

# Our Expertise – Your Success

If you are in a more advanced stage of your career but seek to expand your options, Darmstadt Business School's MBA program opens new doors for you that were previously closed. The program encompasses both theoretical foundations and practice-oriented methods that will pave the way to a career in national and international management.

#### Our Practice - Your Goals

Whether your experience is in engineering, law, computer science, commerce, industry or services, an MBA is the perfect gateway to a career in management for all professionals with or without an economic background.

Darmstadt Business School's MBA equips you for any challenge that awaits you in a high-level management role.

From management fundamentals to project management and leadership skills, our program's small learning groups will empower you to hone the management expertise that will secure your spot at the forefront of your field. Our lecturers have the practical experience to support you as competent and reliable companions along your journey to achieving your new career goals.

#### **Darmstadt: Best of Both Worlds**

I knew it from day one: the MBA program at

its market-oriented and global approach - is

just the right step to make my professional

Darmstadt's location is truly unbeatable. With Frankfurt – ranked 6<sup>th</sup> in the world for quality of living – just a short commute away, Darmstadt Business School offers an ideal blend of a vibrant college-town atmosphere and proximity to Frankfurt's cosmopolitan lifestyle.

#### **Pursue Your Ambitions**

Darmstadt Business School's MBA program stands for sustainable success. For years, it has been ranked among top European universities by CEO magazine offering ambitious students excellent opportunities.

With its multitude of high-tech companies, esteemed universities and research institutes, Darmstadt has rightfully earned its nickname as a "City of Science." This distinction reflects Darmstadt's influential role in shaping the current state of digitalization and globalization.

Darmstadt Business School's MBA program is based on a modular structure for maximum flexibility. Whether you prefer a part-time or full-time commitment, we offer both hybrid and live online options. Moreover, our program allows you to switch seamlessly between full-time and part-time enrollment.

Darmstadt Business School will help you unlock your full potential and accomplish your career goals in top management. Seize the opportunity and pursue your ambitions with an MBA at Darmstadt Business School. Study Content:





# Six good Reasons for Darmstadt Business School



#### **Attractive Benefits**

Students at Darmstadt Business School enjoy many benefits. An excellent library, innovative e-services, a career center, free German language courses, and a buddy system for international students are just a few of the extensive services we offer to make your life easier. Darmstadt's strategic location in the heart of the economically robust Rhine-Main region offers accessibility by car or public transportation to many attractive cities nearby, such as Frankfurt and Mainz.



#### **Business-Oriented**

Our distinguished instructors have outstanding academic and business track records. You will acquire and deepen your knowledge in small, business-oriented learning groups. Innovative assessment methods such as projects and case studies will help you cultivate goal-oriented problem-solving skills. In addition, you will have ample opportunity to integrate individual business topics into your studies.



#### International

All modules within our program reflect today's global markets and offer a unique international perspective. Our MBA students hail from over 25 different countries which fosters a rich culture of diversity and exchange. This diverse community also promotes personal growth and provides the perfect setting for valuable and lasting connections among students.



#### Forward-Thinking

As a University of Applied Sciences, Darmstadt Business School serves as a link between academic research and real-world implementation. Our curriculum is appropriately dynamic with instructors continuously updating program content to reflect the evolving issues of the globalized economy.



#### **Well-Connected**

The University of Applied Sciences Darmstadt ranks among the top ten state universities of applied sciences according to the German business magazine *Wirtschaftswoche*. Our graduates are highly coveted by HR managers across Germany. Students benefit throughout their lives from the network built here as well as from collaborations forged by Darmstadt Business School.



## Study Trip and Summer School

Educational excursions are a vital part of professional development. We visit companies in different industries, associations, as well as public and private organizations in Germany and abroad. Our students gain insights into different working methods which truly help broaden their professional knowledge.



What I like about Darmstadt Business School is how it brings

teaching and research together with implementation in local high-tech



Welcome to Germany

More than 13% of students in Germany and over 50% of students in the Darmstadt MBA program come from different parts of the world – just like you. This makes Germany the third most popular destination for foreign students. And with good reason! Come see for yourself!

#### At a Glance

Germany is situated in the heart of Europe and is the home to more than 83 million people, making it the most populous country in the European Union. Its landscapes are varied and charming, ranging from the picturesque seaside in the north, lush forests and medieval castles in central Germany, and the majestic Alps in the south.

