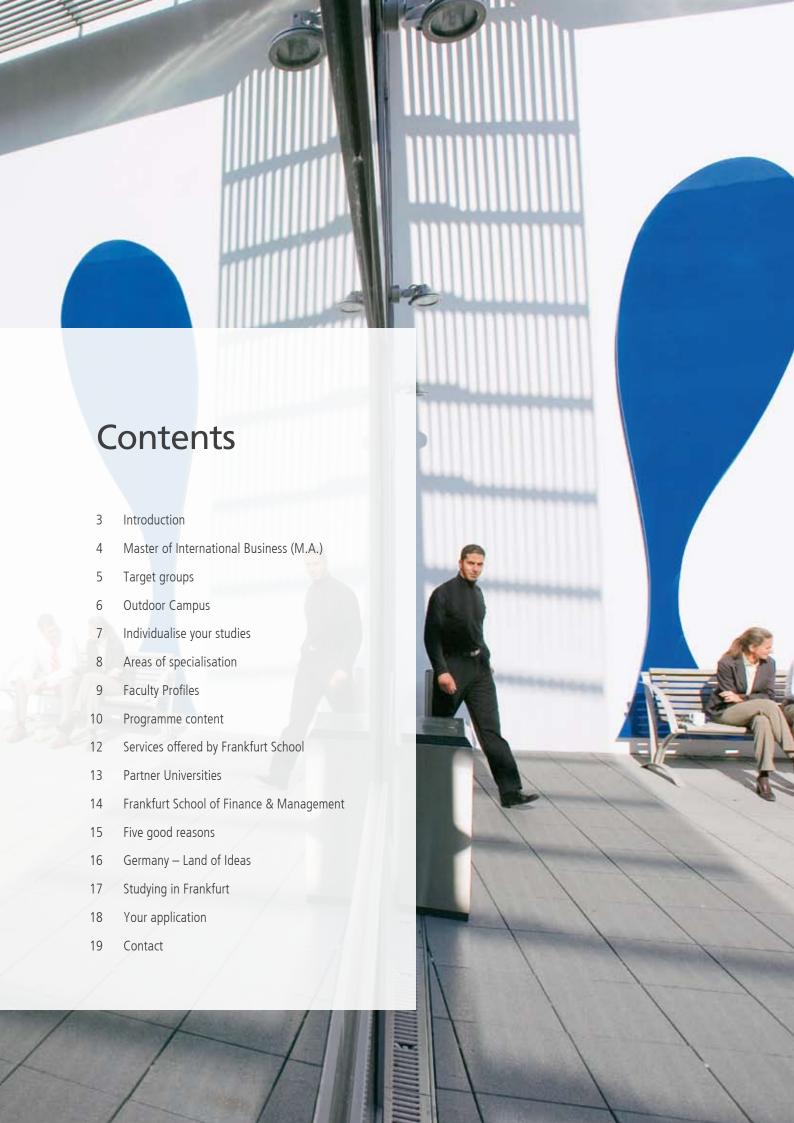


Master of International Business (M.A.)





Go international. Go straight to the top.

'Think global, act local' is a famous, much-cited formula to characterise modern business approaches. But the formula also works in the opposite direction: 'think local, act global'! Taken together, the message is: When acting in local contexts, business always needs to take the global dimension into account, both in the sense of global corporate strategies and of global corporate responsibility. How can we achieve this? This requires successful local action, which is only possible if we are able to think locally. Thus, thinking locally is the precondition for being able to transform global thinking into successful global action. In today's global village, you can't neglect your neighbour while trying to move the world!

The Frankfurt School Master of International Business (MIB) programme aims at developing the individual capacities of students to conduct both intellectual moves successfully, from global to local, and from local to global. The programme offers perspectives on and tools of advanced global business theory and practice and approaches management challenges in the context of global business and its breathtaking changes. At the same time, the programme invites students to engage themselves in local practice and cross-cultural experiences. To achieve this goal, the programme offers a multitude of different learning

FIBAA

The Master of International Business has been accredited by FIBAA. For more information, see www.fibaa.de.

approaches and cross-disciplinary topics which transcend the operative dimension of international management. Try to see the forest, when watching the trees!

