

MBA General Management

Full-time · Part-time

Dortmund · Munich · Berlin

ISM
INTERNATIONAL
SCHOOL OF MANAGEMENT

University of Applied Sciences



International.
Individual.
Inspiring.

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Prof. Dr. Ingo Böckenholt
President

Research, teaching and administration can only form the foundation for an attractive university. The face and hallmark of ISM are its students.

Dear prospective students,

We are pleased that you are interested in studying at the International School of Management (ISM). ISM is a private, state-recognized University of Applied Sciences and one of the leading business schools in Germany for more than two decades. At six locations we prepare students for management roles in both national and international companies. With the MBA program, you can specifically expand your business administration and management knowledge and create the ideal prerequisites for a **leading position in business**.

We cordially invite you to read more about studying at ISM on the following pages. If there are any further questions, please feel free to contact our student advisors who will be happy to help you.

Best regards,

A handwritten signature in blue ink that reads "Böckenholt". The signature is written in a cursive style.

Ingo Böckenholt



As a computer scientist, I enjoyed excellent technical training, which I now supplement with the ISM's MBA program. An outstanding combination of personal coaching, cultural, economic and strategic courses in small groups with overseas events have broadened my horizons and shown me as a computer scientist that leadership is more than just making binary decisions.

Cetin Akbulut, ISM MBA Student

Why an MBA at ISM?

75 +

nationalities across all ISM programs

95 %

rate the **compatibility with the profession** with good to excellent.

100 %

Open Door Policy

2016

Becoming **AACSB** educational member

45 %

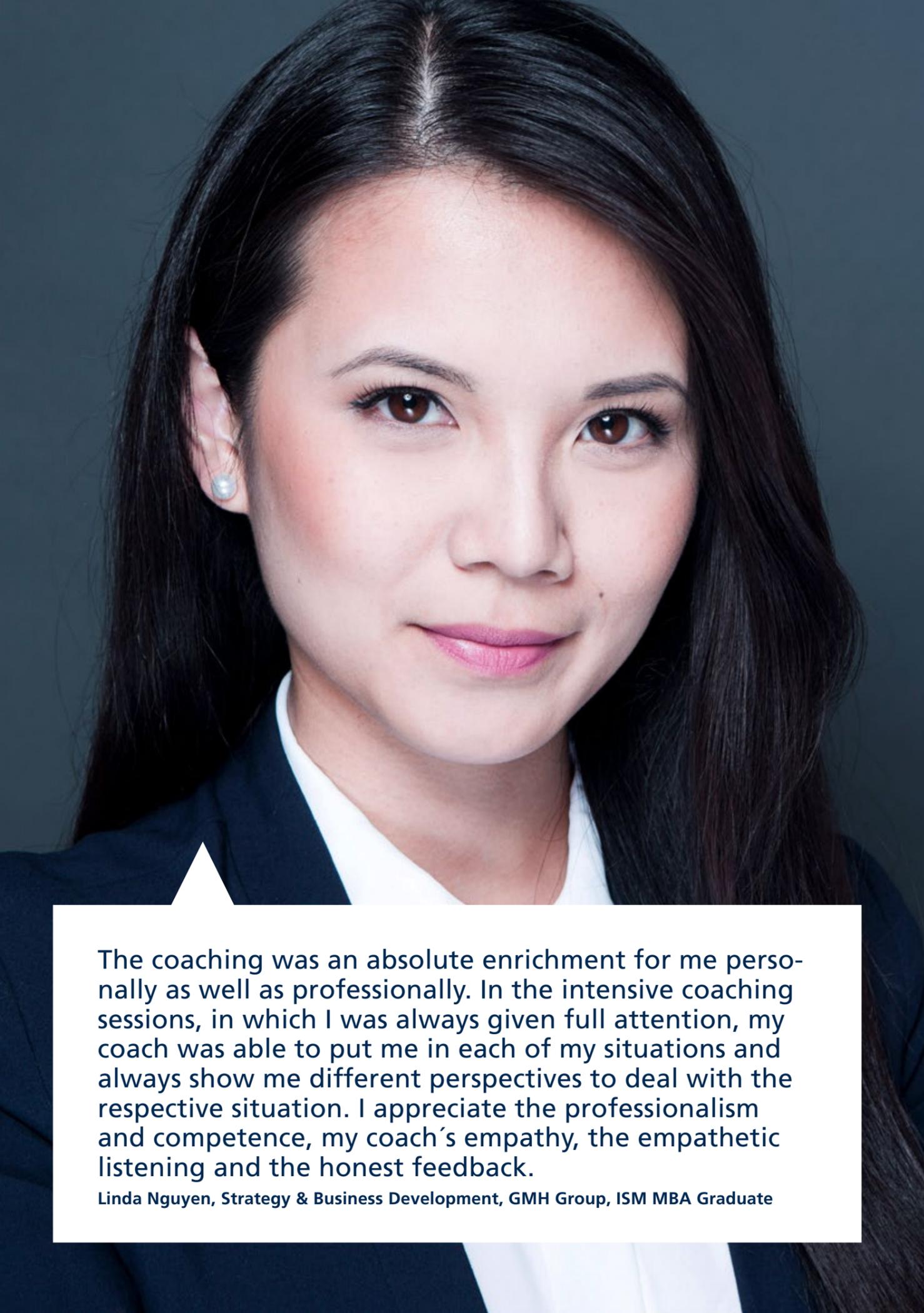
of graduates **increase their salary** by more than 30%.