#### **Opportunities Abound**

German universities are ranked among the best in the world. With a German MBA, you acquire an internationally recognized degree. This credential will provide excellent job prospects in one of the strongest economic areas of Europe, and the world. Darmstadt Business School's MBA program opens doors for you that are otherwise inaccessible.

#### Independant Research and Teaching

Germany is particularly proud of its tradition of independent research and teaching. This environment will allow you to grow personally and professionally. Darmstadt Business School will help you unlock your full potential and accomplish your career goals in top management.

#### **Gender Equality**

Women and men enjoy equal rights in Germany, with almost half of foreign university students being female. In the job market, qualified women have equal opportunities as men. The percentage of women in leadership positions in business and society is growing steadily.

#### Safety

Germany is a very safe with low crime rates. Those who live here enjoy the ability to move about freely and safely without fear – day and night.

#### **Cosmopolitan and Culturally Rich**

Germany is a cosmopolitan and tolerant country. Today, 10.6 million people from all over the world representing different cultures and religions live here peacefully. Germany has an extensive network of publicly funded cultural institutions. In addition, there is a wide array of cultural highlights and events to take advantage of throughout the year.



## **Darmstadt - City of Science**

Darmstadt is located in the heart of Germany, in the south of the Rhine-Main region. It is home to 179 of the world's 197 nationalities and its economic, social and cultural life is correspondingly vibrant.

#### Darmstadt – City of the Future

Welcome to Darmstadt, nicknamed the "City of Science," where promising opportunities abound for high potentials such as yourself. Renowned for its forward-looking mindset, Darmstadt repeatedly claims 1st place in Germany's city future index. At the forefront of innovation, creativity and digitization, Darmstadt surpasses major cities like Munich (4), Hamburg (9), Heidelberg (10) and Berlin (35) when it comes to metrics ranging from workforce engagement in cutting-edge industries to patent filings and the abundance of highly skilled experts and research institutions.

Darmstadt's companies, universities and research institutes are all playing a vital role in shaping the current state of globalization. Science City Darmstadt won the 'Smart City' competition run by the IT industry association Bitkom and shows how the digitalized future advances urban society.

# Rhine-Main Metropolitan Region

Situated in the heart of Germany, Darmstadt and the Rhine-Main region serve as a central transportation hub, facilitating seamless access to any part of Europe by car or train. The nearby Frankfurt International Airport is not only a gateway to all corners of the world, it is also a highly attractive employer (more than 60,000 jobs) in the region.

#### Darmstadt Business School

With more than 17,000 students in over 70 programs, the University of Applied Sciences Darmstadt is proud to be a diverse and vibrant part of Darmstadt. In 2017, the German Ministry of Education and Research and the German UNESCO Commission recognized the University of Applied Sciences Darmstadt for the first time as an "outstanding place of learning for sustainable development."

Darmstadt Business School is part of the University of Applied Sciences Darmstadt and has been offering innovative study programs for more than 20 years renowned for their unparalleled practical relevance. Highly engaged in in the University's graduate school and numerous research institutes and networks, Darmstadt Business School's research activities focus on international management, sustainability in management, and industrial digitalization.



# Into the World in 30 Minutes

From Darmstadt, Frankfurt city center and the Frankfurt International Airport are accessible by car or train within just 30 minutes – and from there, the whole world awaits.



Whether you prefer a full-time or part-time class schedule, whether you thrive in live classroom settings or love the convenience of live online learning. or seek the best of both worlds with a hybrid approach, the Darmstadt MBA is

academic excellence: an unbeatable formula for success!

tailored to suit your individual situation and aspirations. Experience customized

#### **Flexibility**

The structure of Darmstadt Business School's MBA programs is designed to meet the goals of different target groups. Thanks to a modular course structure, you have optimal flexibility to adjust the MBA program to your own pace. Individual needs and interests, such as internships, business trips and important occasions, can be incorporated into your schedule. But that's not all. You even have the option to switch seamlessly between the full-time and part-time MBA programs.

Course and lecture times within the part-time degree option enable you to conveniently reconcile work and study without having to take time off of your job. The full-time schedule, on the other hand, includes a long lecture-free period during summer allowing you to complete an internship, an intensive language class or simply to visit family and friends.