The MIB programme is a laboratory in which students develop into creative, responsible and analytically skilled individuals. For MIB students, business is the king's way to make the world a better place to live in. MIB students think that business is one of the most important pillars of the peaceful coexistence of different cultural traditions, religions or political ideologies in global society. They approach this diversity as a source of value creation, both in the sense of business success and of responsibility towards their own and global society.



"The world's economies are interacting and growing together more and more. There is a huge need for highly qualified, well-trained managers who can take these processes

forward. Our graduates can manage large international projects from inception through to a successful conclusion."

Prof. Dr. Carsten Herrmann-Pillath
Academic Director, Master of International Business
Head of East-West Centre for
Business Studies and Cultural Science

Master of International Business (M.A.)

The Master of International Business degree offered by Frankfurt School of Finance & Management is the right choice for you if you wish to understand the relationships between the world's economies, aspire to a career offering responsibility and recognition, and want to work as an international player.

Over a total of 16 study modules, you will focus on the key aspects of this complex field, acquiring a solid foundation in general business administration, modern management methodology and international economics. Well-known and internationally oriented professors and lecturers will explain the principles of cross-border business strategy and intercultural exchange, using the latest teaching methods to clarify the different business structures in various regions or countries.

Through business simulations, workshops, excursions and practical training, you will work side by side with a group of peers drawn from all around the world. In addition to providing the specialist programme content you need, our approach

puts intercultural skills and teamwork squarely at the forefront of the educational experience. By making the most of this practical, workgroup-based process, you will come to understand the conditions and pressures that govern the world's economies.

Our Master of International Business programme is carefully aligned with the best of current business practice, offering plenty of opportunities to acquire specific business skills. Students must complete an internship during the programme. The internship must be international in content and can take place either in Germany or abroad. By taking advantage of additional events offered by the Frankfurt School's Career Services and by choosing suitable specialisations and elective courses (many of them offered by our partner universities), you can build up a deepened knowledge in a certain area of international business. You can further tailor your personal study profile by taking supplementary courses, for example in German.

"Mathemathics for Management"

Students must complete an online Mathematics course from Harvard Business Publishing ("Mathematics for Management") as a pre-requisite for the first semester in particular. The course covers key concepts that students commonly use to solve quantitative problems in a management context.



"The professors and other Frankfurt School staff cared very much about us. We were always welcome to ask for assistance. What makes Frankfurt School different is the friendly atmosphere on a small campus."

> Sara Öztürk Class of 2010



Target groups

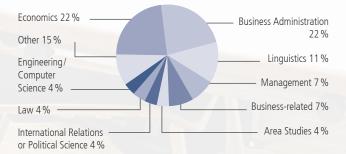
The Master of International Business is open to European and international applicants holding a Bachelor's degree, irrespective of the academic discipline, who are interested in developing individual competence profiles in the context of general management. The program aims to attract students with a cross-disciplinary orientation who are creative, hard-working, motivated, and open to learning in a diverse environment.

