

BACHELOR



B.Sc. MANAGEMENT

SPECIALIZATION IN
GENERAL MANAGEMENT OR
LOGISTICS MANAGEMENT

WISSENSCHAFTLICHE HOCHSCHULE FÜR LOGISTIK UND UNTERNEHMENSFÜHRUNG



KICK-START YOUR CAREER

The Bachelor of Science in Management at KLU is a highly attractive program for ambitious students who are interested in completing a first academic degree in 6 semesters. KLU offers an international study environment, direct interaction with world-class professors, and places a strong emphasis on student-centered learning. The B.Sc. program provides graduates with the skills, knowledge and mindset to either start their career in an international work environment or go on to study for a master's degree. Students can choose between a **General Management** specialization or make use of KLU's position as a major center of research and teaching in logistics by specializing in **Logistics Management**.

In addition to subjects in the areas of Management and Logistics, our bachelor program includes aspects such as personal skills development and

general studies (e.g. politics, sociology and psychology). Students will develop interdisciplinary thinking and interpersonal competencies that are essential for a successful career.

PROGRAM MISSION

THE PROGRAM PROVIDES STUDENTS WITH A FUNDAMENTAL MANAGEMENT EDUCATION.

Throughout their study and their stay at KLU, students will acquire:

- Education in management, economics, logistics and quantitative methods
- Soft skills competencies (i.e. communication, teamwork and negotiation)
- International experience and foreign language proficiency
- A diversified and interdisciplinary education



- Problem-solving competencies gained by understanding, analyzing and structuring complex real-world situations
- Practical experience from internships, excursions and lectures by professionals and industry experts.

PROGRAM STRUCTURE

The three-year bachelor program in Management starts each September and runs for 6 semesters. Students choose between a standard track of 180 ECTS credits (European Credit Transfer and Accumulation System) and an intensive track of 210 ECTS credits.

The program offers students a broad understanding in a wide range of introductory modules. These are enhanced by modules in Logistics Management or General Management (students choose between the

two specializations). Finally, students' professional competencies are rounded off by additional skills courses (e.g. quantitative methods, computer skills and research skills), lectures by academics or professionals and industry experts, and interdisciplinary insights into cultural and socio-political topics that enrich the students' general knowledge.

The intensive track (210 ECTS credits) is for highly ambitious students keen to participate in further activities, such as a second internship, and additional coursework. This intensive track enables them to enroll in 90 ECTS credits master programs.

All courses at KLU are taught in English. For an additional focus on students' international education, they will take up a second foreign language during their first semesters.



INTERNSHIP & SEMESTER ABROAD

The program also includes a mandatory three-month internship after the fourth semester. It provides students with hands-on experience at putting into practice the concepts and methods they have studied and enables them to gain an initial insight into relevant business topics. Students in the intensive track have to complete two mandatory internships.

All students spend their fourth semester abroad at one of KLU's partner universities in Europe, Asia or the Americas. Prior to their semester abroad, students choose the specialization that they will follow for the rest of the program. During their semester abroad, students have the opportunity to select their coursework according to their field of interest and are encouraged to sign up for a minimum of 12 ECTS credits in their respective specialization. While abroad, they will be exposed to foreign cultures and thereby acquire strong intercultural competencies.

"THE KÜHNE LOGISTICS UNIVERSITY HAS A GLOBALLY-ORIENTED PROGRAM WITH MANY INTERESTING COURSES AND SMALL CLASSES. THE EXPERIENCED PROFESSORS – WHO COME FROM MANY DIFFERENT COUNTRIES – REALLY CARE ABOUT YOU AS A STUDENT. THE CAMPUS HAS A VERY NICE ATMOSPHERE AND HAMBURG IS A GREAT CITY. THE BACHELOR'S PROGRAM ALSO INCLUDES A SEMESTER ABROAD AND ONE OR TWO 3-MONTH INTERNSHIPS, WHICH GIVE YOU FANTASTIC OPPORTUNITIES TO FIND YOUR OWN WAY IN YOUR PROFESSIONAL LIFE. THE KLU EXPERIENCE IS GREAT FOR YOUR PERSONAL DEVELOPMENT AND STUDENTS GET THE BEST SUPPORT EVER."

