

ISM

Academic Programs

Taught in English

Dortmund · Frankfurt/Main · Munich · Hamburg · Cologne · Stuttgart · 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) and would like to learn more about our range of courses. ISM has been **one of the leading business schools in Germany for over 30 years**. With our study programs at seven locations, we prepare young people for management tasks in national and international companies. After graduation, our students are equipped with

- excellent language skills,
- practical experience,
- soft skills such as team spirit, rhetoric or project management

and have gained experience abroad.

You are cordially invited to read on and find out more about how studying at the ISM prepares gifted young people for a successful professional future. At any time, you can arrange a **personal consultation by phone, zoom or skype** with one of the ISM's student advisors, whose contact details can be found at en.ism.de or within this brochure.

Best regards,

Ingo Böckenholt

Studying in Germany

Although the Federal Republic of Germany is a relatively small country, it holds a special role due to its history and its current role in the world community. Germany has a prominent position not only in Europe, but also internationally as an important trading partner and leader.

German universities and the degrees awarded are recognized worldwide and show the employer that a solid basic education and in-depth detailed knowledge has been imparted.

A German degree will definitely guarantee you a good start for the future and you will be able to work all over the world. In addition, studying in Germany not only offers interesting subjects but also numerous leisure activities and opportunities to travel.

In Germany itself you can find the beaches of the North and Baltic Seas, culturally and historically valuable cities or buildings as well as having winter sports in the south. It certainly won't be boring studying in the heart of Europe.



Frankfurt Skyline



Moselle Valley



Brandenburg Gate, Berlin



Gingerbread



Beer Gardens



View from Zugspitze, Germany's highest peak



Römerberg Town Square, Frankfurt



Port of Hamburg



Signal Iduna Park - Germany's largest soccer stadium



Neuschwanstein Castle



Octoberfest, Munich



Enjoy our beautiful beaches (e.g. Spiekeroog) and the unique Wadden Sea National Park



Dortmund U - cultural center



Shopping in Stuttgart



German Pancake, also called Berliner or Krapfen



Media Harbor, Dusseldorf



Cologne Cathedral and Hohenzollern Bridge



Carnival



Reichstag (seat of the German parliament), Berlin



Christmas Market



Most competitive automotive industry worldwide



New Palace, Stuttgart

German Short Facts:

- EU's largest economy
- population of 83,5 million people
- adjacent to 9 other countries
- 46 UNESCO World Heritage Sites
- ca. 1,200 km of coastline
- moderately continental climate

Studying at ISM

The ISM has seven locations in Germany. In the immediate vicinity of attractive companies and economic regions, there are many opportunities for cooperation. Whether in the far north or the deep south of the country – students benefit from close contacts to local employers.

Our students are also well integrated into their home campus. Small learning groups guarantee a personal atmosphere and promote exchange between students and professors.

Beyond that all seven locations of the ISM offer:

- bright and modern study rooms
- several group workrooms
- a comfortable lounge
- a library
- computer rooms
- good accessibility



Dortmund

Otto-Hahn-Straße 19
44227 Dortmund

The campus in Dortmund was founded in 1990 and, with around 840 students, is ISM's largest location. It is surrounded by a thriving technology park and only 15 minutes from the city center. In recent years, Dortmund has developed from a former coal and steel center into a booming location for modern technologies. As the largest city in Westphalia and the Rhine-Ruhr metropolitan region, Dortmund is one of the most dynamic cities representing the new economy in Germany.



Hamburg

Brooktorkai 22
20457 Hamburg

The Hamburg campus was opened in September 2010. 530 students are currently studying in our two modern buildings at the HafenCity. The city center and the main railway station are only a ten-minute walk away. Whether you are looking for a cosmopolitan metropolis or the rough hanseatic charm, Hamburg combines many facets. As cultural and economic center of Northern Germany, Hamburg's structure is characterized by the service sector, in which around three quarters of all employees are working.