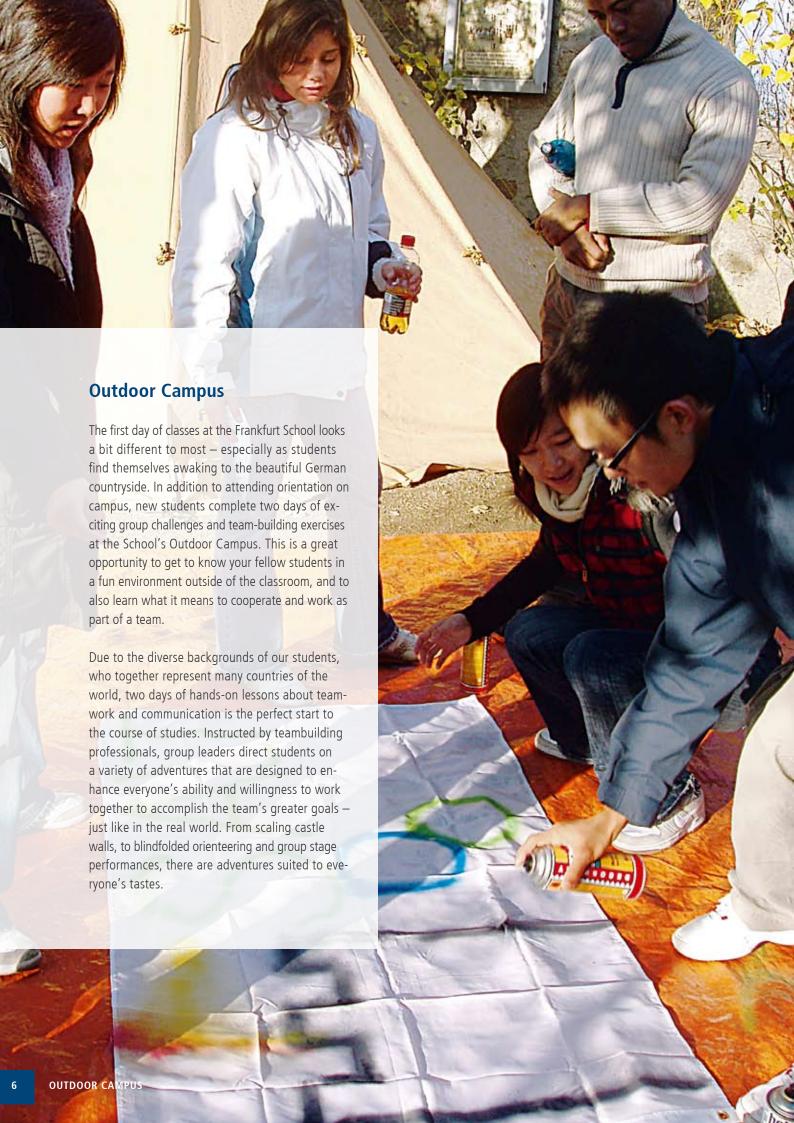
If you are interested in being a part of a dynamic group of individuals, in building new competencies and in gaining specialised knowledge in your pursuit of a management career in international business, then we encourage you to apply for the next intake of the Master of International Business.

Class profile - 2011 intake

- International students:......60%
- Male/Female ratio:...approx. 30:70

Educational Backgrounds





Individualise your studies

The Master of International Business programme is based to a great extent on the idea of applying knowledge in the various fields of general management, strongly related to international issues and viewpoints. The first and second semesters set the stage with modules such as Economics, Finance, Marketing, International Strategic Management and Corporate Responsibility. Students complete their regional specialisation and the first elective in the third semester. During the semester breaks students can put their knowledge into practice by undertaking a compulsary internship. The final semester

rounds up the study programme with further electives and the Master's Thesis.

An important advantage of the programme is the freedom to choose between various defined areas of importance in international business. The curriculum offers various means of setting these defined emphases. For example, the regional specialisation facilitates an in-depth study of business relations in an emerging region of the world or Europe. Individual interests will be supported by elective modules, via practical training and/or the Master's Thesis.

Structure of the programme



^{*} Students must choose one of four regions as their regional specialisation.



Areas of specialisation

Regional Focus

This specialisation offers students the opportunity to gain a deeper understanding of the unique dynamics of doing business in Asia, Europe, Africa or Latin America.

Asian Business Relations

You will gain an understanding of East Asian economies that builds on a comparison between China and Japan as case studies. You will analyze the main determinants of diverse growth patterns in the East Asian region and how they result into a specific structure of the regional economy today. This analytical history of the region is supplemented by special lectures on current issues in Chinese development, which takes place in China, thus allowing the students to relate theory and practice.