#### **Balanced Learning**

The curriculum is based on modules consisting of a balanced mix of lectures, tutorials, projects, practical work and excursions. Typically, you complete one module with an exam before starting a new one. This structure guarantees a constant workload balance that is equally distributed throughout the semester.

#### Digital Learning

At Darmstadt Business School, we empower you to pursue your studies independently and flexibly. Complementing every course is an accompanying module available on our online learning platform. Additionally, you'll have access to a wide range of e-services such as e-journals, statistics, literature database and other digital resources.

#### **Leisure Time**

Both part-time and full-time MBA programs have several lecture-free weeks each year. These breaks offer the ideal opportunity to relax and pursue other interests. They usually coincide with the semester breaks in March and September and the time around Christmas and New Year.

#### **Fixed Price**

At Darmstadt Business School, you have the freedom to design your flexible course of studies, all at a fixed price. Whether you choose to attend modules at a later stage, repeat them, or suspend them to take a semester off, you won't be charged any additional fees. Only the semester fee, covering public transportation and various university amenities, has to be paid each semester you are enrolled in the MBA program.

#### **Career Service**

Darmstadt Business School is committed to your professional success every step of the way. With our comprehensive career counseling and placement services, you will never feel alone. For aspiring entrepreneurs, our university's service facilities offer all the tools and resources necessary for launching a successful business.

Full-Time or Part-Time:

Application & Costs:

#### Connections for Life

# One Program – four ways to get your MBA

Full-Time or Part-Time Hybrid or Live-Online

#### You decide what suits you best

Study on campus and online	Study online only	
Hybrid	Live-Online	
Full-Time	Full-Time	
Hybrid	Live-Online	
Part-Time	Part-Time	

#### **Part-Time Curriculum** Live-Online and Hybrid





# Live-Online and Hybrid

Semester 1	Semester 2	Semester 3
Strategy and Leadership 6 CP	Digital Leadership 6 CP	
Creating Value by Marketing 6 CP	Global Responsibility 6 CP	Master Module 24 CP
Diversity, Communication and Negotiation 6 CP	Supply Chain Excellence 6 CP	
Understanding Finance 6 CP	Business Research Tools 6 CP	
Expertise Track 6 CP	Expertise Track 6 CP	
Expertise Track 6 CP	Master Module (Starting with the Master Module)	

The MBA curriculum at Darmstadt Business School consists of 11 modules designed to equip you with essential management skills, specialized expertise tracks and a master's thesis, all forming the foundation of our renown general management program. Additionally, you will also be able to participate in enriching off-campus excursions to further enhance your learning experience.

#### **Management Fundamentals**

This area of expertise consists of modules focused on the fundamental functions of business organizations. Here, you will refine and enhance your foundational knowledge by gaining management-related expertise.

- Creating Value by Marketing
- Financial Management
- Global Responsibility

#### **Processes**

To succeed in an ever-evolving business landscape, it is crucial to understand the principal dynamic forces at play. Within this area of expertise, you will learn to analyze and evaluate organizational processes. You will acquire the insights, methods and tools necessary to develop strategies aimed at controlling these processes.

- Business Research Tools
- Supply Chain Excellence
- Digital Leadership

#### Leadership

Modules within this area of expertise focus on the interdisciplinary and practical application of the knowledge and skills you've acquired thus far. Here, the primary objective is to consolidate what you have learned by integrating leadership skills into real-world business scenarios.

- Diversity, Communication and Negotiation
- Strategy and Leadership

#### **Master's Thesis**

In your master's thesis, you will be able to apply the skills and knowledge you gain throughout the MBA program. This independent written project will challenge you to analyze and solve a specific theoretical or practical problem relevant to your company's business environment within a defined timeframe.

#### **Expertise Tracks**

Our expertise tracks provide an excellent opportunity to deepen your knowledge in a specialized area, develop a new area of specialization, or participate in an immersive experience such as an excursion or summer school. With ten distinct tracks, you are flexible to choose three:

- Project Management
- Intercultural Management
- Current Topics in Management
- Business Development
- Current Topics in Quantitative Finance
- The Practice of Management (Excursion)
- Business Consulting
- Sustainability and Digitalization in the Global Economy (Summer School)
- Global Management Challenges Climate Change, Pandemics, Global Inequality and Political Upheaval
- Using AI in Management Opportunities and Challenges

#### **Excursion**

The excursion undoubtedly holds a special position among our electives. Offered annually, it provides a unique opportunity to explore economically and culturally relevant regions such as Southeast Asia, China or the USA over the span of about 12 days. During the excursion, you will visit companies, partner universities and institutions and gain invaluable insights into the economy and management practices of your host country. Please note that the expenses for the excursion are not included in tuition fees.