Cologne

Im MediaPark 5c
50670 Cologne

Since 2014, ISM has had a campus in Cologne. Currently, 390 students are studying at the ISM campus, not far from the Hansaring S-Bahn station. Cologne is one of the most important business hubs in Germany and impresses with its convenient location. Its tradition as center for trade and industry goes back to the Roman Empire. In recent decades, the region has been able to expand its position as a service and logistics center and to build up a special reputation as an innovative media city.



Frankfurt/Main

Mörfelder Landstraße 55
60598 Frankfurt/Main

The Campus Frankfurt/Main opened in 2007 and is located in Sachsenhausen, two underground stations away from the city center. 830 students are currently enrolled here. Frankfurt is the city with the highest job density in Germany and an important European financial and service center. It also has other important industries such as creative businesses, IT and telecommunications, biotechnology or life sciences, logistics and industry.



Munich

Karlstraße 35
80333 Munich

The Munich campus has been located in the Karlshofen since 2009. It is close to the Königsplatz and easy to reach from the main station. The 680 students in Munich particularly appreciate the contrasts that unite in the Bavarian capital – cosmopolitan young people and traditions, urban atmosphere and rural charm. Important economic sectors in Munich are for example tourism, vehicle construction or electrical engineering. In addition, the city is of nationwide importance as a media location.



Stuttgart

Olgastraße 86
70180 Stuttgart

Since 2016, the ISM has been based in the business metropolis of Stuttgart. The campus with currently 220 students is only a short stroll away from the historic Heusteig quarter. Located in the heart of Europe, Stuttgart is the center of one of the strongest economic and most innovative high-tech regions. The city offers best perspectives – e.g. as the most export-oriented conurbation in Germany.



Berlin

Hauptstraße 27
10827 Berlin

Since September 2019 the ISM has also been represented with a campus in Berlin. Around 220 students are currently studying at the campus, which is located in the heart of Berlin Schöneberg and combines culture, cosmopolitanism and innovation. As the capital of Germany, Berlin is an important international economic and political center. The city thus attracts companies from all industries.

Why ISM?

80

nationalities across
all ISM programs

602

foreign students
opt for a full-time
program at the ISM

1:7

faculty/student ratio

1st

for quality of instruction,
practical relevance,
career opportunities,
digital learning and
service (Trendence Ranking 2019)

100%

Open Door Policy

≈190

partner universities worldwide

ISM has a professional course structure with an experienced faculty team that shows me an integrated business world. The professional competences and analytical abilities I have acquired over the last three years will enable me to work for a top 500 company.

Sicheng Feng, ISM Student



Accredited by:



A semester abroad in Hawaii was my big dream and one of the reasons why I decided to study at the ISM. The openness and relaxation of the Hawaiians also made itself felt during my studies. The local professors are open and maintain close contact with the students. Everyone walks through the city with smiles on their faces, the people are so friendly and helpful.

Sina-Janice Krauß, Managing Director, APT Aluminium Profil Technik GmbH, ISM Graduate

Studying Worldwide



At ISM you will develop language and intercultural skills through intensive language training, internships and integrated stays abroad*. This international focus is reflected in all study programs at the university.

Around 190 Partner Universities Worldwide

Paris, London, New York or Shanghai – we take you abroad. Around 190 partner universities worldwide are currently part of the ISM cooperation network – this is one of **the largest networks of all universities in Germany**.

A huge choice from which full-time bachelor's and master's students can select a university for the time they spend abroad. Your stay at a foreign university deepens your skills and abilities in your chosen specialism while immersing you in an intercultural setting. The ISM's International Office and the partner universities abroad will help to make your international exposure **an enriching and rewarding experience**.

*Please note: M.A. International Business and MBA offer no integrated internships abroad.

International Office

The International Office of the ISM acts as an important service center when planning your stay abroad.