Top 25

performer regarding contact to work environment (U-Multirank)

Accredited by:





The coaching was an absolute enrichment for me personally as well as professionally. In the intensive coaching sessions, in which I was always given full attention, my coach was able to put me in each of my situations and always show me different perspectives to deal with the respective situation. I appreciate the professionalism and competence, my coach's empathy, the empathetic listening and the honest feedback.

Linda Nguyen, Strategy & Business Development, GMH Group, ISM MBA Graduate

Individual Coaching

The MBA course offers **individual coaching for every student**. Participants benefit from **skilled and certified coaches** experienced with issues facing the management world.

The individual coaching sessions are designed to help students identify their current strengths and weaknesses and to **help them achieve their goals**. This is supported by potential assessments and **personality development** in order to ensure practical relevance for students' current professional and personal environment.

Often the coaching process is started by setting up the coachees own position and developing strategies how to reach own targets and objectives. The coaches frame potential career paths and help to evaluate these options. Generally **the coachee himself or herself decides on what particular situation to work on**, for instance whether on handling of stress and time pressure or the own role as leader, which some of the coachees just start to prepare for or within they strive for more professionalism and sovereignty.

The coaches take on the **role of sparring partners**, and based on their long-standing HR- and coaching experience, set impulses, question critically, provide honest feedback and, if needed, help to navigate the cultural dimensions of the work sphere.

Ideally at the end, students have created their own target picture and have identified next steps towards a **fulfilling professional life with a healthy work-life balance**.



Sabine Kummer

- HR Manager, BMW AG
- Freelance management trainer, consultant, career coach and supervisor



Over the course of the program we take adequate time to have a close look at the personal plans of the students in terms of their lives and careers. We work with the IN-SIGHTS-tool that helps coachees realize their potentials and fields of development. In confidential one-on-one conversations we analyze and assess the career paths and aspirations of the students and together work on expanding their options and strategies.



Professional Coaching by:



Procedure

The MBA coaching is divided into four phases, the results of which are recorded in a personal development log.

Phase 1

The first phase focuses on achieving a clear understanding of the student's current professional position. This phase includes two sessions focused on identifying strengths and weaknesses and defining development goals.

Phase 2

The second phase is geared towards improving the student's communication skills and behavior.

Phase 3

The third phase aims to improve the student's team spirit and leadership skills and includes one individual session and a full day team seminar. In addition, the participant receives career counselling.

Phase 4

Conflict behavior is the focus of the last phase. In addition, students participate in a new potential assessment during this phase.



What convinced me to study at ISM was, in addition to the excellent reputation of the university, the international orientation of my MBA studies. As an integral part of the study, this allowed the students an authentic insight into the driving forces of a globalized economy. Findings that I – a chemist with a doctorate – have not experienced and that have significantly influenced my point of view on current economic developments.

