



*MBA Logistics Management*  
*Master of Business Administration*  
*(Full-time Program)*

# KühneSchool

## FURTHER EDUCATION IN LOGISTICS

In modern logistics the working environment is highly dynamic and highly complex. For companies the ability to coordinate and control multistage complex logistics chains is a decisive competitive factor. In the future, only companies that are able to adjust to key trends in logistics will stay competitive and be able to hold their own against growing competitive pressure.

The tasks and competences that are required of logistics employees and management are changing accordingly. Qualification is a crucial factor. At the same time the falling service life of acquired knowledge makes lifelong learning indispensable. For skilled logistics employees and management it is essential not just to update their specialized know-how constantly but to have a secure grasp of management techniques.

## KUEHNE SCHOOL OF LOGISTICS AND MANAGEMENT

The Kuehne School of Logistics and Management emerged from the renaming and enlargement of the HSL Hamburg School of Logistics on 1 October 2007. The HSL was founded in 2003 as a public-private partnership by the Hamburg University of Technology (TUHH) and the Kuehne Foundation of Schindellegi, Switzerland, and quickly became one of the outstanding business schools for logistics management.

On the TUHH campus the Kuehne School offers a full-time and an in-service study program in logistics management leading to a Master of Business Administration (MBA). Under its new name the Kuehne School of Logistics and Management has launched two more master's degree programs and a research center. In addition, in-service further education, working groups and training courses are held at the Kuehne School for logistics employees as a part of the School's Professional Program. Along with its own research activities the School works on practice-oriented projects in cooperation with private enterprise.

## RESEARCH CENTER

In keeping with its importance for the Hamburg metropolitan region and for economic development in Germany and the world, logistics has a high place value at the TUHH and has been developed since 1987 into a focal point of teaching and research. Under its new name and with more extensive financial scope, the Kuehne School of Logistics and Management at the Hamburg University of Technology is expanding its existing research activities extensively.

With the new Center of Advanced Studies in Logistics, the Kuehne School will further consolidate its leading position in logistics research. Jointly with young research scientists the Kuehne School's professors will conduct research into current and future challenges in logistics and develop practicable solutions for business in cooperation with private enterprise. The scientists involved are a guarantee of exacting and high-quality teaching and research.



*"Intelligent management of logistics is a decisive factor in achieving success against competition. In a complex environment, managers need sound management and logistics expertise, which puts them in a position to provide accurate business development assessment, and to design and implement new solutions which are both economically viable and successful. This requires an excellent level of expertise as well as a good command of management tools, such as negotiation and communication skills. These are precisely the skills and abilities taught by proven experts in the programs of the Kuehne School."*

*Prof. Dr. Wolfgang Kersten,  
President, Kuehne School of  
Logistics and Management*

*"In spite of my previous business management studies with their focus on transport and logistics management, the MBA program at Kuehne School, and especially its integrated approach, has been well worthwhile for me. I have learnt to look at the wider picture and understood how supply chains work".*

*Karson Ngai, Class of 2004,  
Steering Manager,  
Hamburg Sued Hongkong*

*"The professors were extremely good – a veritable "Who is Who" of logistics. What is more, the curriculum was outlined in detail and at the Kuehne School relationship with practice was always a given."*

*Aiste Adomaviciute,  
Class of 2005, Consultant,  
Barkawi Group, Germany*



The Hamburg metropolitan region with a population of over four million is one of the main beneficiaries of the opening of Eastern Europe and of globalization. The waterside metropolis is the North Sea's easternmost port and, at the same time, the ideal port for Eastern Europe. As a global turntable between overseas locations, Central and Eastern Europe and the entire Baltic region, Hamburg benefits from its central location at the hub of Europe's logistics flows of goods and is the perfect location for a master's degree course in logistics management.

## MBA LOGISTICS MANAGEMENT (FULL-TIME)

The Kuehne School of Logistics and Management offers on the TUHH campus a challenging one-year full-time program in logistics management leading to a Master of Business Administration.

The full-time program is aimed at young professionals with initial business experience who would like to qualify for management positions at logistics companies with an international orientation. The program focuses on an integrated approach to logistics, or to logistics networks, in other words the interplay of suppliers, manufacturers, logistics service providers and retailers. This comprehensive view of logistics from the perspective of all of the players that are involved in it is characteristic of the Kuehne School's teaching concept. The language of instruction for the full-time program is English. A knowledge of German is of great importance for graduates who would like to go on to work in Germany or for German firms.

## PROGRAM STRUCTURE

The MBA program covers a 12-month period. The entire MBA program comprises 60 ECTS credits, including the master's thesis. The logistics courses have a clear focus on the entire supply chain and make up more than half of the total number of program courses. The emphasis is on imparting knowledge about the targeted development and integrated structuring of enterprise-related and cross-enterprise value added systems on the basis of logistics principles. Throughout the program students are trained systematically in management skills. Focal points are personal skills (effective presentation and communication), teamwork skills (moderating workshops, learning creativity techniques), and interpersonal skills (conflict management and negotiating techniques). The program ends with a master's thesis in which a logistics problem must be dealt with in a specified time frame.