The staff in the International Office

- present the various partner universities and study options each semester,
- conduct individual consultations with you to analyze which university exactly meets your requirements and expectations for your semester abroad,
- inform you about scholarship programs (e.g. Erasmus, Promos), organize them, and
- help you with the application process. You will receive information on which papers to submit and important deadlines. The staff will send your documents to the partner university and take care of your course credits.

international-office.en.ism.de





The internship at Simba Toys in Dubai was varied, challenging and, above all, a real highlight of my studies because of the trusting cooperation. Apart from all the technical aspects, I learned two things in particular. Firstly, how important it is to communicate actively, to approach others and to make oneself heard. On the other hand I learned a lot about the cooperation of different cultures, behavior and working styles.

Niklas Oppermann, Sales Planning and Contribution, Porsche Austria GmbH & Co OG, ISM Graduate

Practical Experience First Hand



Integrated practical phases, workshops, excursions or company lectures – studying at ISM will prepare you ideally for the demands of the job market.

Lecturers from the Field

You benefit from the experience of your lecturers – all of them experienced practitioners from the business world. Thus, ISM guarantees a practical knowledge transfer in teaching and research.

Consulting Projects, Case Studies and Market Research Projects

Important components of all courses are consulting projects and case studies **in cooperation with real customers** such as IBM, Siemens, Borussia Dortmund or other well-known companies. Here you will develop concepts for various areas of the company.

In **market research**, for example, you will learn practical application of methods, implementation of surveys and the evaluation of the resulting data.

In this projects you can not only prove your ability to work in a team, but also transfer the knowledge you have acquired during your studies into real work situations. **Selected specializations** give you the opportunity to further deepen what you have learned from the projects.

Career Center

The Career Center supports you in planning your professional career.

This includes:

- Help with the **professional design of your application documents** and **preparation for application procedures** – in German and English
- **Development of your individual abilities and ideas** with regard to your professional targets
- Information on external events, such as trade fairs, webinars and company career days
- Exclusive publication of job offers from our partner companies and our alumni on the ISM international career site with the option of making your CV available to our partners
- Organization of **numerous ISM events** in which you can build, expand and maintain your own network. These events include **company presentations, career days, alumni events and application training.**

career-center.en.ism.de



Familiar Learning Environment

Overcrowded lecture halls and locked office doors are foreign words at ISM. Instead, you will find an optimal care ratio and a personal atmosphere with us.

Personal Support

A familiar atmosphere and an ideal learning environment is provided at ISM by

- small study groups,
- interactive seminars,
- excursions and
- events.

In addition to **expert lectures** and **voluntary additional courses**, you can also get involved in **student working groups** where you gain valuable practical experience and profit from the knowledge of advanced students.

Small Learning Groups

Our classes accommodate around 32 students in the bachelor's programs and around 25 students in the master's programs – all in a structure that promotes solidarity and team spirit. The language lessons take place with a maximum of 18 students, so that you can be trained in the most efficient way.

Interactive Lessons

Your studies at ISM are very interactive. Your instructors not only give lectures, but also discuss specific problems with you. **Commitment and an open mind** are important qualities that you need as an ISM student. The dropout rate is significantly below the national average due to the **close support** you will receive from our lecturers and service departments.

Support for Scientific Work

Whether it is a term paper or a bachelor's thesis – **academic work is a central component** of your studies at ISM. In every library you will find a wide range of business oriented literature. You also have access to scientific journals and magazines, daily and weekly newspapers, a large online collection and catalogues from other libraries. The library team will support you in your research, creation and correction of scientific papers. You can arrange an **individual consultation appointment at any time**.

ISM has taught me to deliver good results under pressure and to be able to work with many different cultures and personalities.

Tatjana Soifer, Senior Innovation Project Manager, Deutsche Bank Privat- und Geschäftskunden AG, ISM Graduate



More than Lectures

Through parties, summer events and excursions in the region, you can establish contacts with fellow students and lecturers and get an overview of your ISM location. Numerous events take place across the seven campuses.