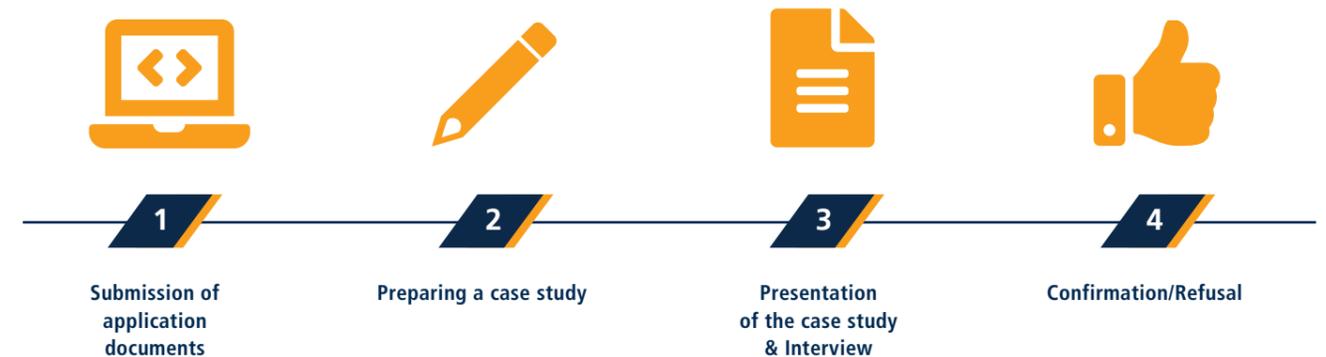
Sanela Hadic, ISM MBA Student

Start of Study

To be admitted to this study program, you need a first degree of at least six semesters with 180 or 210 ECTS and a minimum of two or three years of professional experience – depending on the number of ECTS credits already gained. Furthermore, you need to prove an adequate command of the English language (TOEFL/IELTS).

Registrations are welcome at any time and will be considered for an intake in the next academic year, provided that sufficient places are available.

Application Procedure



Student Advice Service

If you need further information, feel free to arrange a personal appointment on campus or via video conferencing at any time with one of our student advisors who will be happy to assist you.



Full-time (Munich & Berlin Campus) & part time (Dortmund Campus)
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MBA General Management Full-time

📍 Munich · Berlin

At a Glance

Standard period of study:	3 terms plus thesis (4 months per term)
Semester start:	Fall term (September)
ECTS:	90 ECTS
Campus:	Munich
Visit abroad:	Spain
Language:	100 % English
Deadline for application:	July 15th if visa is necessary
Tuition fees:	€24,900 including enrollment and thesis fees
Early Bird Discount:	Save €1,500 by signing your contract before March 15th
Last Call Discount (full-time only):	Save €500 by signing your contract before June 15th
MBA Support Scheme:	Up to 50 % reduction in tuition fees possible

mba-gm-full-time.en.ism.de



Program Director
Prof. Dr. Silke Finken

- Head of Innovation and Consulting Management, DZ BANK
- Case Team Leader, Bain & Company

Term 1	Term 2	Term 3	Term 4
<p>Managing the Business in the International Environment</p> <ul style="list-style-type: none"> • Strategic Management • Managing in the Global Environment • Managerial Economics <p>Internal Management</p> <ul style="list-style-type: none"> • Risk Management • Crisis Management • Change Management <p>Leadership Skills</p> <ul style="list-style-type: none"> • Cross Cultural Leadership • Corporate Governance & Business Ethics • Negotiation, Communication & Executive Presentations 	<p>Marketing</p> <ul style="list-style-type: none"> • Strategic Marketing (Spain) • Digital Marketing • Advanced Market Research <p>Finance & Accounting</p> <ul style="list-style-type: none"> • Corporate Finance • Managerial Accounting • Strategic Cost Management <p>Operations & Supply Chain</p> <ul style="list-style-type: none"> • Global Sourcing • Supply Chain Management • Project Management 	<p>Innovation</p> <ul style="list-style-type: none"> • Innovation Management • New Business Models • Design Thinking <p>IT-enabled Transformation</p> <ul style="list-style-type: none"> • Data Science & Business Intelligence • IT-enabled Information Systems • IT Management <p>Entrepreneurship</p> <ul style="list-style-type: none"> • Entrepreneurship • Business Planning & Modelling • Capstone Exercise 	<p>Master Thesis</p>

International Orientation

The MBA General Management full-time program motivates students to use their knowledge and skills in an international context through a **one-week stay abroad in Spain**.

Students are immersed in the respective culture and deepen their industry knowledge in an international context.



Universitat Ramon Llull, IQS, Barcelona, Spain

Ramon Llull University is one of the most innovative and modern universities in Spain. It comprises **11 higher education and research institutions** with a long tradition and a prestigious reputation. **IQS** (Institut Quimic de Sarria) is one of those institutions. With **more than 110 years of teaching experience**, IQS distinguishes itself by focusing on answering the dynamic social, economic and industrial challenges facing today's society.

What particularly impressed me about the program was that the lecturers and professors came from many different countries in the world. As a result, the topics of the lectures were examined from different cultural perspectives. Together with the events abroad, we were offered a special cultural added value that has broadened our professional and personal horizons.



