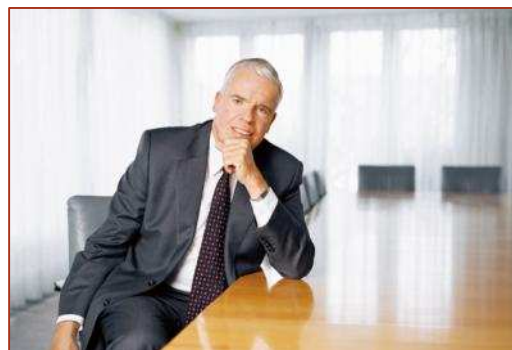


KÜHNE LOGISTICS UNIVERSITY

WISSENSCHAFTLICHE HOCHSCHULE
FÜR LOGISTIK UND UNTERNEHMENSFÜHRUNG



KÜHNE LOGISTICS UNIVERSITY

- THE KLU
- Faculty & Research
- Program Portfolio
 - Master programs
 - M.Sc. Global Logistics
 - M.Sc. Management
 - Bachelor Program
 - Executive Education

THE KLU

KÜHNE LOGISTICS UNIVERSITY

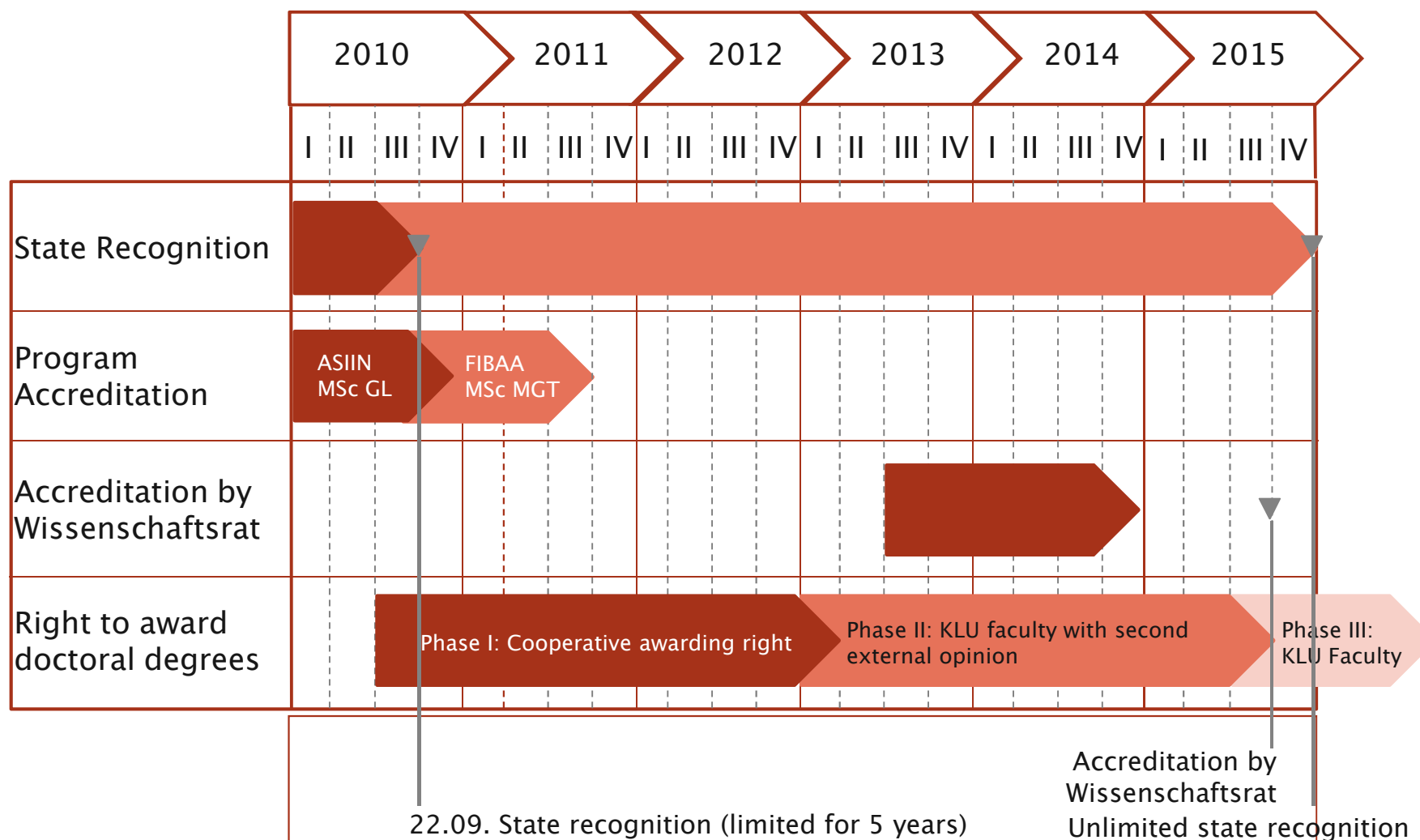
- Founded in 2010 as a private, independent, **state-recognized** university with English as the chosen research and teaching language
- THE KLU is a Business University focusing on **logistics and management**
- The university is dedicated to **excellence in teaching and research**; the Portfolio will cover the whole spectrum of university and executive education
- **International university standards** and practices from course content, teaching methods and exchange programs
- Founded and supported by the Kuehne Foundation of the Kühne family; the Foundation and its founder have a strong attachment to the university and guarantee the **long-term financial stability**