European Business Relations

You will learn to understand the unique dynamics of European economic integration via an analytical history



"I am impressed by the intercultural approach that results from the mix of international students. And it has been especially interesting to see how students from all continents

in the world attempt to find solutions to the tasks provided by this Master's programme. In the context of our future careers, this will be highly beneficial."

> Karl-Philip Tengelmann Class of 2010

of Post WWII Europe. The emerging patterns of intraregional trade and investment flows are analyzed against the background of the stepwise transition to monetary integration. You will learn to assess the contemporary role of Europe in the world economy both in terms of trade policy issues and global production networks. You will analyze current issues in international monetary policies in the context of the relations between the major currencies in the world. Via the excursion to France and Belgium you will gain first-hand experience in doing business in this region.

African Business Relations

After long decades of stagnation and decline, Africa is emerging as a new growth pole in the world economy. Development issues will be a focus of this regional specialisation as Africa has experienced undergirded development by new forms of integrating business and technology, such as the entrepreneurial use of the mobile phone. Through a combination of lectures focussed on economic development, current issues in business and economics and an excursion to Kenya, you will gain a solid understanding of the complexities of and the potential for doing business in Africa.

■ Latin American Business Relations

The Latin American region is emerging as a powerful driver of the world economy, especially after the wake of the recent financial crisis. You will learn about major economic trends in the region and become familiar with the economic forces that determine Latin America's role in the ongoing process of globalisation. You will learn about the historical complexities behind current developments and will gain first-hand experience in doing business in the region via an excursion to Brazil.



Faculty profiles



Prof. Dr. Erich Barthel
Professor of Corporate Culture and
Human Resources with Frankfurt
School of Finance & Management.
His research interests include change
management, perfomance-oriented
renumeration and human capital.



Prof. Dr. Jürgen Moormann Since 1995 Professor of Banking with Frankfurt School of Finance & Management. Areas of teaching and research are Bank Strategy, Business Process Management, and IT Management in banks.



Prof. Dr. Michael Grüning
Michael Grüning holds the chair of
Accounting and Management Control
since March 2011. His current research
interests include Performance
Measurement, Corporate Disclosure
and Corporate Governance.



Prof. Dr. Natalie Packham

Natalie Packham is Assistant Professor
(Juniorprofessorin) for Quantitative
Finance at Frankfurt School of Finance &
Management. Her research interests
include financial modelling (credit
dynamics), Monte Carlo methods and
quantitative risk management.



Prof. Dr. Carsten Herrmann-PillathProfessor Herrmann-Pillath is an internationally renowned exponent of research into evolutionary/institutional economics and Chinese studies in Germany. He is the founder and Academic Director of the East West Centre for Business Studies and Cultural Science.



Prof. Dr. Udo SteffensPresident and Chairman of the Board of Frankfurt School of Finance & Management.



Prof. Dr. Genia Kostka
Prof. Dr. Genia Kostka is an Assistant
Professor (Juniorprofessorin) in Chinese
Business Studies at the Frankfurt
School of Finance & Management. Her
primary research interests lie in the political economy of contemporary China.





Module 3 Statistics

6 credits

Module 4 Finance

6 credits

Module 5 6 credits
Principles of Management

Students are able to understand and to apply general statistical principles which will be found useful in all areas of economics and finance. The combination of theoretic knowledge and analytic skills enables students to critically evaluate business and financial proposals they may have to assess when dealing with clients, donors, partners or financiers.

The aim of the module is to introduce the principles of corporate finance and finance theory. Students will learn about financial management, valuation and capital budgeting, valuation under uncertainty, principles of marketing valuation and probabilistic concepts required for valuation under uncertainty.

Introduction to the principles and concepts of management and leadership.

Module 8 6 credits International Strategy and Operations Management

This module delivers substantial knowledge about key concepts of Strategic and Operations Management, inside views to practice orientated development and implementation of business strategies from an international perspective.

