world, leadership is the most important tool to steer 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, applying an integrated management approach. This prepares you best for the challenges that today's globally attuned business leaders face. Our highly qualified resident and international faculty not only sharpens your analytical but also your interpersonal skills in areas such as communi-

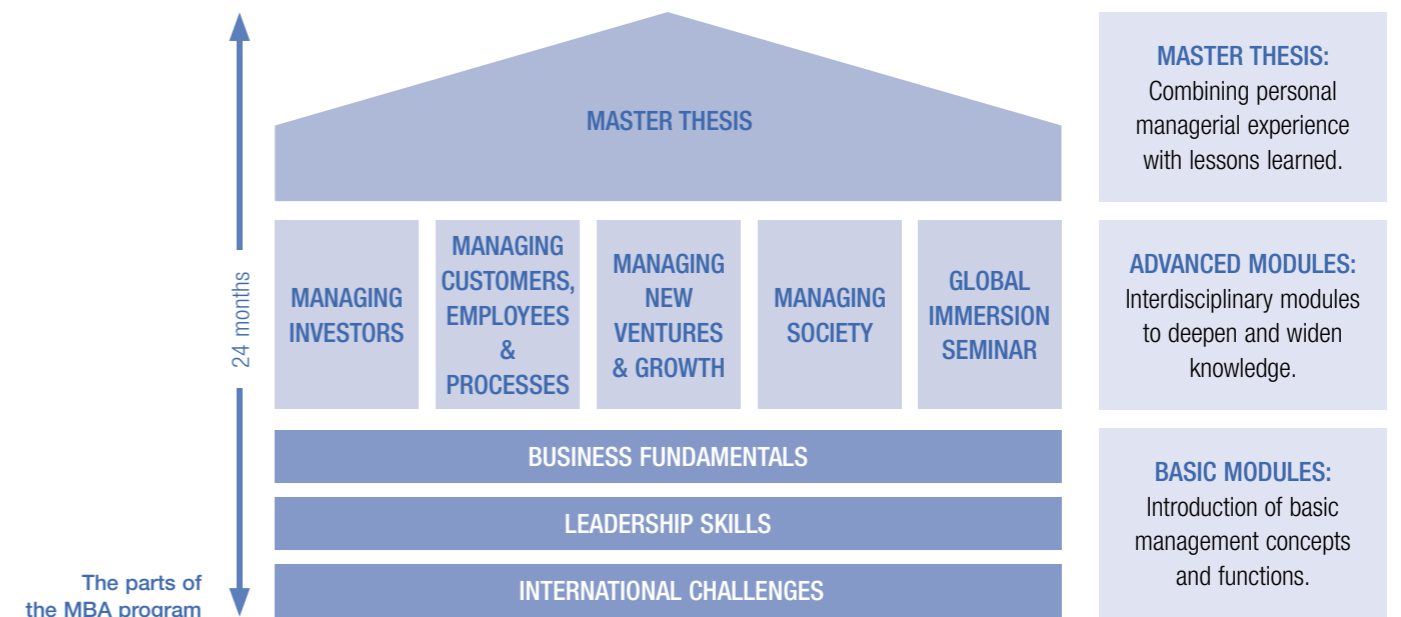
cation, team building, project management and negotiation. Moreover, case studies, company visits, projects and high-profile guest speakers ensure strong input from practice. What really makes the program unique, though, is the network of participants in each class who enrich each other through their heterogeneous backgrounds, at the same time sharing similar goals along the path to success. This lifelong network continues to support you even after you have completed your studies.



A curriculum that fits your needs

HHL's innovative MBA program is designed to prepare effective and responsible business leaders for the challenges of the 21st century. The curriculum is structured into four major parts: Basic Modules, Advanced Modules, the Global Immersion Seminar and your Master Thesis.

Furthermore, during your HHL studies, corporate visits will lead you to different cities in Germany, allowing you to discover interesting companies, innovative business models, and new networking opportunities.



Basic Modules:

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

Advanced Modules:

The interdisciplinary advanced modules reflect the management challenges faced by today's business leaders. This cross-functional approach ensures that you acquire the skills and knowledge necessary for leadership roles in business and society. You will gain expertise in your personal fields of interest and learn to select and combine a variety of management tools.