THE KLU – SPIRIT

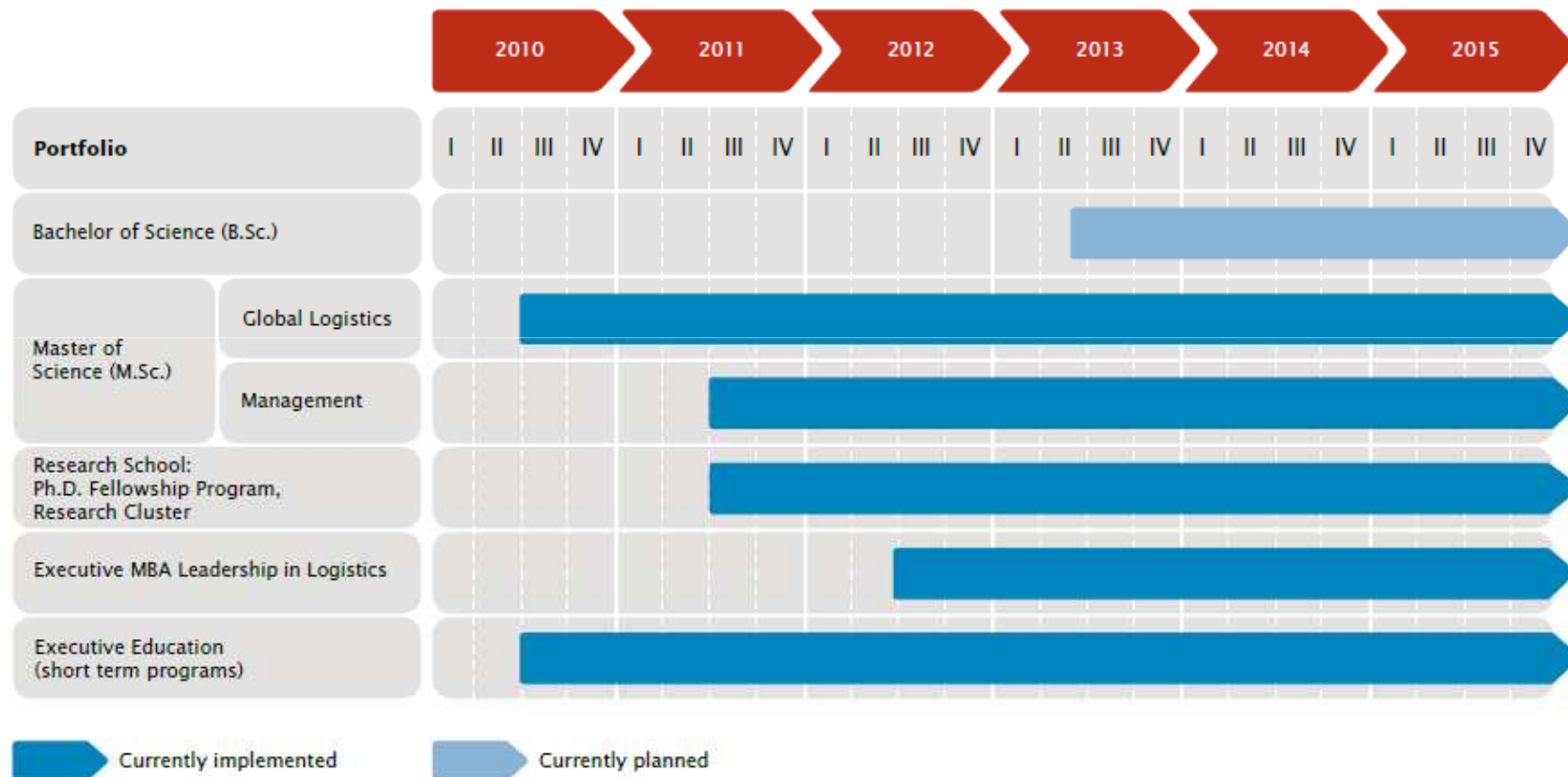


- International students and professors
- Small classes, Intimate learning environment
- Outstanding faculty
- Excellent career support and extensive corporate ties
- Student-centered learning
- Personal development
- Located in Hamburg, one of the most busy metropolis in Europe

