



Staatlich anerkannte, private
**Fachhochschule des
Mittelstands (FHM)**



Master of Arts (M.A.) International Management

M.A. International Management

Telephone conferences with team members in France and the United Kingdom, production facilities in South America, cooperation partners in China, customers in the USA and Australia: More and more companies see their growth opportunities abroad and are oriented towards a globalized world economy. This results in an enormous need for managers and professionals, in addition to a comprehensive economic understanding of intercultural and language skills.

In the future, you will assume leadership responsibility in national and international teams. For example, you run your own company or you are responsible as a project manager for the development of a new foreign location.

You may also be interested in a career in international purchasing or sales, or you may want to start your own business in the consulting industry.



Prof. Dr. Michael Negri, Academic Director

Further exciting tasks are offered in the areas of personnel and marketing. Regardless of which career goals you are aiming for, with the master's degree in International Management you have a wide range of varied tasks in the international business environment. The combination of business know-how with social-communicative and linguistic abilities prepares you optimally for your professional future.

You want to deepen and expand your economic knowledge and you are looking for a managerial or advisory job in the field of international management, financing and/or marketing of an international company? Then the master program International Management is an excellent basis for a successful career entry!

In addition to your enthusiasm for economic relationships on an international level, you are team-oriented, gifted and have a good understanding of foreign cultures and nationalities. With regard to your future leadership role – be it in controlling, marketing or sales – you take responsibility for the strategic implementation of corporate principles, for your multi-national team and for the satisfaction of your customers.

You want to build on your first degree with an economic focus and deepen your scientific knowledge in practice. You may already have business management experience or you may have relevant international experience from studying abroad during your studies.

You may be planning to start a business or become self-employed in the consulting industry. Even then, the International Management master's degree program is an excellent prerequisite for improving your career prospects and, in addition, offers the option of further qualification as part of a doctorate.

Possible future areas of activity and employers:

- › Corporate management and development
- › Procurement or sales management on an international level
- › International Accounting or Controlling
- › Ex- or importing trade
- › International personnel management and intercultural leadership
- › International service providers (agencies or consulting with international customers)
- › International marketing in German companies
- › Foreign subsidiaries or sales companies of German companies
- › International project management
- › International customer management
- › Consulting industry

Course contents

The demands placed on internationally operating companies have risen sharply in recent years. If you want to remain competitive and successful, you need competent employees who not only have specialist expertise but also international practical experience, active foreign language skills and intercultural skills. Therefore, the master's program International Management responds to the current and future demand for workers in the globalized economy through scientifically founded study content and a high degree of practical relevance through intensive exchange with companies.

The focus is on the international orientation of the degree program. You have the opportunity to complete a twelve-week internship in an English-speaking international company, where you can expand your manage-

ment skills in addition to your specialist skills.

In modules such as Foreign Trade & International Growth Markets, Human Resources & Cross-cultural Management or Business Management in the Globalized Economy, you will be given comprehensive knowledge in the field of international management. During the course of study, two optional electives will be offered in the areas of finance and marketing. This gives you the opportunity to specialize in a specific subject or to choose a compulsory elective module from each competence area. All course contents have an international relevance and prepare you intensively for professional life. They then have a high international problem-solving competence and a strong intercultural understanding.

The program is organized as follows

International Management

- › Foreign Trade & International Growth Markets
- › International Law
- › Corporate governance in the globalized economy
- › Human Resources & Cross-cultural Management
- › International project and process management

International Accounting & Financing

- › International Accounting
- › International Finance & Funding
- › International Financial Markets (elective)
- › International Controlling (elective)

Marketing Management

- › International Marketing Management
- › International Sales Management
- › Market Intelligence & Consumer Behaviour (elective)
- › Corporate Communications (elective)

Research and practice perspectives

- › Study in Practice (SiP)
- › Practitioner Colloquium & Company Visits
- › German as a foreign language
- › Quantitative & qualitative methods of economic & marketing research
- › Innovation and Change Management

Degree: Master of Arts (M.A.)