Module 9 Marketing

6 credits

Module 10 6 credits Corporate Responsibility

The aim of the module is to give an overview of the several aspects of marketing in an increasingly global marketplace. Basic knowledge, theoretical concepts and up-to-date and practice-orientated cases will be delivered.

This module delivers substantial knowledge about basic ethical issues and various ethical positions. Students gain inside views on ethical questions that may occur in international business environments, including issues related to sustainability in the context of developing countries.

Module 13 18 credits Regional Specialisation

Students must choose one of four regions as their regional specialisation:

- Asian Business Relations
- European Business Relations
- African Business Relations
- Latin American Business Relations

Module 16 Master's Thesis

18 credits

Students will be required to perform independent research in order to complete the Master's Thesis. A workshop focussed on research methods will be offered as preparation for the Thesis.

* European Credit Transfer System (ECTS) points.

Beyond tuition – adding value through our services

During your course of study, Frankfurt School of Finance & Management would like to support you as effectively as possible.

Our Career Services support students with a wide range of activities to help students planning their future career: application check, advice on working-student opportunities, internships, corporate training programmes, and last but not least personal consultation. Excursions, events and presentations organised by our Career Services initiate the direct contact between students and recruiters on campus.

Benefits to you? While you're still studying, you can start making contacts in precisely the companies and sectors

"Having a framework to meet my classmates from all over the world was a great introduction to the programme. With classmates from every continent, our class discussions were enlightening and always brought in many different perspectives."

> Kyle Long Class of 2010

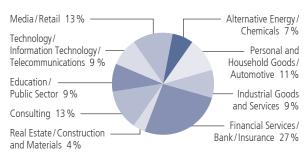
in which you're hoping to forge your future career. In consultation with you we can help you to develop your next steps following your graduation.

Of course our Student Advisory is ready to help with anything else you might need, such as accommodation for the duration of your stay in Frankfurt. We feel that your course of study should be a genuinely life-enriching experience, leaving you with lasting, positive memories of the time you spent in Frankfurt.

Feedback

We attach great importance to openness, transparency and a climate of mutual respect. At Frankfurt School, our teaching staff, programme management and study advisors always have time for you. While our programmes don't feature scheduled consultations as such, students regularly provide us with valuable feedback. This means that the content and quality of our teaching are also subject to continual improvement. By being open to your questions and suggestions, we can swiftly identify and implement ways to improve our programmes and optimise our delivery.

Internships by Sector



Partner Universities

Argentina

Universidad Torcuato di Tella, Buenos Aires Buenos Aires Universidad de San Andrés Universidad Católica Argentina, Buenos Aires

Australia

Griffith University, Brisbane
Bond University, Brisbane
La Trobe University, Melbourne
Oueensland University of Technology, Brisbane
The University of Melbourne, Melbourne
University of New South Wales (UNSW), Sydney
University of Technology, Sydney

Austria

bfi Wien, University of Applied Sciences, Vienna MCI Management Center, Innsbruck

Canada

Université du Québec à Montréal, Montréal Vancouver Island University, Nanaimo

Chile

Universidad Diego Portales, Santiago de Chile Universidad Mayor, Santiago de Chile Universidad Santiago de Chile, Santiago de Chile Universidad Viña del Mar, Viña del Mar

China

China Foreign Affairs University, Beijing Lingnan College, Sun Yat-sen University, Guangzhou National Chengchi University, Taipei Nanjing University, Nanjing Zhejiang University, Hangzhou School of Business, Sun Yat-sen University, Guangzhou Southwestern University of Finance and Economics, Chengdu

Colombia

Universidad de los Andes, Bogotá

Estonia

ebs, Tallinn

France

École Supérieure de Gestion, Paris INSEEC, Paris IUP Caen, Caen IUP Nancy 2, Nancy University of Strasbourg, Strasbourg