THE KLU – STATE RECOGNITION AND ACCREDITATION

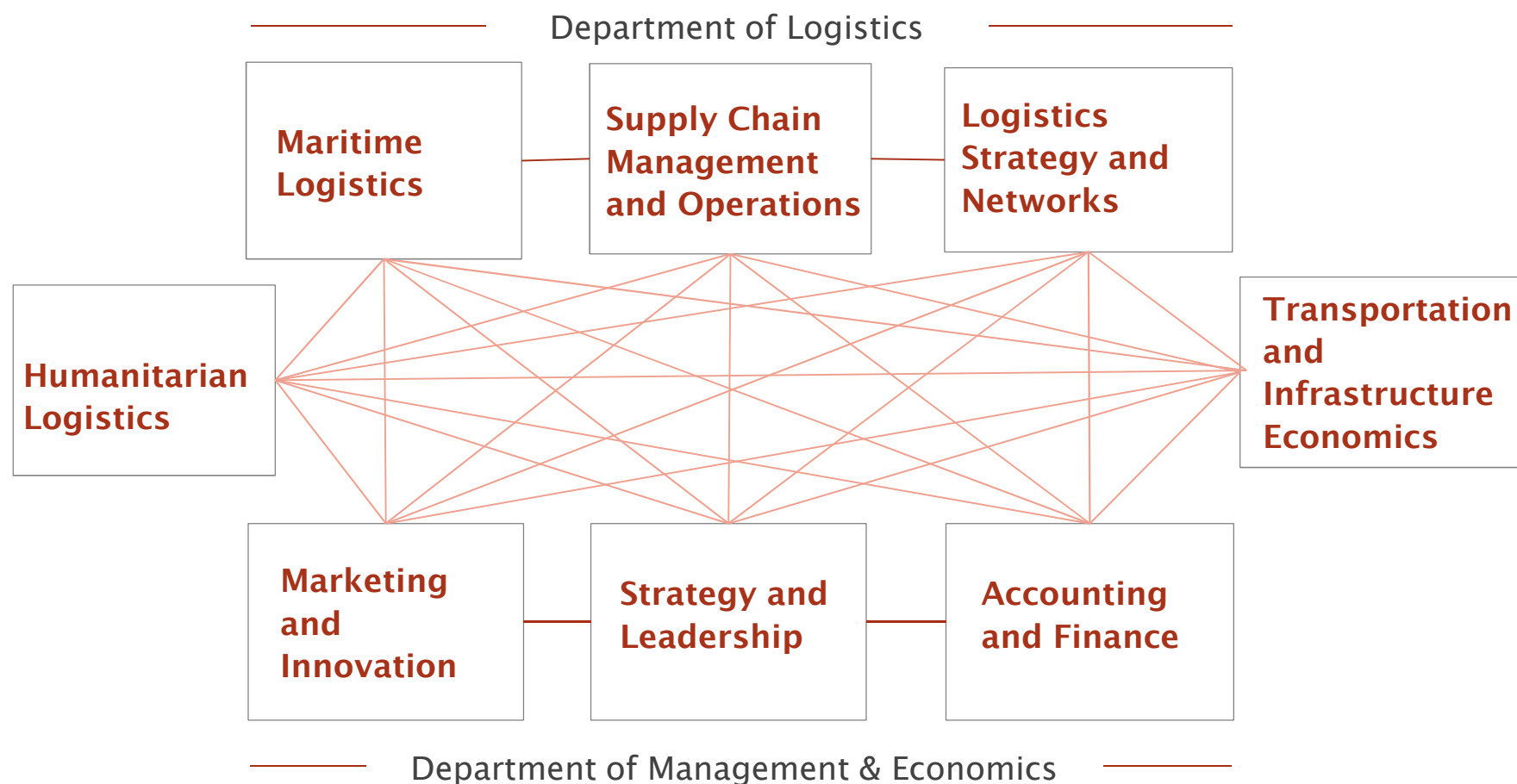


THE KLU – TIMELINE OF PROGRAMS



FACULTY & RESEARCH

THE KLU – RESEARCH CLUSTER



THE KLU – RESIDENT FACULTY (1)

Department of Logistics



Alan McKinnon

Prof. Dr. Alan McKinnon
Head of Logistics and Dean of Programs.



Rod Franklin

Prof. Dr. Rod Franklin
Academic Director, Executive Education Operations Management & Strategy



Sandra Transchel

Prof. Dr. Sandra Transchel
Associate Professor of Supply Chain Management



Maria Besiou

Prof. Dr. Maria Besiou
Assistant Professor of Logistics



Çerağ Pinçe

Prof. Dr. Çerağ Pinçe, PhD
Assistant Professor of Operations Management



Jörn Meissner

Prof. Dr. Jörn Meissner
Professor of Supply Chain Management and Pricing Strategy



Kai Hoberg

Prof. Dr. Kai Hoberg
Associate Professor of Supply Chain and Operations Strategy

THE KLU – RESIDENT FACULTY (2)

Department of Management & Economics



Professor Dr. Dr. h.c. Sönke Albers
*Dean of Research, Professor of Marketing
and Innovation*



Prof. Dr. Jan Becker
*Assistant Professor of Marketing
and Innovation*



Prof. Dr. Matthias Hühn
*Associate Dean of Programs and
Adjunct Professor of Management*



Prof. Dr. Niels van Quaquebeke
*Associate Professor of Leadership
and Organizational Behavior*



Prof. Dr. Christian Barrot
*Assistant Professor of Marketing and
Service Management*



Prof. Dr. Christian Tröster
Assistant Professor of Management

THE KLU – PROGRAM FACULTY



Professor Martin Christopher, Ph.D.