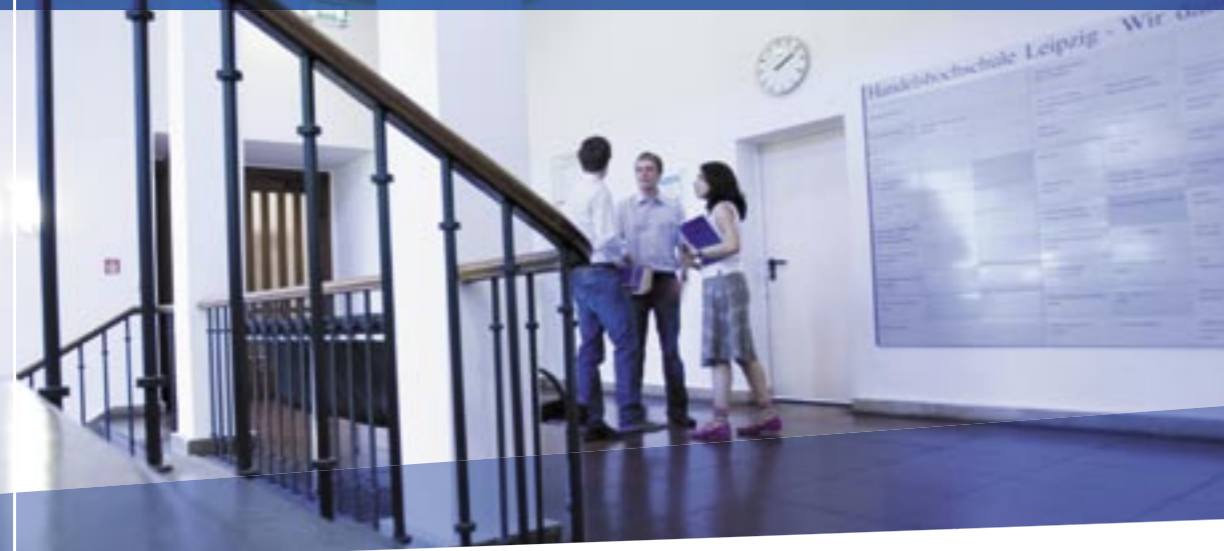
Global Immersion Seminar:

Since we believe that personal experience is one of the most important values in our program, every class has the opportunity to participate in a challenging Global Immersion Seminar. This high-profile seminar takes place at one of the world's leading business schools and includes interaction with international corporations.

Master Thesis:

The master thesis is a cornerstone of our academic program. Investigating a topic deriving from your personal managerial experience on the basis of the input from the study modules, you will write a scholarly paper which synthesizes theory and practice.

DESCRIPTION MODULES AND COURSES



Four steps to get your MBA

HHL's MBA program is perfectly structured to meet your individual needs and interests. Accordingly the program is designed especially for mid-career, high-potential professionals seeking to complement and enhance their previous qualifications.

Our part-time program takes your time constraints and job responsibilities into consideration; hence the courses take place twice monthly on weekends over a two-year period,

ensuring you have a continuous, "plannable" workload during each term.

Whether you learn and grow through input from our international faculty, from our guest practitioners or from the experience of your fellow students – HHL offers you a challenging time that could not be better used.



Comment



The Part-time program at HHL clearly exceeded my expectations. With more than 15 years in banking I appreciated the diversity of the topics - embedded in high-level lectures - that gave a deep insight into managerial problems of today's world. HHL's professors, practitioners and entrepreneurs from all over the world taught us the lessons in management and leadership everyone will benefit from in the future. I am proud to have done my degree at HHL.

Thomas Pönisch, Head of Long-term Funding, Deutsche Kreditbank AG, HHL MBA Graduate

Term 1/2 – Fall and Winter

In the first two terms we introduce you to all essential business skills. You will gain a foundation in basic management concepts and functions and participate in challenging courses to sharpen your interpersonal skills.

Term 3/4 – Spring and Summer

During terms 3 and 4, we offer you basic courses that complement the functional concepts of the first two terms. Moreover, you will attend advanced courses, building on and enhancing these basics.

Term 5/6 - Fall and Winter

A unique mix consisting of basic and advanced courses will await you during the fifth and sixth term. You will deepen your knowledge in a variety of demanding specializations.

Term 7/8 - Spring and Summer

Once you have passed term 8, you have finished our course-based program and you can start working on your thesis.