# Meet the Staff



Shyda Valizade-Funder Creating Value by Marketing

Professor Valizade-Funder earned her PhD at the University of Mainz in Germany and the Columbia Business School in New York, USA. Her expertise lies in strategic marketing, international marketing management, market research and shopper marketing. With extensive experience in her field, she is recognized as a senior industry influencer, particularly in brand management and strategic marketing.



**Christian Camin** Strategy and Leadership

Mr. Camin received his academic education at Freie Universität Berlin in Germany. With more than 20 years of experience working in the positions of marketing, sales and general manager for national and international FMCG (fast-moving consumer goods) companies, he transitioned in 2009 to launch his own business and focus on his core competencies of consultancy and management training.



Ralf Schellhase Academic Director

Professor Schellhase, Academic Director of the MBA program, is a professor of marketing at h da and an honorary professor at XUPT, Xi'an, China. He received his academic education at the University of Mannheim in Germany. His areas of expertise are international marketing, intercultural management and business ethics.



Pritima Chainani-Barta Diversity, Communication and Negotiation

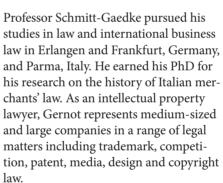
Dr. Chainani-Barta serves as a research associate in charge of cultural diversity at the Fulda University of Applied Sciences in Germany. Additionally, she shares her knowledge as a guest lecturer at various international higher education institutions across Europe and Asia. Accredited as a senior practitioner by the EMCC (European Mentoring and Coaching Council), she is a qualified professional intercultural coach and consultant. Her work and lectures focus primarily on cultural diversity.

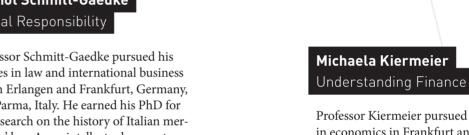


Evgenia Döring Expertise Tracks

Ms. Döring earned her first degree in business administration and engineering in Karlsruhe, Germany. During a oneyear stay in Belgium, she spearheaded the implementation of an SAP module in a financial shared service center. Upon returning to Germany, she launched her career as an auditor at Deloitte.







lawyer, Gernot represents medium-sized and large companies in a range of legal tion, patent, media, design and copyright



## Michaela Kiermeier

Benjamin Engelstätter Business Research Tools

Professor Engelstätter is a professor

of economics and internet economy

at Darmstadt Business School. Prior

to joining h da, he earned his PhD in

economics at Maastricht University in

visiting researcher at the University of Texas at Arlington and worked as a researcher at the Centre for European Economic Research (ZEW) for several

the Netherlands. He served as a frequent

Professor Kiermeier pursued her studies in economics in Frankfurt and Bonn, Germany, and Southampton, England. She completed her PhD at the European University Institute in Florence, Italy, where her focus was on econometrics, financial markets and statistics. During her doctoral studies, she served as a visiting researcher at Stern Business school in New York, where she presented her research on the efficiency of the German stock market.



Omid Tafreschi Digital Leadership

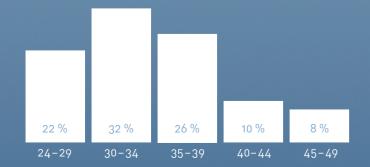
Professor Tafreschi is a professor of Information Systems at Darmstadt Business School. Prior to joining h\_da, he earned his PhD in the field of computer science at the Technische Universität Darmstadt. As a senior consultant and project manager in the IT industry, he developed innovative solutions for international clients in the energy market. Omid's primary research interests lie in information management, software engineering and IT security.