- Program faculty is made up of high-caliber **international professors**
- Members set up a recruitment **network** and support the establishment of excellent resident faculty
- Helped to define the **curriculum**s and will teach in the programs

THE KLU – PROGRAM FACULTY

Professor Martin Christopher, Ph.D.

Emeritus Professor of Marketing and Logistics
at Cranfield School of Management, Cranfield
University, Great Britain

Professor Dr. Per Jenster

Professor of Economic Policy and Industrial
Economics, CEIBS (China Europe International
Business School), Shanghai, China

Professor Dr. René de Koster

Professor of Logistics and Operations Management,
Rotterdam School of Management, Erasmus
University, Netherlands

Professor Douglas M. Lambert, Ph.D.

Professor of Marketing & Logistics, Raymond
E. Mason Chair in Transportation and Logistics and
Director of The Global Supply Chain Forum, Fisher
College of Business, U.S.A.

Prof. Matthew Petering, PhD

Assistant Professor of Industrial & Manufacturing
Engineering, University of Wisconsin, Milwaukee,
U.S.A.

Professor C. John Langley Jr., Ph.D.

Clinical Professor of Supply Chain Management, Penn
State University, U.S.A

Professor Dr. Wilhelm Pfähler

Professor of Economic Policy and Industrial
Economics, University of Hamburg, Germany

Professor Dr. Hartmut Stadtler

Professor of Business Studies with key areas
Logistics, Transport and Production, University
of Hamburg, Germany

Professor Dr. Thomas Straubhaar

Head of the Hamburg Institute of International
Economics and Professor of Economics at the
University of Hamburg, Germany

Professor Dr. Stephan M. Wagner

Professor of Logistics Management, Swiss Federal
Institute of Technology Zurich, Switzerland

PROGRAM PORTFOLIO – MASTER PROGRAMS

M.SC. GLOBAL LOGISTICS



Business & Economics	35 %
Global Logistics	45 %
Leadership Skills	20 %

M.SC. GLOBAL LOGISTICS



- Combines logistics, management and leadership in a unique way
- Imparts specialist knowledge of supply chain management
- Courses are interdisciplinary in nature
- High practical relevance through case studies, excursions and presentations
- Students are given the choice between two logistics specializations

MSC IN GLOBAL LOGISTICS | A GLOBAL CURRICULUM

		TRIMESTER I	TRIMESTER II	TRIMESTER III	Internship Jul.-Aug.	TRIMESTER IV	TRIMESTER V	TRIMESTER VI	ECTS	
		Courses End Sept.-Mid Dec.	Courses Jan.-Mid Mar.	Courses End Mar.-Mid June		Courses Abroad Mid Sept.-Mid Dec.	Courses Jan.-Mid Mar.	Master's Thesis End Mar.-End Jul.	Proportion without Master's Thesis	Total
LOGISTICS	Compulsory		Transportation & Distribution Systems	Information Systems & Decision Support	Electives (1 out of 3)		Strategic Supply Chain Management		45%	
	Electives* (5 specialization)	Supply Chain Management	Operations Research	Operations Management		Technical Logistics				
				Logistics Business Games		Mobility & Infrastructure				
		Global Logistics Networks	Logistics Systems	IT Laboratory		Advanced Planning Systems				
BUSINESS ECONOMICS	Compulsory		Global Economy: Int. Trade & Finance		Electives (1 out of 3)		Economics of Bus. Strategy & Competition		15%	
	Electives* (Specialization)	Managerial Economics								
		Business Statistics & Econometrics								
GENERAL MANAGEMENT	Compulsory	Strategy & Organization			Electives (1 out of 3)		Applied Research Methods		20%	
	Electives* (Specialization)			Marketing & Sales		Quality & Process Management				
				Pricing Strategy & Revenue Management		Managerial Finance				
LEADERSHIP SKILLS	Compulsory	Intercultural Management			Electives (1 out of 3)	Innovation & Entrepreneurship			20%	
	Electives (four of 4*)		Business Communications			Leadership Skills				
			Global Values & Ethics				Business Communications			
			Time & Project Management				Global Values & Ethics			
			Analysis & Decision Science				Time & Project Management			
							Analysis & Decision Science			
ECTS		20	20	20	5	15	20	20		120

Joint courses for both specializations

Specialization Logistics Processes

Specialization Logistics Systems

Each course comprises 5 ECTS

* Each course comprises 5 ECTS

Specialization Logistics Processes
Specialization Logistics Systems

Joint courses for both specializations



M.SC. MANAGEMENT



Economics	15 %
Management*	70 %
Leadership Skills	15 %

*with optional Specialization in Logistics

M.SC. MANAGEMENT



- Holistic and strategic approach
- Provides functional and cross-disciplinary analysis of business processes
- Problem-based learning with real world issues (integration projects)
- Possibility to specialize in logistics
- Strong focus on the positive progress of our students