TERM 1/2 FALL/WINTER	TERM 3/4 SPRING/SUMMER	TERM 5/6 FALL/WINTER	TERM 7/8 SPRING/SUMMER
Problem Solving & Communication	Leadership Experience (I)	Managing Global Corporations	Leadership Experience (II)
Managerial Economics	Corporate Creativity	International Finance	International Marketing
Financial Accounting	Financial Management	Applied Corporate Finance	Financial Analysis
Marketing Management	Strategic Management	Human Resource Management	IT-based Logistics
Cost Accounting	Production Management	Entrepreneurship	Innovation Management
Management of Organizations	Negotiation	Managing Public Relations	Corporate Responsibility in a Globalized World
	International Accounting		Global Immersion Seminar
			Master Thesis

Basic Courses
 Advanced Courses
 Master Thesis



MBA faculty – world-class business and teaching experience

The HHL faculty in the MBA program is a purposefully selected combination of full-time resident professors and visiting professors from top universities who bring a wealth of international experience to the classroom. They have taught at MIT, Stanford, the Universities of Chicago and 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 seasoned 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 – Leipzig Graduate School of Management, 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

Ian Diamond

Independent Senior Consultant, UK

Dr. Albrecht Enders

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

Hon. Prof. Dean Goodermote

CEO, Double Take Software, USA
Honorary Professor of Entrepreneurship, HHL – Leipzig Graduate School of Management, 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 – Leipzig Graduate School of Management, Germany

Comment

The rich professional experience of HHL's part time MBA students and their desire to acquire contemporary tools, concepts and theory create a unique learning environment - and make teaching at HHL a challenging but also rewarding experience.

Prof. Dr. Harald Hungenberg, Professor of Management, Friedrich-Alexander-University Erlangen-Nuremberg, Germany



Prof. Dr. Bernhard Hirsch

Professor of Controlling, Armed Forces University (Universität der Bundeswehr), 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 – Leipzig Graduate School of Management, Germany

Dr. Marcus Kölling

Executive Director, Center for Leading Innovation & Cooperation (CLIC), HHL – Leipzig Graduate School of Management, Germany

Andreas König, MBA, MMus

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

Hannes Külz

Journalist, Kircher Burkhardt, Editorial & Corporate Communication GmbH, Germany

Prof. Pierfrancesco La Mura, PhD

Professor of Information Systems, HHL – Leipzig Graduate School of Management, Germany

Prof. Richard B. Mancke, PhD

Professor of Leadership and Public Policy, HHL – Leipzig Graduate School of Management, Germany

Jens-Uwe Meyer

Managing Director, Die Ideologen – 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. Hanno Roberts, PhD

Professor of Management Accounting, Norwegian School of Management, Norway

Prof. Dr. Bernhard Schwetzler

Professor of Finance and Banking, HHL – Leipzig Graduate School of Management, Germany

Dr. Remigiusz Smolinski

Manager, eBay International AG, Germany

Dipl.-Ing. Hans Steinbeck

Managing Principal, IBM, Germany

Dr. Stephan Stubner

Assistant Professor of Strategic Management and Organization, HHL – Leipzig Graduate School of Management, Germany

Prof. Dr. Andreas Suchanek

Professor of Sustainability and Global Ethics, HHL – Leipzig Graduate School of Management, Germany
Wittenberg Center for Global Ethics, Germany

Christopher R. Tunnard

Independent Senior Consultant, USA

Can L. Ünal, MBA

Head of Strategy & Business Development CLARIANT International Ltd. – Leather Chemicals, Switzerland

Jan Vang-Lauridsen, PhD

Assistant Professor for Globalization of Technology, Copenhagen Institute of Technology, Aalborg University, Denmark

Prof. Dr. Arnis Vilks

Professor of Microeconomics, HHL – Leipzig Graduate School of Management, Germany

Dr. Isabell Welpel

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

Prof. Dr. Hans Wiesmeth

Professor of Applied Economic Theory, HHL – Leipzig Graduate School of Management, Germany

Prof. Dr. Torsten Wulf

Professor of Strategic Management and Organization, HHL – Leipzig Graduate School of Management, Germany

Prof. Dr. Henning Zülch

Professor of Accounting and Auditing, HHL – Leipzig Graduate School of Management, Germany

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

MBA CLASS PROFILE



Join HHL in Leipzig – be a global citizen

The combined MBA student body is a fascinating microcosm. Some students in the part-time program have led departments or operations of more than 500 people, many of the full-time MBA students are from abroad and bring extensive life experience into the mix. Join HHL and experience the diversity.