Japan

Chuo University, Tokyo

Iceland

Bifröst University, Borgames

India

Indian Institute of Management, Ahmedabad Indian Institute of Management, Indore Management Development Institute, Gurgaon

Ireland

University College Dublin, Dublin

Italy

Università Cattolica del Sacro Cuore, Milan

Korea

Hanyang University, Seoul

Mexico

University of Monterrey, Monterrey ITAM, Mexico City

Morocco

ESCA School of Business, Casablanca

Netherlands

Amsterdam Business School, Amsterdam

New Zealand

Massey University, Palmerston University of Auckland, Auckland

Russia

Finance Academy, Moscow Moscow School of Economics, Moscow

Spain

Universidad Autónoma de Madrid, Madrid Universidad de Sevilla (Hispalensis), Sevilla Universidad Pablo de Olavide, Sevilla Universidad San Pablo CEU, Madrid

United Kingdom

Cass Business School, London Loughborough University, Loughborough Napier University, Edinburgh University of Abertay, Dundee University of Wales, Bangor Nottingham Business School, Nottingham

United States

Emory University, Atlanta Hawaii Pacific University, Honolulu University of Colorado, Colorado Springs University of Iowa, Iowa Boston University, Boston University of California, Riverside

Note: A list of Partner Universities available for graduate study abroad will be provided during the first year of the programme.



We shape business

The Frankfurt School's success story is constantly being written by our graduates. For more than 50 years now, we have been providing broad basic training for up-and-coming talent and advanced courses for experienced practitioners. Our graduates use the comprehensive indepth knowledge that they gain here to shape the world of business in Germany, Europe and beyond. We are a private business school with official recognition as a university and accredited as an institution by the German Council of Science and Humanities (Wissenschaftsrat). A degree or advanced studies qualification from the Frankfurt School is an excellent recommendation anywhere in the world. Consequently our students are drawn from a global pool and our campus is a meeting-place for students from every continent.

Outstanding research results and an excellent teaching record are the hallmarks of a business school with a modern format. We prepare our students for their future responsibilities by following a policy of strong practical orientation, with the solid backing of scientific facts and

theoretical knowledge. And we provide a broad platform for debate and fruitful dialogue.

The close contacts we maintain with companies and organisations worldwide enable us to develop global counselling and training schemes that are geared to the future needs of the business sector. We offer a wide variety of programmes ranging from Bachelor's and specialist or generalist Master's degrees to Ph.D. courses. The Frankfurt School is Germany's market leader in the field of in-service training and continuing professional development. Our portfolio is rounded off by specialised or interdisciplinary Executive Education programmes.

As an institution we are committed to core values such as mutual understanding, respect and trust. Anyone who has passed through the Frankfurt School usually remains loyal for life. Former students who have made their way in the world of business send their up-and-coming managers to us, while our fast-growing alumni network enables graduates to stay in touch across all national or corporate boundaries.

Frankfurt School's seven fields of activity

- Academic Programmes
- Professional Programmes
- Seminars
- Executive Education
- Corporate Programmes & Services
- Research
- International Advisory

Facts and Figures

- Founded in 1957 as Bankakademie e.V.
- University status with full authority to award degrees since 2004; non-profit GmbH (limited company) owned by the Frankfurt School Foundation since 2008
- Approx. 1,300 students on full-time academic study programmes
- Approx. 5,200 students on part-time courses
- More than 10,000 participants on training courses
- Faculty: 42 professors in four departments
- Alumni: 3,625 graduates from academic study programmes
- and 100,000 from part-time courses.

Five good reasons to study at Frankfurt School

Frankfurt is the city of the euro, and one of the world's leading financial centres. When you opt for a course of study at Frankfurt School of Finance & Management, you are also choosing to benefit from the immediate proximity of prestigious market players and their concentrated expertise. But there are other advantages, too:

Research

Teaching and research are closely intertwined. New research findings are immediately fed into the teaching environment. At the same time, theories and methods are continuously being upgraded to reflect current business practice. As a result, we are constantly updating our syllabus.