MSC IN MANAGEMENT | A GLOBAL CURRICULUM

		TRIMESTER I	TRIMESTER II	TRIMESTER III	Internship Jul.–Aug.	TRIMESTER IV	TRIMESTER V	TRIMESTER VI	ECTS	
		Courses End Sept.–Mid Dec.	Courses Jan.–Mid Mar.	Courses End Mar.–Mid Jun.		Courses Abroad Mid Sept.–Mid Dec.	Courses Jan.–Mid Mar.	Master's Thesis End Mar.–End Jul.	Proportion without Master's Thesis	Total
MANAGEMENT	Compulsory	Strategy & Organization		Integration Project 1 Focus on Logistics			Integration Project 2 Focus on Entrepreneurship (10 ECTS)		70 %	
		Accounting		Marketing & Sales			Leadership in Organizations			
		Supply Chain Management								
	Electives KLU and Electives Abroad	Electives (2 out of 3)				Electives (1 out of 2)			Innovation & Entrepreneurship	Pricing Strategy & Revenue Management
Finance & Risk			Operations Management	Customer Relationship Management						
Operations Research				Quality & Process Management						
							Logistics Specialization			
ECO- NOMICS	Compul- sory	Business Statistics & Eco- nometrics	Economics of Business Strategy	Macro-Economic Environment of the Firm						15%
LEADERSHIP SKILLS	Electives KLU	Electives (1 out of 4)	Business Communications		Electives (1 out of 2)		Business Communications		15%	30%
			Global Values & Ethics				Global Values & Ethics			
			Time & Project Management				Time & Project Management			
	Electives Abroad		Analysis & Decision Science				Knowledge Management		Analysis & Decision Science	
ECTS*		20	20	20		5	15		20	20

*1 ECTS = 30 hours workload ■ General Management Courses ■ Courses with Logistics Focus (Compulsory) ■ Logistics Specialization (Electives) Each course comprises 5 ECTS except "Integration Project 2".