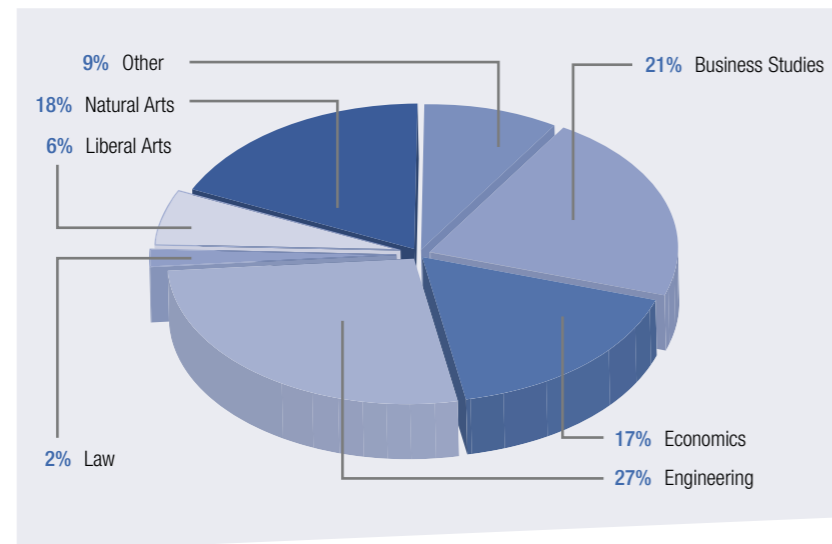
Part-time MBA Class Profile

Part-time students are not afraid to perform. They have challenging jobs in responsible positions that require worldwide travel or leading teams. They know that leadership demands time management and team players. Thus, they are well prepared for the

intensive two years at HHL. Leadership is not a question of age or specialization. The diversity of backgrounds is one of the distinguishing characteristics of the HHL program. The part-time MBA is a great way to integrate professional experience with academic substance in an international setting.

- Average age:** 34
- Age range:** 26-50
- Average work experience:** 8 years
- Female students:** 20%
- International students:** 25%

Academic background
MBA class



STUDENT INITIATIVES

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 valuable future business contacts. As part-time students are not frequently on the campus, it is more difficult to take part in student initiatives. Nevertheless, you can contribute by organizing and sponsoring events or by forming a team to take part in activities.

Part-time MBA students also participate in competitions organized by other European business schools, like the Portsmouth MBA Regatta, an annual event in July hosted by the University of Cranfield, UK. In its first appearance HHL's team finished as the best German team in the race. Experienced sailors as well as first-timers love the adventure in historic waters on the coast of England.

Student Initiatives

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 especially for exchange students.

Comment



Getting my MBA degree in HHL's Part-time program let me pursue a high-profile managerial position, yet gain a fast track to strategic management practices and diverse cultures, both paramount in executive management. It's been excellent for a busy professional like me.

Can L. Ünal,
Head of Strategy & Business Development
CLARIANT International Ltd. – Leather Chemicals,
Switzerland, HHL MBA Graduate





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 actively assists you with a well-designed mix of activities. The key element 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.

Part-time students often face the question: „What should be the next logical step in my personal career within my company?“ In most cases this question is not easily discussed with corporate peers, since other stakeholders have their own interests. HHL provides a highly individual career service and discreetly helps you find answers to such questions. Part-time MBA students are welcome to take part in company presentations, on-campus recruiting visits and workshops conducted by leading companies from all industries to acquire first contacts and inspiration. Moreover you can participate in the annual MBA Career Fair jointly organized with other top-class, accredited German and Swiss business schools. Leading companies operating globally place their open positions with HHL, including those that are usually not advertised on the open market. HHL is one of their preferred locations for talent searches.

You know what you want – a rewarding and challenging career with promotion potential. At HHL we know how to assist you to achieve this goal by bringing important business contacts and career advancement opportunities directly to you.

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 worldwide representing



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

Comment

Analyzing the worldwide MBA market comprehensively brought me to conclude that HHL is, without any doubt, one of the leading schools in Europe. Getting my MBA here confirms my assessment. I'm energized and actually plan to continue more lifelong learning.

Marc Schumacher,
Director Marketing & Communication,
Breuninger Group,
Stuttgart,
HHL MBA Graduate



Leading companies

Senior Sales Manager	Director M&A	Partner	Vice President	Director Strategic Marketing
Area Manager Europe	Head of Finance	Senior Manager Corp. Strategy	Director Marketing & Communication	
General Manager	Director	Global Brand Manager	Vice President of Business Development	

Entrepreneurs

Furthermore, HHL counts among its alumni some of the most dynamic German entrepreneurs, who have founded more than 40 companies and created over 1,500 jobs in the past 10 years. The present and future members of our Alumni Association are poised 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
Development & production of fiber materials	Ancestry research platform	Price comparison platform	Online ticketing	Logistics systems



Become an HHLer! Join our next part-time MBA class!