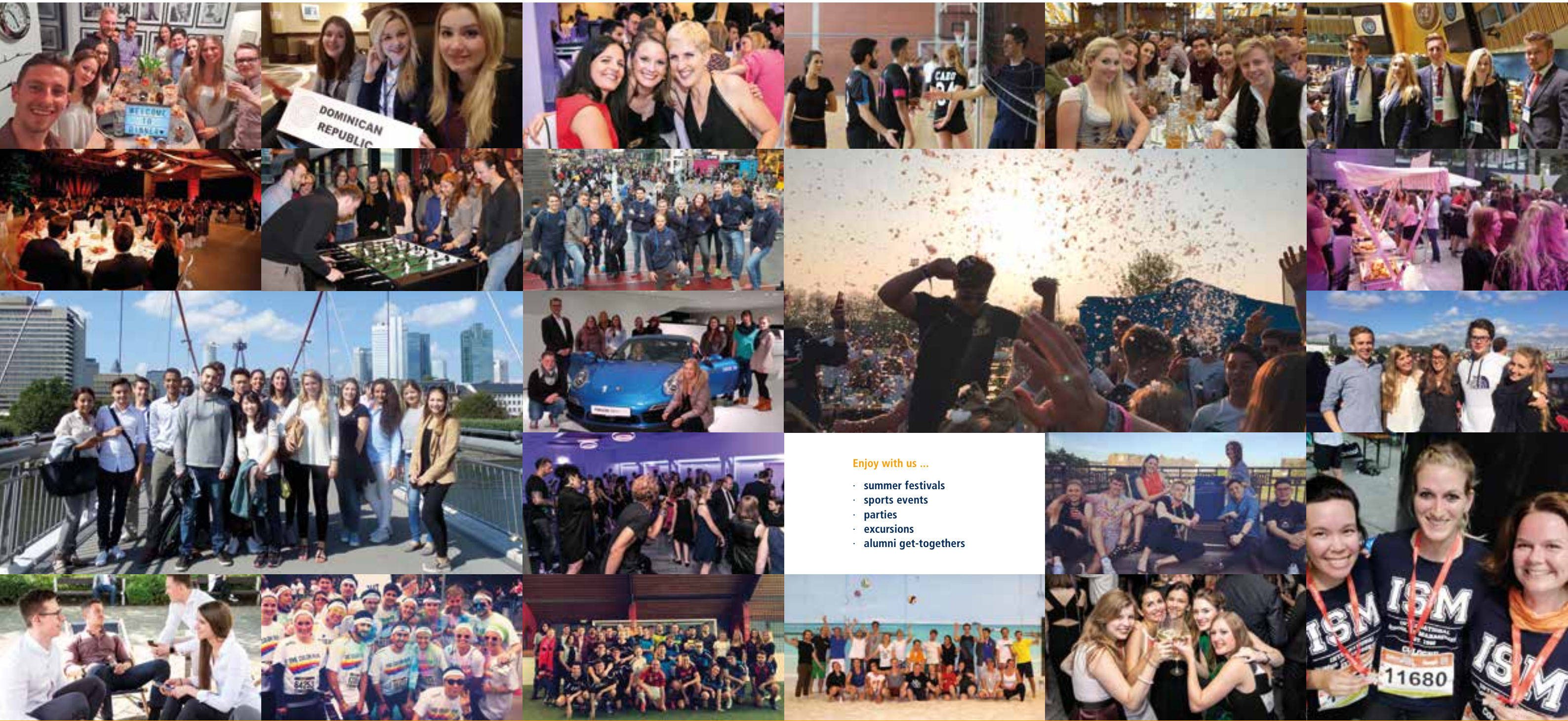
An outstanding example: Every year the ISM sends a team of students to New York to take part at „Model United Nations“. This is a business game created by the United Nations. Here the students can demonstrate their negotiating skills as „delegates“ of a UN member state.

Student Working Groups

As a student of the ISM you can get involved in student working groups (AK = Arbeitskreis). These are open to ISM students from all courses and semesters and offer you the opportunity to maintain close contacts not only with your peers. The AKs vary from campus to campus and will be presented during the introductory week.