Practical focus

All programmes offered by the Frankfurt School are designed to ensure optimal integration of theory with practice. You will be taught by high-profile practitioners and experienced specialists, using up-to-date case studies based on real-world scenarios. The studies are characterised by their strong focus on practical projects.

Multicultural setting

Your studies will take place in a multicultural setting. As a result, during the programme you will develop a feel for the specific cultural conditions and expectations that prevail in international business circles.

Status

In national and international university rankings, the Frankfurt School regularly appears among the topranked institutions. As a student, you will benefit from the university's outstanding reputation in the academic and business communities, both while you are studying and in your working life.

Networking

You will be studying alongside international students who, like you, completed their first degree course with distinction. In the course of working and debating with them, you will develop your own personal network of contacts, establishing friendships that will bring significant benefits throughout your subsequent career.



"The Frankfurt School offers its students a unique blend of discerning academic standards and strong practical focus. Our close contacts with the corporate sector and

our research projects at top international level ensure that our course contents are always in tune with the latest state of the art – which means that our graduates are too."

> Professor Dr. Michael H. Grote Vice President Teaching Frankfurt School of Finance & Management



Germany – Land of Ideas

Germany is widely acknowledged as the birthplace of the modern university education system. In the early 19th century, Wilhelm von Humboldt proposed that research and teaching should effectively represent two sides of the same coin — an educational principle that has successfully established itself worldwide as the basis for scientific collaboration, and is enshrined in the methodology of Frankfurt School of Finance & Management. But during your studies in Germany, you will also discover other giants of German intellectual history — perhaps while visiting Weimar, the heartland of classical Germany, where the spirit of Goethe and Schiller lives on today, or perhaps while wandering through Beethoven's favourite haunts.

Germany is a country of many aspects, however. As one of the world's leading industrial nations, Germany's inventive genius has moved the world for over 150 years — literally, in many cases: consider the automobile, for example, invented in Germany back in 1886. Other German innovations include mechanical engineering, the chemical industry, medical technology and most recently, environmental technology — all industries that have had a worldwide impact, along with many others. Today, Frankfurt is the major financial marketplace of continental Europe, home to the European Central Bank — a close neighbour of the Frankfurt School campus, as a matter of fact.

Building on the terrible experiences of political failure which lead to the Second World War, Germany developed the Social Market Economy as the guiding principle of mediating between business, politics and society, contributing one foundation stone for prosperity and peace in the growing and deepening European community of nations. The Social Market Economy takes for granted the responsible nature of business and its deep-rooted setting in the larger context of concerns for social justice, constructive and inclusive political debate and sustainable ecological development.

Germany is a federal system with a large variety of regions, which have distinct traditions in business and social contexts, ranging from coastal states with their long historical tradition of global trade to the southern states with their unique clusters of engineering excellence. You only need to take a few steps to pay a visit to Germany's European neighbours in the east, west, south and north, offering a wealth of different historical legacies, lifestyles and cultures. The diversity of Europe and six decades of internal peace are the root causes of European competitiveness and creativity. The European experience will make a profound impression on you and will exert a lasting positive influence on your own professional life.



Frankfurt – Studying at the heart of Europe

Frankfurt am Main is one of the world's leading financial centres, acting as host to a vast number of banks and other financial institutions. At the same time it is centrally located in Germany, Europe's manufacturing powerhouse. Situated in the prosperous region of Hesse it is close to many of the global players that make up Germany's export prowess. When you opt for a course of study at the Frankfurt School of Finance & Management you are also choosing to benefit from the immediate proximity of these companies and of their expertise. But your time at Frankfurt School will also be enriched by the cultural diversity and exceptional leisure facilities available in the city and surrounding region. In consultation with you we can help you to develop your next steps following your graduation.

Welcome to Frankfurt!