Admission to the part-time MBA program at HHL is highly competitive. To become a member of our next class of ambitious individuals from a variety of backgrounds, businesses, professions, and nationalities, you need to take the first step now. We invite you to apply to set course for your future as an international professional by becoming a true HHLer. You will be in good and competitive company. Moreover, we invite you to experience the spirit of HHL yourself, by visiting us and by participating in a part-time MBA lecture.

Please submit the following application documents:

- Application form (download at www.hhl.de/mba)
- Motivation letter
- Curriculum Vitae

- Certified transcripts of grades, degree or diploma
- Two letters of recommendation
- Certified GMAT score (or alternative HHL Entry test)
- Proof of proficiency in English
- Evidence of practical experience (minimum 3 years)

Application Deadlines:

We operate a rolling admission process. The Admissions Committee evaluates and responds to an application within one month of its receipt. We encourage those interested in the program to apply as early as possible. For the part-time MBA class starting in November, the deadline is September 15.

STEP 1

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

STEP 2

WE: review your application, make a decision and give feedback to you 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 start at HHL.



Living in Leipzig

Leading consulting firm Roland Berger Strategy Consultants has identified Leipzig as the most innovative city in Germany. Leipzig represents the new dynamic Germany. In 1989, the peaceful East German revolution started on the streets of this city. Building on its century-old history as a center of trade and commerce it has attracted global players like BMW, Porsche, DHL and Amazon.

Bach, Wagner, Schumann, Goethe, Schiller and Leibniz have lived and worked in Leipzig, contributing to its reputation as a world-class cultural city. The Gewandhaus Orchestra and St. Thomas Boys' Choir are world famous. It is one of the up-and-coming art hotspots of the world, yet to be discovered.

Leipzig is a cosmopolitan city, alive, famous for its nightlife, and just waiting to be explored. Restaurants, cafés, clubs and bars are open all night long for you to enjoy. Your stay here will be a memorable experience.



CONTACT US



We are here for you

The decision to do 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
- Information days
- Open lectures
- Workshops
- World MBA tours

Come and see for yourself!
We look forward to welcoming you!

The MBA Team (from left to right):

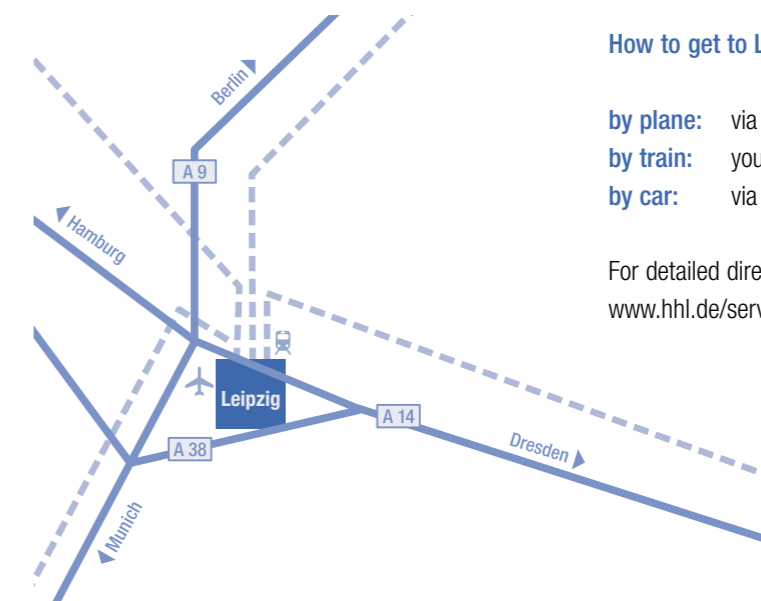
Prof. Dr. Torsten Wulf
Academic Director MBA Programs,
Chair of Strategic Management and Organization

Petra Spanka
Admissions Director MBA Programs
Tel. +49 341 9851-730
E-mail: petra.spanka@hhl.de

W. Henning Blarr
Program Manager MBA Programs
Research Associate

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



EARNED EXCELLENCE



THE BEST BUSINESS SCHOOLS
IN THE WORLD



LEIPZIG GRADUATE SCHOOL OF MANAGEMENT

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