Examples:

- | | |
|-------------------|----------------------|
| AK Tourism | AK Event |
| AK Fashion | AK Finance |
| AK Consulting | AK Politics |
| AK ISM for Africa | AK Marketing Support |
| AK Start up | AK Sports |



Enjoy with us ...

- summer festivals
- sports events
- parties
- excursions
- alumni get-togethers

Strong Network

As part of the university, you belong to a strong network that will support you from day one.

Company Lectures

In addition to the courses, during each semester you will have the choice to attend various company lectures. In this way, you get to know new industries and make your first contacts with enthralling companies.

Events on business and career topics

Renowned experts and company representatives from the business world give regular lectures on current economic, political and social topics at the ISM locations. Subsequent panel discussions will invite you to join in the debate, allowing you to talk to renowned company representatives and speakers. Whether it be the Forum Entrepreneurship, the ISM Summit or the ISM Symposium – all events offer you the opportunity to consult with experienced executives, to expand your own network and to shed light on the challenges of future management positions.

Alumni lectures and mentoring program

Former ISM students visit the university at numerous events in order to present career opportunities, requirements and business fields of their current employers. You can build up contacts with them at an early stage and benefit from their professional experience in a personal atmosphere, through application training and our alumni mentoring program.

Campus Symposium

The international business conference has been organized by students since 2005 and they succeed again and again in engaging renowned personalities such as Bill Clinton, Kofi Annan, Al Gore, Gerhard Schroeder, Condoleezza Rice, Bob Geldof and many more for lectures. ISM has been the official university partner since 2015.

campus-symposium.com

Career Day

In addition to the above, ISM organizes the Career Day as an annual event at each campus. Here you can find corporations from various fields presenting their business and recruiting future interns and employees. It is also an ideal platform for networking and getting to know more about job profiles, options and trends. ISM alumni will talk about their own way to success and are open to give you some helpful advice for a smooth start of your career.



S.E. Harmid Karzai and Gregor Gysi in a panel discussion



Summit Entrepreneurship Cologne



Company booth at Career Day, Dortmund

Staying Connected to the ISM – our Alumni

The ISM alumni are well received ambassadors and paragons in the corporate world. ISM continues to support its graduates on their professional and career path even after successful completion of their studies. Thus, our former students profit from the manifold possibilities of our alumni management.

As an interface between university and graduates, our alumni management offers a comprehensive range of events and career development measures. It is also a great networking platform for the lively exchange between ISM, our alumni and current students.

Our alumni benefit from the following exclusive services:

- Career Coaching: Optimization of application documents and preparation for application procedures through our Career Service
- Cooperation with the ISM, e.g. in recruiting, at events or in the scientific field
- Free LinkedIn Premium Membership
- An ISM Mentoring Program between alumni and students
- Further education offers
- Conferences, summits and symposia on current economic topics
- Discounts for various retailers and service providers

Anniversary celebrations in various cities as well as other events and get-togethers form a vital part of our alumni management. In complement the AlumniISM (e.V.) maintains close contact with the university.



ISM's Board of Trustees

To intensify the dialogue between the university and the German industry, the ISM has been able to recruit **high-ranking representatives from international companies, associations and institutions as board members.**

As a student of the ISM, you benefit from the 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, Former Member of the Board of Signal Iduna Group

At the 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.



Rolf Sigmund, Former CEO, L'Oréal Deutschland GmbH

For L'Oréal, contact with universities is a fundamental pillar of successful personnel marketing. Through direct contact with ISM students in the form of lectures, we were able to position L'Oréal as an attractive employer brand and find out what potential employees associate with us as an employer. This improved the levers factors that determine the attractiveness of employers within the target groups of students and graduates.



Frauke Heistermann, Member of the Executive Board of the Bundesvereinigung Logistik e.V., Chairwoman of the Council for Technology in the State Government of Rhineland-Palatinate

A good transfer of information between universities and industry is essential. It is important to anchor the needs of the business world in teaching during digitization processes and to transfer findings from the university into the business world. The Board of Trustees offers an important platform for an exchange on these topics. As an expert on logistics, digitization and new technologies, I am happy to contribute this knowledge and support the ISM with access to my network.