Hero Goldhammer, Sales Manager, BENTELER Automobiltechnik GmbH, ISM Graduate

MBA General Management Part-time

📍 Dortmund

At a Glance

Standard period of study:	4 terms including thesis (6 months per term)
Semester start:	Spring term (March)
ECTS:	90 ECTS
Campus:	Dortmund
Visit abroad:	South Korea, India, USA
Language:	100 % English
Required holidays:	31 holidays in 2 years (assumed working days are Monday to Friday)
Required attendance:	66 days in 2 years Block seminars in Dortmund from Friday to Sunday Block seminars abroad from Monday to Saturday
Deadline for application:	February 28th
Tuition fees:	€27,000 including enrollment and thesis fees
Early Bird Discount:	Save €1,000 by signing your contract before December 15th
MBA Support Scheme:	Up to 50 % reduction in tuition fees possible

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Program Director
Qeis Kamran

- Sales Director, Atlantic Richfield Co.
- Chief Operations Officer, Afghan Petroleum Company
- Chief Operations Officer, Globe Business College Munich

Term 1	Term 2	Term 3	Term 4
<p>Managing the Business in the International Environment</p> <ul style="list-style-type: none"> • Strategic Management • Managing in the Global Environment • Managerial Economics <p>Internal Management</p> <ul style="list-style-type: none"> • Risk Management • Crisis Management • Change Management <p>Leadership Skills</p> <ul style="list-style-type: none"> • Cross Cultural Leadership • Corporate Governance & Business Ethics • Negotiation, Communication & Executive Presentations 	<p>Marketing</p> <ul style="list-style-type: none"> • Strategic Marketing • Digital Marketing • Advanced Market Research <p>Operations & Supply Chain</p> <ul style="list-style-type: none"> • Global Sourcing • Supply Chain Management • Project Management <p>Current Management Trends (India)</p> <ul style="list-style-type: none"> • Information Management & Data Science (India) • Doing Business in South Korea (South Korea) • Strategic Sourcing (South Korea) 	<p>Finance & Accounting</p> <ul style="list-style-type: none"> • Corporate Finance • Managerial Accounting • Strategic Cost Management <p>Innovation</p> <ul style="list-style-type: none"> • Innovation Management • New Business Models • Design Thinking <p>Entrepreneurship & Management Case Studies</p> <ul style="list-style-type: none"> • Entrepreneurship • Business Planning & Modelling 	<p>Entrepreneurship & Holistic Management</p> <ul style="list-style-type: none"> • Multinational Finance & Trade (USA) • Innovative Marketing Techniques (USA) <p>Master Thesis</p>

International Orientation

The MBA General Management part-time program includes three study modules at renowned partner universities in the **USA, India and South Korea**. This ensures industry-specific knowledge is situated and embedded within

an international context. Participants of the MBA program explore a variety of different work and communication styles and learn how to **successfully work together** to achieve their goals.



University of California, Riverside, USA

The University of California, Riverside is **one of ten universities within the prestigious University of California system**. It is a major research university and national center for the humanities offering students a supportive, collegial learning environment with nationally and internationally recognized faculty.



SolBridge International School of Business, Daejeon, South Korea

The SolBridge International School of Business received an AACSB accreditation just seven years after its establishment. It is the first business school in Korea with an international faculty and student body with international students from 64 countries. Located in Korea's Silicon Valley of Daejeon, SolBridge offers an **excellent opportunity for students to learn about Asian economy in action**.



Indian Institute of Management, Indore, India

The Indian Institute of Management, Indore is **one of the renowned management institutes in India**. It was established in 1996 in order to give an impetus to management education in central India and **has become a pioneer in the field of management**. It offers excellent programs for MBA aspirants as well as working professionals.

ISM's Board of Trustees

To intensify the dialogue between the university and industry, ISM has been able to recruit **high-ranking representatives from international companies, associations and institutions as board members**. As an ISM student, you benefit from ISM's Board of Trustees, through numerous lectures and case studies of its members, as well as by offering internships, graduate positions, and theses.

In **close cooperation with the curators**, ISM is also working consistently on the further development of study content in order to ensure that the requirements of the business sector are taken into account when designing the courses. **Experienced practitioners from member companies** also advise the university management on the development and implementation of innovative study programs and university certificates.



Michael Johnigk

- Chairman of the ISM Board of Trustees
- Member of the Board of the Signal Iduna Group

At ISM there is teaching and research on the one hand and interesting representatives of the business world on the other, working very closely together. The top-class practitioners bring topical issues from their respective companies and industries to the university. This benefits the research, which always guarantees a high degree of practical relevance. This benefits the students, who work on interesting topics, and the companies that can rely on highly qualified graduates benefit from this as well.