PARTNER UNIVERSITIES

ALBA Graduate Business School at the
American College of Greece
Athens, Greece

Delhi Business School
New Delhi, India

Ecole de Management Strasbourg
Strasbourg, France

Erasmus University
Rotterdam, Netherlands

IGR-IAE de Rennes-Université de Rennes
1
Rennes, France

Kochi International Business School
Kochi, India

Ohio State University
Columbus, Ohio, USA

Özyeğin University
Istanbul, Turkey

Pyeongtaek University
Pyeongtaek, South Korea

Tec de Monterrey
Monterrey, Mexico

Tongji University
Shanghai, China

Universidad de los Andes
Bogota, Columbia

Wirtschaftsuniversität Wien
Vienna, Austria

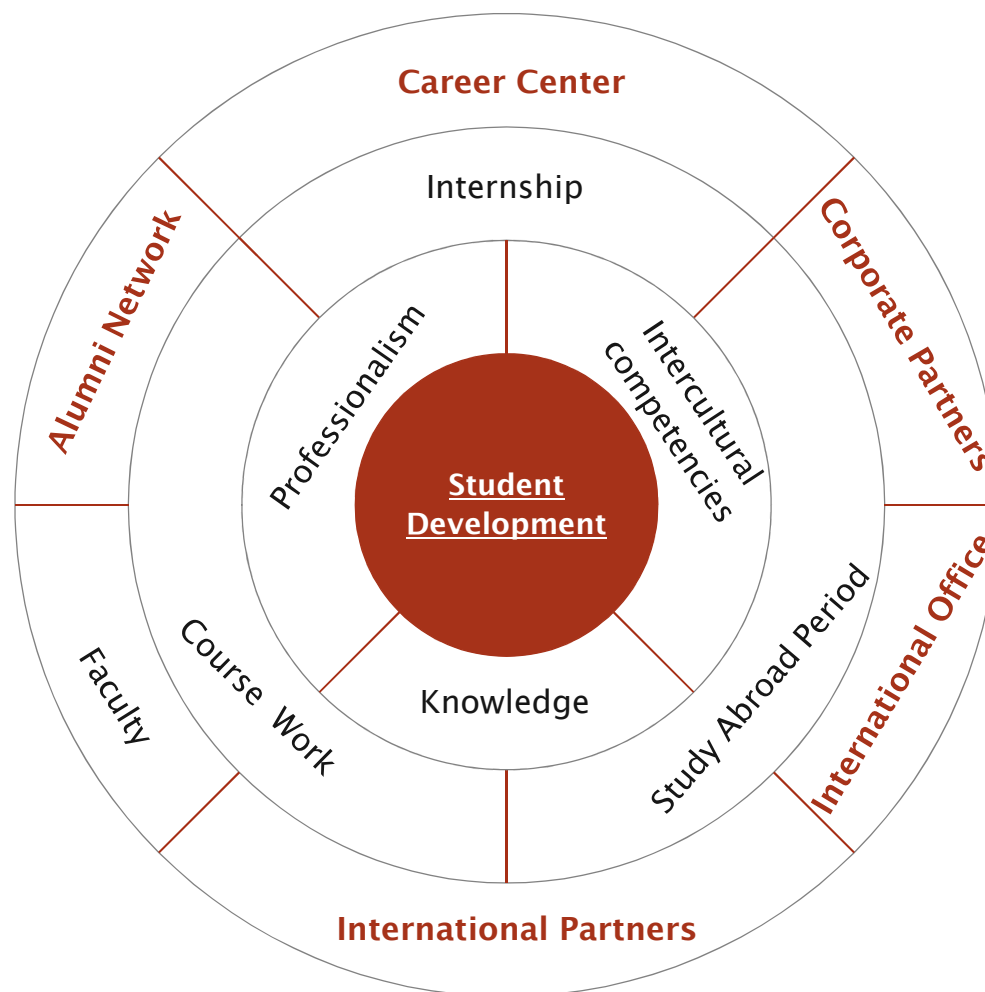


COMPANY CONTACTS



Status: May 24th, 2012

CAREER SERVICES



M.SC. PROGRAMS FACTS & FIGURES

Degree	▪ Master of Science (M.Sc.)
Target group	▪ Holders of Bachelor degree (B.Sc.) in business, economics, industrial engineering, business informatics, mathematics
Duration	▪ 2 years (6 trimesters), full time
Participants	▪ max. 30
Language	▪ English
Structure	▪ On campus lectures in trimester 1 – 3 and 5 ▪ Integrated internship / study course abroad in trimester 4 ▪ 4-months Master Thesis in trimester 6
Start	▪ Annually, September 1
Admission requirements	▪ Recognized university degree (min. Bachelor) ▪ Proficiency in English language (TOEFL, etc.) ▪ GMAT, if applying for a scholarship
Credit points	▪ 120 ECTS credits
Tuition fee	▪ 7.500 Euro per year (total 15.000 Euro)

PROGRAM PORTFOLIO – BACHELOR PROGRAM

B.SC. MANAGEMENT



Fundamentals in Management	53 %
Languages	10 %
Specialization Track (incl. Bachelor's Thesis)	27 %
Pers. Development Electives + Internship)	10 %

B.SC. MANAGEMENT



- Students are given a fundamental management education
- Students can choose between a general management and a logistics management specializations
- Students study in a highly international environment and are prepared for future tasks in a global context
- Students obtain skills and competences essential for young future leaders.

B.SC. MANAGEMENT

	Semester	Content	ECTS (standard)	ECTS (intensive)
Year 1	Semester 1 (Sept.–Dec.)	Fundamental, Language, Skills Modules	30*	30
	Winter Break			
	Semester 2 (Jan.–May)	Fundamental and Language Modules	30	30
	Summer Break	Internship (3 months)	10**	10
Year 2	Semester 3 (Sept.–Dec.)	Fundamental and Language Modules	30	30
	Winter Break			
	Semester 4 (Jan.–May)	Study Abroad (Fundamental and Specialization Modules)	18	24
	Summer Break	Internship (3 months)	10**	10
Year 3	Semester 5 (Sept.–Dec.)	Fundamental and Specializat. Modules	24	30
	Winter Break			
	Semester 6 (Jan.–May)	Fundamental and Specializat. Modules	18	24
	Summer Break	Bachelor’s Thesis (3 months)	12	12
Year 1–3		Electives (throughout 3–year program)	8	10
			Total: 180	Total: 210

** Students are required to do one mandatory 3–months internship during their study.

* 6 ECTS per module

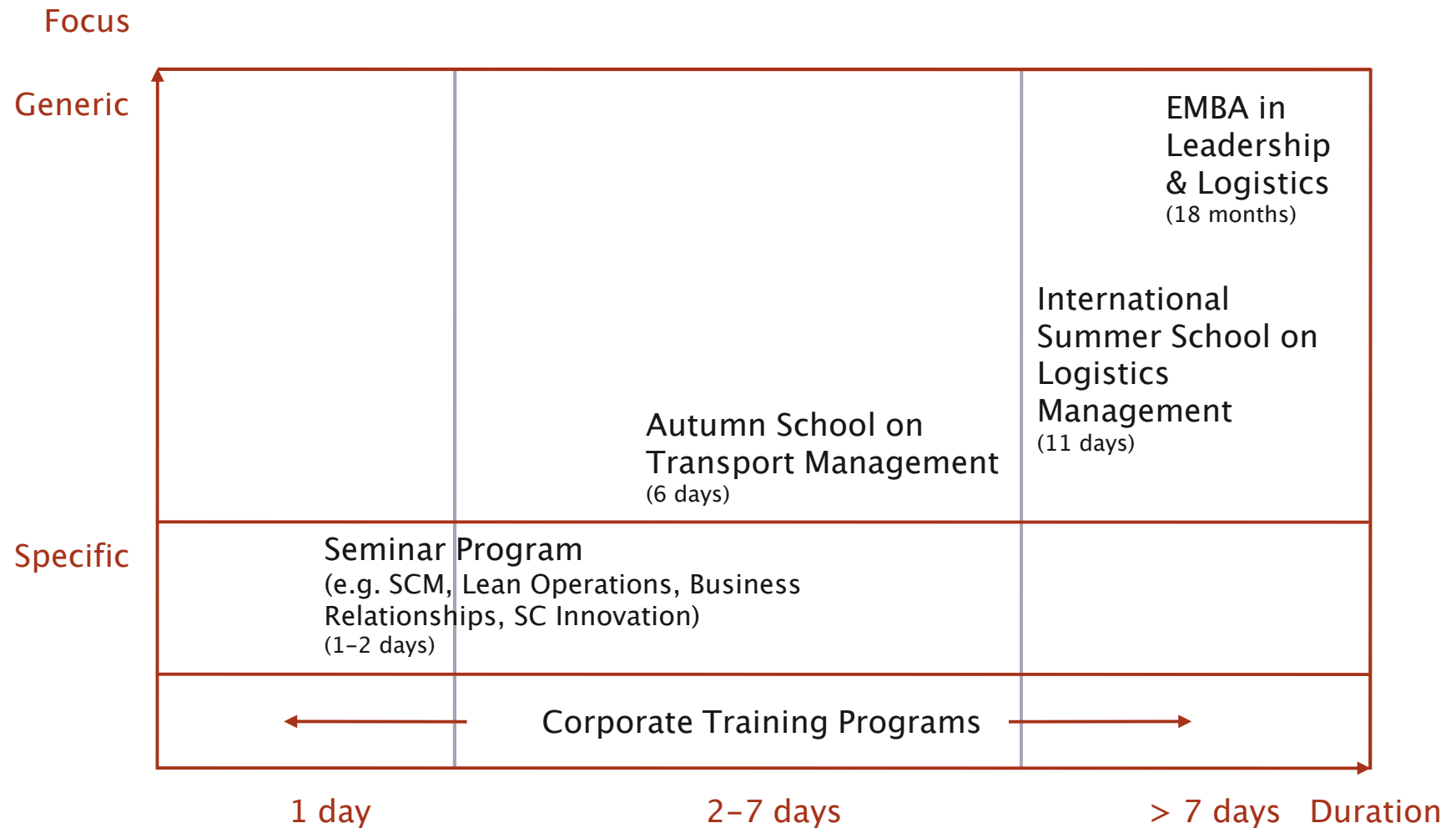
** Students are required to do one mandatory 3–months internship during their study.
They are free to decide whether to do it after the second or the fourth semester.