Linda Weiser, Student B.Sc. Management Class 2016

BACHELOR'S THESIS

At the end of their studies, students complete a bachelor's thesis. By writing this thesis students demonstrate that they have obtained the skills to independently work on a problem related to their respective specialization by employing academic methods. Students can decide to write their thesis either in cooperation with a company or on a theoretical topic.

PROGRAM PROFILE

- Comprehensive program covering a broad range of topics on a scientific level
- Small, young and dynamic university offering an opportunity to study in a personal environment
- Renowned faculty with strong expertise in Management and Logistics
- International student body and faculty
- Study language English
- Study abroad at one of our renowned partner universities
- Strong international network (partner universities, international companies)
- Excellent learning quality in small groups
- Strong links with practice (excursions, internship, lectures, career center)
- Personal development (social skills, intercultural and interdisciplinary competencies)
- New campus in Hamburg, HafenCity



BSC MANAGEMENT | STANDARD TRACK CURRICULUM (SPECIALIZATION IN GENERAL OR LOGISTICS MANAGEMENT)

	SEMESTER I	SEMESTER II	Semester Break	SEMESTER III	SEMESTER IV (Study Abroad)	Internship Period Jun.–Aug.	SEMESTER V	SEMESTER VI	PERSONAL DEVELOPMENT	ECTS	PROPORTION				
	Sep.–Dec.	Jan.–May		Sep.–Dec.	Jan.–May		Sep.–Dec.	Jan.–May				May–Jul.			
FUNDAMENTALS	Management Fundamentals	Descriptive Statistics and Introduction to Inference Statistics		International Business Law	Fundamentals		Ethics	Business Game		96	53%				
	Essential Mathematics for Business and Economics			Marketing			Corporate Finance	Business Strategy							
	Communication & Academic Fundamentals	Microeconomics		Human Resource Management											
	Fundamentals of Accounting			Macroeconomics											
	Logistics & SCM Fundamentals														
LANGUAGE		Language I**			Language II**							18	10%		
SPECIALIZATION					Courses in General Management		Courses in Logistics Management			Seminar in Management	Seminar in Logistics & SCM	Innovation & New Business Ventures	Sustainable Supply Chains	36	20%
					Courses in General Management		Courses in Logistics Management			Consumer Behavior	Supply Chain Strategy	International Finance	Logistics Operations		
BACHELOR'S THESIS												Bachelor's Thesis (12 ECTS)	12	7%	
												Bachelor's Thesis (12 ECTS)			
PERSONAL DEVELOPMENT	General Studies, Skills, Current Topics of Applied Management									8	4%				
INTERNSHIP						Internship				10	6%				
ECTS*	30	27		33	18	10	24	30	8	180					

Each module comprises 6 ECTS

*1 ECTS comprises ≈30 hours student workload | **Each language module comprises 9 ECTS

■ Specialization General Management
■ Specialization Logistics Management

BSC MANAGEMENT | INTENSIVE TRACK CURRICULUM (SPECIALIZATION IN GENERAL OR LOGISTICS MANAGEMENT)