Allow Frankfurt to inspire you, and your degree course will become a magical time full of new experiences. Frankfurt has plenty to offer visitors — even if you are working alongside your studies. Frankfurt is one of Europe's liveliest cities, with a profusion of cultural activities to suit all tastes. Regardless of your preferred leisure pursuits — museums, concerts, opera, cinema, theatre — you'll find plenty of interesting events happening in Frankfurt, with something new to see, listen to, experience or appreciate every day.

The Alte Oper (Old Opera House), the Städel Gallery and the Schirn Kunsthalle are all venues with global reputations, ready to inspire you with the latest music and art. The city also has plenty of culinary delights on offer. The visitor cannot help but enjoy the swift-changing variety of Frankfurt's gastronomic offerings, while in nearby Rheingau and Rheinhessen, winelovers will appreciate the impressive number of wine growers with international cachet. But in particular, you must try Frankfurt's regional speciality, if only once and never again: while Äppelwoi is not to everybody's taste, it is very much a part of Frankfurt life.

Everybody is always mobile in Frankfurt, thanks to a highly efficient overground and underground rail network. Frankfurt Hauptbahnhof, the main railway station, is one of the city's major transport hubs, with excellent connections to every part of Germany. And if you need to travel to other parts of Europe or further abroad, you'll find that Frankfurt Airport is the equal of any airport worldwide.

Your application

Factsheet

Major: Management with an

international orientation

Degree: Master of Arts

Duration: Four semesters / 24 months

(non-consecutive), full-time²⁾

Location: Frankfurt am Main,

Germany and other locations worldwide

ECTS Points: 120

Language: English

Start of programme: September

Application deadline: 31st May

Admissions: First university degree,

strong English language skills, valid GMAT/GRE score or equivalent, successful participation in our admissions interview

Tuition fee: EUR 28,000¹⁾

Registration fee:EUR 100

- 1) excluding travel and board during international excursions
- 2) Bachelor graduates of the Frankfurt School or Bachelor graduates with 210 ECTS credits may be able to have part of their learning achievements acknowledged.

The programme starts in September of each year. If you wish to apply for admission to the programme, the deadline for applications is 31st May. In individual cases, however, applications may be considered after expiry of the official deadline, as long as places are still available — although experience shows that demand for places on our courses is very high. We would therefore recommend for your own sake that you submit your application before the deadline. Applications are accepted in order of submission, which is why we advise you to apply as early as possible.

In addition to your completed application form, you will also need to provide us with:

- Certified copies of university degree certificates
- evidence of your English-Language skills (min. 90 points TOEFL (IBT), or equivalent)
- official GMAT (preferred) / GRE score report, or equivalent
- CV and proof of professional qualifications, if appliable
- a recent colour photograph

Once your application has been assessed, we will invite you to attend a personal interview with a faculty member in Frankfurt. International applicants will be able to have the interview at one of our representative offices (e.g. in Beijing) or by telephone. During the interview, which lasts approximately one hour, we explore your professional and academic experiences and your future goals. We will inform you about the acceptance of your application shortly after the interview. We wish you every success in planning your future career!

Your contacts

No matter what assistance or information you need regarding your continuing education, we will gladly help you decide whether the Master of International Business programme is right for you. The Student Services Office is ready and waiting to answer your questions. We look forward to hearing from you.

Information and application at: www.frankfurt-school.de/mib

Academic Director:



Prof. Dr. Carsten Herrmann-Pillath c.herrmann-pillath@fs.de

Your contact person at the Student Services Office:



Ines Obenauer

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Fax +49 69 154008-4251
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Programme Director:



Kathrin Valder
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Disclaimer

The contents of this brochure are current at the time of going to press. All information published in this brochure is intended merely to provide a general overview of the study programme: Frankfurt School of Finance & Management reserves the right

to modify the curriculum, the schedule or any parts thereof. The same applies to the tuition fees and internal and external examination fees. For the latest updates, please contact our Student Services Office.



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