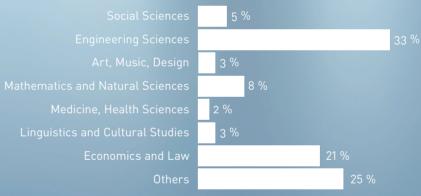
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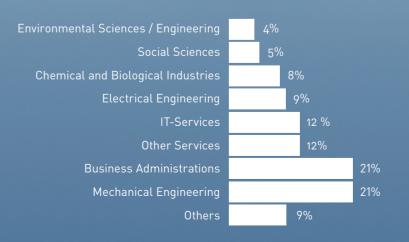
# Country of Origin

#### Age of current Students





#### Currently working in



### Your Path to the Darmstadt MBA

Enrolling in the MBA program is straightforward. Should you have any questions about the program or admissions process, please do not hesitate to contact us. Our dedicated staff at Darmstadt Business School is here to assist you. Upon request, we are more than happy to review your documents in advance.

#### **Admission**

#### Requirements

Admission to the MBA program at Darmstadt Business School requires an above-average first university degree, a minimum of three years of relevant professional experience, and proficient English language skills (TOEFL score of 88 points or IELTS score of 6.5).

#### **Your Application**

Applying to the MBA program at Darmstadt Business School is a straightforward process consisting of only a few simple steps. For more detailed information, please visit our website at: darmstadt-mba.h-da.de.

#### **Admissions Decision**

As soon as your application materials have been received by the university, they will be reviewed by the examination board, which will then make a decision regarding your admission to the MBA program.

#### **Deadlines**

For specific deadlines corresponding to the option you choose, please refer to our website at: darmstadt-mba.h-da.de.

To ensure a smooth application process, we encourage you to apply as early as possible. If you require a visa, please note that additional time may be needed. It typically takes 2-4 months after admission until you obtain your study visa.

#### Here We Go!

Welcome to the MBA program at Darmstadt Business School! Your journey will kick off with an orientation event – usually scheduled at the end of September.

#### **Costs and Scholarships**

Tuition fees for the MBA program at Darmstadt Business School is a fixed price including registration and exams. Even if you choose to take a semester off or need to repeat an exam, there are no additional fees. However, please note that costs for excursions are not included in the tuition.

In addition, students are required to pay a semester fee for the University of Applied Sciences Darmstadt, which includes the student ticket for public transportation in the region. For the current price of the semester fee, please visit: darmstadt-mba.h-da.de.

Alumni of the University of Applied Sciences Darmstadt enjoy a discount of 20% on the MBA program's tuition

Darmstadt Business School offers partial MBA scholarships per year. These scholarships cover up to 40% of the total tuition fees. They are awarded to outstanding personalities who demonstrate high leadership potential in their professional and social environment.

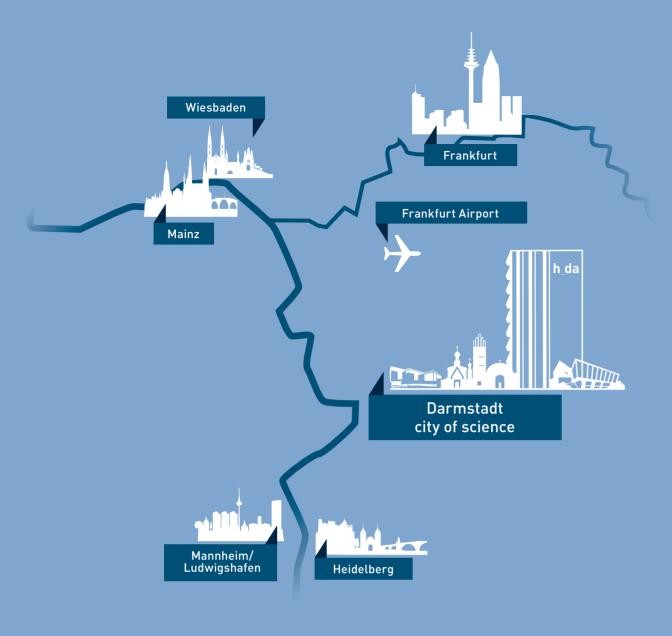
#### **Funding Opportunities**

If you are struggling with tuition fees, please remember that education costs may be tax deductible. Furthermore, various types of funding are available to support your educational goals, including scholarships, study loans and educational funds. For detailed information on these options, please feel free to contact our program management team.

visit us online!







To assist you, we provide comprehensive and personal advising in which you can address any questions or concerns you may have regarding the program

Application & Admission
Ms Natascha Breunig
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#### Program Management

#### Account Management

#### The Darmstadt MBA

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www.darmstadt-mba.h-da.de







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