	SEMESTER I	SEMESTER II	Internship Period Jun.–Aug.	SEMESTER III	SEMESTER IV (Study Abroad)	Internship Period Jun.–Aug.	SEMESTER V	SEMESTER VI	PERSONAL DEVELOPMENT	ECTS	PROPORTION				
	Sep.–Dec.	Jan.–May		Sep.–Dec.	Jan.–May		Sep.–Dec.	Jan.–May May–Jul.							
FUNDAMENTALS	Management Fundamentals	Descriptive Statistics and Introduction to Inference Statistics		International Business Law	Fundamentals		Ethics		Business Game		114	54%			
	Essential Mathematics for Business and Economics			Marketing	Corporate Finance	Fundamentals		Business Strategy		International Financial Accounting					
	Communication & Academic Fundamentals	Microeconomics		Human Resource Management			Intercultural Communication & Management								
	Fundamentals of Accounting			Macroeconomics											
	Logistics & SCM Fundamentals														
LANGUAGE		Language I**			Language II**								18	9%	
SPECIALIZATION					General Management	Logistics Management		Seminar in Management	Seminar in Logistics & SCM	Innovation & New Business Ventures			Sustainable Supply Chains	36	17%
					General Management	Logistics Management		Consumer Behavior	Supply Chain Strategy	International Finance			Logistics Operations		
BACHELOR'S THESIS										Bachelor's Thesis (12 ECTS)			12	6%	
										Bachelor's Thesis (12 ECTS)					
PERSONAL DEVELOPMENT	General Studies, Skills, Current Topics of Applied Management									10	5%				
INTERNSHIP			Internship I (10 ECTS)			Internship II (10 ECTS)					20	9%			
ECTS ^a	30	27	10	33	24	10	30	36	10	210					

Each module comprises 6 ECTS

*1 ECTS comprises ≈ 30 hours student workload | **Each language module comprises 9 ECTS

■ Specialization General Management
■ Specialization Logistics Management

HOW TO APPLY

REQUIREMENTS FOR ADMISSION

- High school diploma or equivalent
- TOEFL (IBT 95) or IELTS (Band 6.5)
- Admissions interview
- Additional requirements may apply for applicants from certain countries (please inquire)

DOCUMENTS NEEDED FOR APPLICATION

- Completed application form including statement of purpose (2 essay questions)
- Scan of your high school certificate (if not yet available, please provide the academic results for the last three years of secondary school)
- Scan of high school transcript (semester mark sheets), listing your subjects and grades
- Proof of your proficiency in English/Copy of TOEFL or IELTS score (if applicable)
- Curriculum vitae/ Résumé (KLU standard form)
- Scans of original documents and officially certified translations into English or German

Please use the online application tool on our website.



APPLICATION DEADLINES

We accept applications year-round. The application deadline for the program starting in September is June 30. We recommend submitting applications as early as possible. For applications received by December 31, applicants are granted a 10% early bird discount on the overall tuition.

SELECTION PROCEDURE

The selection procedure at KLU is divided into two parts:

1. On receipt of the application, the documents will be assessed against pre-defined criteria.
2. Suitable applicants will be invited to do an admissions interview.

We believe in evaluating the applicant in depth and not just on the basis of school grades. Important criteria are international experience (time spent abroad), practical experience gained in an internship or a student job, and extra-curricular commitments and further skills.

TUITION & FUNDING

- The fee for the three-year program is 4,500 Euros per semester for the standard track (180 ECTS credits) and 5,200 Euros per semester for the intensive track (210 ECTS credits).
- We charge a non-refundable fee for processing your application.
 - 30 Euros for European applicants
 - 50 Euros for non-European applicants
- Please inquire about our financial assistance scheme.

The Kühne Logistics University – Wissenschaftliche Hochschule für Logistik und Unternehmensführung (KLU) is an independent, state-recognized private university based in the Hafencity district of Hamburg and sponsored by the non-profit Kühne Foundation. KLU offers master's programs in Global Logistics and Management, a bachelor's program in Management, a Ph.D. as well as an Executive MBA program and executive education. In the future the university will have around 400 students. KLU is establishing a strong portfolio of professorships in the area of logistics and management. In combining education and research competence, KLU covers the whole spectrum of teaching and research in the field of logistics, supply chain and business management.

CONTACT

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For further information, the detailed
curriculum and the application form
please refer to our website:
www.the-klu.org

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