B.SC. PROGRAMS FACTS & FIGURES

Degree	▪ Bachelor of Science (B.Sc.)
Target group	▪ High school graduates
Duration	▪ 3 years (6 semesters), full time
Participants	▪ 40–50
Language	▪ English
Structure	▪ On campus lectures in semesters 1 – 3 and 5 – 6 ▪ Integrated internship(s) / study course abroad in semester 4 ▪ 3-months Bachelor's Thesis starting in semester 6
Start	▪ Annually, September 1
Admission requirements	▪ General qualification for university entry (school leaving certificate) ▪ Proficiency in English (TOEFL, IELTS) ▪ Interview with members of program management and faculty
Credit points	▪ 180 ECTS for standard program, 210 ECTS for intensive program
Tuition fee	▪ 4.500 Euro per semester (standard) ▪ 5.200 Euro per semester (intensive)

PROGRAM PORTFOLIO – EXECUTIVE EDUCATION

THE PROGRAMS OFFERED BY THE KLU – EXECUTIVE EDUCATION



EXECUTIVE MBA LOGISTICS & LEADERSHIP



- Preparation of professionals for leadership positions in global logistics operations
- Development of practical international leadership and logistics domain skills
- Development of organizational, financial, and decision making skills to prepare individuals for higher managerial positions
- Two sessions held at international partner universities

EMBA LEADERSHIP & LOGISTICS CURRICULUM

MODULE	STRATEGY AND STRUCTURE	RESOURCES AND PROCESSES	PEOPLE AND LEADERSHIP	ECTS
1. BUSINESS IN A GLOBAL CONTEXT	GLOBALIZATION AND BUSINESS MANAGEMENT	GLOBAL ECONOMIES AND ECONOMICS	LEADERSHIP ACROSS CULTURES	7
2. GLOBAL COMPETITIVE STRATEGY	COMPETITIVE STRATEGY IN A WORLD OF CONSTRAINTS	FINANCIAL MANAGEMENT FOR SUSTAINABLE VALUE	ETHICAL ORGANIZATIONAL LEADERSHIP	7
3. ORGANIZING FOR SUSTAINABLE VALUE CREATION	GLOBAL ORGANIZATION DESIGN	ACCOUNTING AND BUDGETING ACROSS BORDERS	HIRING AND MOTIVATING CULTURALLY DIVERSE TALENT	7
4. DEVELOPING VALUABLE PRODUCTS FOR CUSTOMERS AND SOCIETY	SUSTAINABLE PRODUCT DEVELOPMENT	VOICE OF THE CUSTOMER DRIVEN MARKETING AND SALES	LEADING COMPLEX PROJECTS	7
5. MANAGING SUPPLY CHAINS FOR VALUE*	LOW RISK, LOW FOOTPRINT, HIGH IMPACT SUPPLY CHAIN DESIGN	COOPERATIVE PROCUREMENT AND SUPPLIER MANAGEMENT	WIN/WIN NEGOTIATIONS	9
6. SUSTAINABLE OPERATIONS MANAGEMENT	MANAGING OPERATIONS IN A WORLD OF CONSTRAINTS	CONTROLS AND MEASUREMENTS FOR OPERATIONAL EXCELLENCE	ENGAGED OPERATIONAL LEADERSHIP	7
7. REINVENTING THE ORGANIZATION	SYSTEMS THINKING – USING THE “BIG PICTURE” TO RETHINK THE BUSINESS	DESIGN THINKING – ENGAGING THE CUSTOMER IN DESIGN	LEADING ORGANIZATIONAL CHANGE – CREATING THE LEARNING ORGANIZATION	7
8. SUSTAINABLE LOGISTICS OPERATIONS**	IMPLEMENTING LEAN AND GREEN LOGISTICS OPERATIONS	DESIGNING LOW FOOTPRINT DISTRIBUTION NETWORKS	MANAGING MULTIPLE, COMPLEX EXPECTATIONS EFFECTIVELY	9
9. MAKING HARD DECISIONS	CRITICAL THINKING – THINKING CLEARLY ABOUT THE WORLD	DECISION ANALYSIS – FACT BASED DECISION MAKING	DEALING WITH DIFFICULT HUMAN RELATIONS ISSUES	7
10. PREPARING FOR THE REAL WORLD	GOVERNMENT, BUSINESS AND SOCIETY – VALUE AND SUSTAINABILITY AT RISK	CONDUCTING REAL WORLD RESEARCH	LEADERSHIP AND YOU	7
ECTS				74
MASTER THESIS	CAPSTONE PROJECT/ MASTER THESIS (16 ECTS)			90