Experts from the Field



Prof. Dr. Eyden Samunderu

- Senior Consultant, Oliver Wyman
- Senior Analyst, Merrill Lynch
- Advisory Board Member, Hamburg Aviation

As an instructor on the program, I am able to transfer multi layers of leadership development and these include: How to deal with complex business situations, designing the best fit strategic actions and demonstrating leadership stamina. Overall, students will learn how to work in multi-cultural setting.



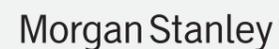
Caroline Timmermann

- HR Executive, FLYLINE Tele Sales & Services GmbH, British Airways Group
- HR Manager, BMW AG
- Management trainer, career and salary coach, systemic coach, Timmermann Consulting GmbH

The coachee can rely that the common coaching process is based on appreciation and confidentiality, is containing honest feedback and that we empower him or her by new perspectives and impulses to create own solutions.

Our cooperation partners

(extract)



Prof. Dr. Matthias Lütke Entrup

- Management Consultant for Purchasing, Supply Chain Management and Controlling
- Project Manager, A.T. Kearney
- Chief Financial Officer, Valensina Group

As a truly global program, the MBA at ISM empowers the students to work and lead in an international environment. As lecturer of management accounting and strategic cost management and prior CFO of a leading FMCG manufacturer, I enable the participants of the program to develop the necessary capabilities and skills in finance and accounting to assume management responsibility in companies operating globally.



Prof. Dr. Meiko Zeppenfeld

- Partner, Breitmoser Tormyn Wechtenbruch PartmbB
- Deputy Chairman of the Supervisory Board, Metabo AG

What I particularly like are the small teaching groups – they allow for an intense and honest interpersonal exchange among both lecturers and students. All lecturers at ISM have a strong track-record of leading roles in companies and institutions which puts you in ever-closer touch with the real world of business.

Come study at ISM!

 Dortmund · Frankfurt/Main · Munich · Hamburg · Cologne · Stuttgart · Berlin

Face-to-Face Learning

Full-time Programs

- B.Sc. International Management
- B.A. Marketing & Communications Management
- B.Sc. Finance & Management
- B.Sc. Wirtschaftspsychologie
- B.A. Tourism & Event Management
- B.A. Global Brand & Fashion Management
- B.A. International Sports Management
- B.Sc. Information Systems
- B.Sc. Real Estate Management
- LL.B. Business Law
- M.Sc. International Management
- M.A. Strategic Marketing Management
- M.A. Digital Marketing
- M.Sc. Finance
- M.Sc. Psychology & Management
- M.Sc. Arbeits- & Organisationspsychologie
- M.A. Human Resources Management & Digital Transformation
- M.Sc. Business Intelligence & Data Science
- M.Sc. International Logistics & Supply Chain Management
- M.A. Luxury, Fashion & Sales Management
- M.Sc. Real Estate Management
- M.A. Entrepreneurship
- M.A. Sustainability & Business Transformation
- M.Sc. International Business (fachfremder Master)
- Pre-Master
- MBA General Management

Distance Learning

Full-time and Part-time Programs

- B.Sc. Betriebswirtschaft
- B.Sc. Finanzmanagement
- B.A. Marken- & Modemanagement
- B.A. Marketing & Kommunikation
- B.Sc. Wirtschaftspsychologie
- M.Sc. Sustainability Management
- M.Sc. Medien- & Kommunikationspsychologie
- M.Sc. Applied Business Data Science
- M.A. Digital Marketing Management

Dual Programs

- B.Sc. Betriebswirtschaft International Management
- B.A. Betriebswirtschaft Marketing & Communications
- B.Sc. Betriebswirtschaft Logistik Management
- B.A. Betriebswirtschaft Tourism & Event Management
- B.Sc. Betriebswirtschaft Retail & Commerce
- B.Sc. Betriebswirtschaft Real Estate Management

Part-time Programs

- B.A. Business Administration International Management
- B.A. Business Administration Finance & Management
- B.A. Business Administration Sales & Marketing Management
- B.A. Business Administration Logistik Management
- B.A. Business Administration Data Analysis
- M.A. Management International Management
- M.A. Management Marketing, CRM & Vertrieb
- M.A. Management Finance
- M.A. Management Psychology & Management
- M.A. Management HRM & Digital Transformation
- M.A. Management Business Intelligence & Data Science
- M.A. Management Supply Chain Management & Logistics
- M.A. Management Real Estate Management
- MBA General Management

Academic certificates at university level

- Individual courses for career development

Online Programs

- Individually combinable

en.ism.de

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