Our cooperation partners

(extract)













Full-time Bachelor



B.Sc. International Management (page 26)



B.Sc. Information Systems (page 34)



B.Sc. Finance & Management (page 30)

International Focus

At the ISM, you can **study in multicultural teams** and meet students from all over the world. The **educational content of ISM courses has an international focus** and will prepare you for global assignments.

Our International Office helps you to organize your foreign semesters and makes sure that **all your study credits earned abroad are fully recognized in Germany**.

Students of the B.Sc. International Management, B.Sc. Finance & Management and the B.Sc. Information Systems program have up to **two integrated foreign semesters** – a compulsory one in the fourth semester and an optional one in the seventh semester (Global Track). The choice of university is up to you. ISM's university network comprises around 190 partner universities worldwide.

Integrated Practical Phases

20 weeks of compulsory internships (incl. 10 weeks during your foreign semester) are integrated into your bachelor's program and while looking for an internship, you benefit from the experience of your fellow students.

On every internship already completed, you will find a report in the **ISM internship database**. Here you can also gain information about contacts, remits and specific projects and share your own internship experiences with other ISM students.

Further Full-time Programs Taught in English and German

Besides the full-time programs taught in English, the ISM offers a range of courses taught in English and German. These are ...

- B.Sc. International Management
- B.A. Marketing & Communications Management
- B.Sc. Finance & Management
- B.Sc. Psychology & Management
- B.A. Tourism & Event Management
- B.A. Global Brand & Fashion Management
- B.A. International Sports Management
- LL.B. Business Law

Start of Study

Admission Requirements

To start a bachelor's degree at ISM, you need a **general qualification for university entrance**. The degree programs are not restricted by a numerus clauses (NC). Instead, the ISM has its own **selection procedure**. The test consists of different parts in order to gain a comprehensive impression of you and to be able to assess you individually.

Due to limited places of study, we recommend that you take the test as early as possible – at the soonest, a year before you start your studies. We offer monthly admission tests at all ISM locations – as well as special appointments in other countries. You will find the current dates at: admission-test.en.ism.de

Application Procedure



Student Advisory Service



Dortmund Campus
Katja Kißler
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katja.kissler@ism.de



Munich Campus
Sandra Sprogies
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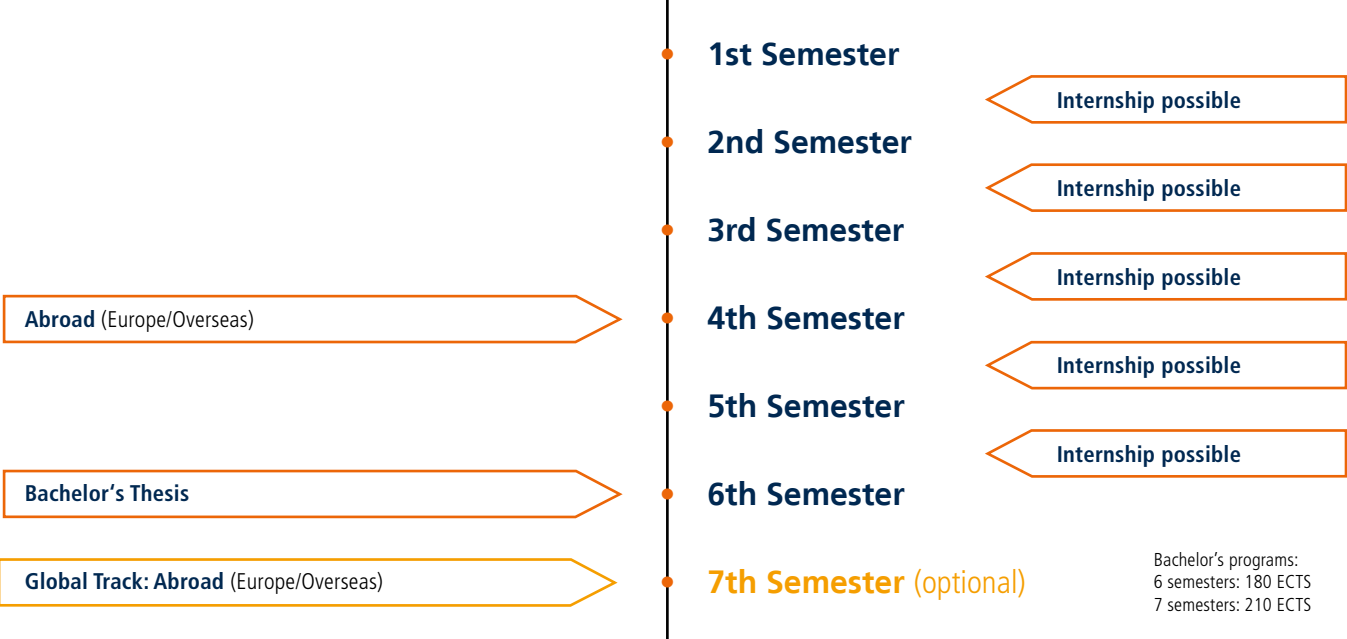
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Hamburg Campus
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Study Schedule and Fees