* INTERNATIONAL STUDY TRIP TO FISHER COLLEGE OF BUSINESS, THE OHIO STATE UNIVERSITY, U.S.A. ** INTERNATIONAL STUDY TRIP TO TONGJI UNIVERSITY SHANGHAI, CHINA

EMBA PROGRAM FACTS & FIGURES

Degree	▪ Master of Business Administration (MBA)
Target group	▪ Mid career managers with at least five years of professional experience in the field of logistics
Duration	▪ 18 months, part-time
Participants	▪ max. 25
Language	▪ English
Structure	<ul style="list-style-type: none">▪ 10 on campus sessions (classes over the weekend) including two 10-days international study trips to the US (Ohio State University) and to China (Tongji University)▪ In-between distance learning phases▪ 5-months Master Thesis as company project work
Start	▪ Annually, September 1
Admission requirements	<ul style="list-style-type: none">▪ Recognized university degree (min. Bachelor)▪ Proficiency in English language (TOEFL, etc.)▪ Five years of professional experience, managerial experience is advisable
Credit points	▪ 90 ECTS credits
Tuition fee	▪ 30.000 Euro

INTERNATIONAL SUMMER SCHOOL „SUPPLY CHAIN & LOGISTICS MANAGEMENT“

IN COOPERATION WITH



FISHER
COLLEGE OF BUSINESS



Professor Douglas M. Lambert, Ph.D, FISHER College

2012 Summer School: July 30 – August 10

- Twelve professionally organized days of executive education
- outstanding international lecturers and a balanced mix of theory and practice.
- Exciting excursions in the logistics metropolis Hamburg
- Highly motivated participants from all corporate sectors
- in collaboration with Fisher College of Business, The Ohio State University

INTERNATIONAL AUTUMN SCHOOL “TRANSPORT MANAGEMENT”

- Preparation for new assignments related to transport management or consolidation of logistics know-how
- Development of a comprehensive understanding and application of transport management tools
- Deepening the knowledge about European Union's transport policy and legal issues
- Framework for transport systems and networks
- Courses on transport management



2012 Autumn School: Nov. 5 – Nov. 10

SEMINAR PROGRAM

SEMINAR PRICING STRATEGY AND REVENUE MANAGEMENT

HAMBURG, GERMANY – AUGUST 29–31, 2012

TARGET GROUP

- Mid- and Senior-Level Executives
- Vice-Presidents and Directors of Marketing
- Product Managers
- Entrepreneurs and Executives in Product Development
- Managers Facing Significant Price Competition

CONTENTS

- Financial Impact of Pricing Decisions
- Price Discrimination and Performance-Based Pricing
- Pricing for New Products
- Bundling of Services
- Using Conjoint Analysis to Measure Price Sensitivity
- Product Line Pricing

TUITION FEE

2,000 Euros (inclusive teaching materials, beverages, lunch)

SEMINAR SUPPLY CHAIN INNOVATION: GAINING A COMPETITIVE ADVANTAGE FROM SUPPLY CHAIN & LOGISTICS MANAGEMENT

HAMBURG, GERMANY – NOVEMBER 14–16, 2012

TARGET GROUP

- Mid- and Senior-Level Executives
- Vice-Presidents and Directors of Operations
- Finance, Sales, and Planning Executives
- Entrepreneurs and Executives in Product Development

CONTENTS

- Aligning Supply Chain with Corporate Strategy
- Performance Drivers and Measures
- Managing Supply Chain Uncertainty
- Accurate Response in a Global Supply Chain
- Supply Chain Coordination/Best Practices in Leading Companies
- Strategies to Incorporate E-Commerce in the Supply Chain
- Strategies for Collaboration and Partnerships in Supply Chains

TUITION FEE

2,000 Euros (inclusive materials, beverages, lunch)

CONTACT



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