August 2019

Credit Points:	120
Location:	Berlin/Germany
Length of course:	2 years
Tuition fee:	15.950 Euro (incl. application fee; 2 instalments: 1st year: 7.815 EUR, 2nd year: 8.135 EUR)
Start:	June (application deadline: March 15th); October (application deadline: July 1st)
Course language:	English
Academic requirements:	Bachelor Degree or higher English Language B2
Selection process:	It will take place via Skype



For organisational and application inquiries

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How to apply

Requirements:

A Bachelor's degree (or equivalent) with at least 180 credits is required for acceptance for the International Management master's program. There are no special prerequisites regarding the type of study undertaken in the Bachelor's degree.

Good English language skills that correspond with Level B of the Common European Framework of Reference for Languages or proof of English language Bachelor degree are required for the course. This language proficiency can be demonstrated with the following certificates:

- ▶ ALTE level: Level 3
- ▶ IELTS exam: minimum score of 5 - 6
- ▶ TOEIC: score of 541 - 700
- ▶ TOEFL iBT: minimum score 87
- ▶ UNICert: minimum UNICert II

German language skills are not required for the International Management master's program. However, a visa and residence permit is necessary to study in Germany.

Application Process:

You may commence the International Management master's program in the winter term (beginning early October) or in the summer term (beginning early June). The application deadlines is as follows:

- ▶ **Winter term:** 1st July
- ▶ **Summer term:** 15th March

Application Documents:

In order to consider your application for our master's course, we need the following documents:

- ▶ Application form
- ▶ CV
- ▶ Copy of Bachelor's degree
- ▶ Copy of transcript of records/ mark sheets
- ▶ Copy of passport
- ▶ B2 English language certificate (IELTS min 5.0; TOEFL min. 87 pts.) or proof of English language Bachelor degree

- ▶ **The application documents must be sent by email to:**
zrowotke@fh-mittelstand.de



You can download the application form here

Why study in Berlin?

Quite simply: Berlin is – especially for young people – one of the most attractive cities ever. This is not just an advertising slogan, but according to “Youthful Cities Index” even empirically proven: For this predicate is based on regular surveys among thousands of young people for the most youth-friendly cities in the world. Factors such as job offers, public transport, internet connection or the local film and music scene are evaluated.

Berlin was always among the top three of the hippest cities. Berlin is a city in motion. Berlin is not dignified or comfortable, but always surprising and breathless. Within a few months it will change as radically as other places in twenty years. Berlin may not have manners, but it has style. Here, people from different cultures mix. Berlin has opened continuously, the sidewalks are never folded up. Whether hectic or idyllic: there is virtually nothing that does not exist in Berlin.

Studying and experiencing – Berlin is the perfect place for that.

Further good reasons for studying at the FHM in Berlin:

Exciting Student Life: Berlin has a vivid nightlife with countless bars, pubs and clubs and also many unique locations such as the Mauerpark in Prenzlauer Berg, beach bars in Mitte or the Treptower “Badeschiff”.

Music Scene: Berlin is known worldwide for its electro, techno and house music. Every well-known DJ has already launched here, many music labels are producing their hits in the city and pop stars on world-tour usually stop by.

Fashion City: In Berlin the trends of tomorrow emerge. On the streets luxury and glamor naturally combine with a deliberate break in style. That’s what makes Berlin fashion famous internationally.

Cheap Living Expenses: Students live cheaper than in many other German cities. Also the costs for leisure and gastronomy are lower.

Art and Culture: Whether classical high culture or independent scene, whether Pergamon altar or backyard gallery, whether exhibitions, vernisages, museums, opera houses or theatres: Berlin has enough of everything and is possibly the most artistic city in the world.

Pure Nature: Berlin is full of parks, forests, meadows and lakes. If you want to relax in idyllic surroundings, you will always find the right place. No other metropolis is greener than this one!