1 <sup>st</sup> Term				2 <sup>nd</sup> Term			3 <sup>rd</sup> Term			4 <sup>th</sup> Term					
oct	nov	dez		jan	feb	mar		apr	may	jun		jul	aug	sep	
BASICS IN LOGISTICS & MANAGEMENT				BUSINESS & SUPPLY CHAIN DISCIPLINES			LOGISTICS AND RELATIONSHIPS			ADVANCED TOPICS					
LOGISTICS & MANAGEMENT				<ul style="list-style-type: none"><li>– Financial Accounting</li><li>– Financial Management</li><li>– Analysis and Decision Science</li><li>– Economics</li><li>– Organisational Behaviour</li><li>– Operations Management</li><li>– Supply Chain Logistics (Introduction)</li><li>– Transportation Management I</li></ul>			<ul style="list-style-type: none"><li>– International Law</li><li>– Management Accounting</li><li>– Marketing Management</li><li>– Strategic Management</li><li>– Management Seminar</li><li>– Logistics &amp; IT Systems</li><li>– Logistics Technology</li><li>– Supply Chain Logistics (Procurement)</li><li>– Transportation Management II</li></ul>			<ul style="list-style-type: none"><li>– Leadership</li><li>– International Logistics Management</li><li>– Logistics Controlling</li><li>– Supply Chain Logistics (Production)</li><li>– Logistics Seminar</li></ul>			<ul style="list-style-type: none"><li>– Project Management</li><li>– Advanced SCM</li><li>– Supply Chain Logistics (Distribution)</li><li>– Logistics Seminar*</li><li>– Maritime and Intermodal Logistics*</li></ul>		
MANAGEMENT SKILLS				PERSONAL SKILLS			TEAM WORK SKILLS			INTERACTION SKILLS			THESIS		
				<ul style="list-style-type: none"><li>– Business Communication</li><li>– Intercultural Factors</li><li>– Presentation Techniques</li></ul>			<ul style="list-style-type: none"><li>– Creativity Management</li><li>– Workshop Management</li></ul>			<ul style="list-style-type: none"><li>– Conflict Management</li><li>– Negotiation Skills</li><li>– Ethics</li></ul>					
* compulsory optional subjects															

\* compulsory optional subjects



## FACTS AND FIGURES

### Study Program

- 1 year full-time MBA in Logistics Management

### Target Group

- The full-time program prepares young professionals with an international orientation for junior management positions in logistics related businesses, e.g. (logistics) consulting companies, transportation and shipping industries, supply chain departments of big or mid-sized companies etc.

### Degree

- Master of Business Administration (MBA) of the Hamburg University of Technology (TUHH) and the Kuehne School of Logistics and Management
- Language of Instruction: English

### Structure

- 12 months
- Lectures, seminars, self-study periods, Excursions, case studies, Master thesis
- Classes from Monday until Friday, often at weekends

### Workload

- 60 ECTS credits
- 1,800 hours
- Includes a master thesis

### Accreditation

- ASIIN accredited since June 2005
- <http://www.asiin.de>

### Start of program

- Annually October 1

### Admission Requirements

- Recognized university degree, preferably in economics, engineering or natural sciences
- Minimum of one year work experience in full-time
- Proof of English (TOEFL, IELTS)
- Graduate Management Admission Test (GMAT)

### Application Deadlines

Applications are accepted throughout the year. Application for the program starting the same year should be handed in by March 31 (Non-EU residents), May 31 (EU residents)

### Fees

- Tuition fee: € 19,800 including course materials
- Admission fee: € 300
- Financial assistance in form of loans and scholarships based on merit available
- Only admitted candidates may apply for a scholarship
- Self contribution for German language classes

### Services

- Personal counseling
- Visa letter of support
- Help in finding accommodation
- Pick-up service within the metropolitan area of Hamburg
- Welcome Day and orientation week
- Guided Hamburg tour as well as tour through university quarter
- Transportation ticket for the Hamburg metropolitan area
- Support for job applications

## FIVE GOOD REASONS

Studying for an MBA in logistics management is the right decision for your personal career prospects in logistics:

- **Gain** a recognized MBA qualification and underscore your logistics specialization.
- **Optimize** your career leeway and open up new career prospects with job openings at all levels, upward mobility, exciting responsibilities and worldwide opportunities within the function and throughout the company.
- **Benefit** from a unique learning culture and the wide-ranging skills and international composition of our MBA classes. Contribute your know-how and learn from your fellow-students.
- **Acquire** wide-ranging, application-oriented knowledge and soundly based management skills. You will learn from and be supported by well-known international teaching staff and professors who teach you specialized logistics know-how.
- **Enjoy** studying in a cultural metropolis in the heart of Europe. Hamburg has many facets – the best in arts and culture, international hit musicals, discerning and entertaining theater, excellent restaurants, a sparkling night life and any number of historic sights that reflect the city's 1,200-year history.

## MORE INFORMATION

To find out more, visit our website at [www.kuehneschool.de](http://www.kuehneschool.de). You can make an appointment for counseling in person or over the telephone or register for our Study Information Days to gain a comprehensive overview of our further education programs. We would be delighted to arrange for you to contact professors, staff and students at the Kuehne School of Logistics and Management.

## KONTAKT

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