Study Schedule



Tuition Fees

As a private university, the ISM is financed exclusively by tuition fees. As a non-profit organization, we use these fees to invest in the quality of teaching and equipment at our campuses.

Tuition fees per semester:
€5,280 in Dortmund, Cologne, Stuttgart and Berlin
€5,580 in Frankfurt/Main, Munich and Hamburg
(fee for semester abroad can be different)
Thesis fee included

Enrollment fee:
€600
Please note: €1,500 for Non-EU-students

Financing:
The ISM supports its international students with the allocation of scholarships – full or a partial to enable suitable students to study at the university. You can find all financing opportunities in our fact sheet via financing.en.ism.de.



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B.Sc. International Management

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

Studying at ISM – Pursuing an International Career

In close cooperation with renowned companies such as Siemens, Volkswagen, McKinsey or Procter & Gamble, the **contents of this course were developed and adapted to the requirements of the economy**. You will learn how international marketing works, how to negotiate with business partners from different cultures or how a company can become globally competitive.

Setting your own agenda

The International Management Program offers you a great deal of **creative freedom**. Business studies, economics, global procurement management, strategic management, corporate management and controlling – **the broad subject area gives you a comprehensive insight**. During the course of your studies you can – depending on your individual interests and strengths – specialize in fields like marketing, e-commerce, finance, human resources management, logistics or consulting.

One course of study – so many options

Management consultancy, communications industry, financial sector or automotive industry? Due to its broad positioning, **our course opens numerous doors for you**. Graduates of the ISM work e.g. in marketing, HR management or controlling sectors of renowned companies and global enterprises.

bachelor-international-management.en.ism.de



Program Director

Prof. Dr. Qeis Kamran

Background (in parts):

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

After Graduation

- **Start your career in fields like automotive, trade, counselling, consumer goods, ...**
- **Entry options: Product Manager, Sales Manager, Marketing Manager, Human Resources Manager, ...**



Meeting a Hidden Champion

„Hidden Champions“ – that’s what you call corporations, that have not much awareness in the general public, but are at the top of their market segment. Danfoss in Norgborg is one of them. The danish company is leading in the Heating and Cooling Technology. Prof. Dr. Ulrike Weber and ISM students visited Danfoss and gained a good insight into the corporate culture and career opportunities.

„The numerous vocational options at Danfoss really impressed me“, says ISM Student Paul Schunke from the B.Sc. International Management. „I really like their postgrad programs, in which qualified graduates can work all around the world and be an essential part in four special projects.“ One participant of these projects and a student trainee joined the group and were happy to share their personal experiences, give useful advice and answer questions. After a typical danish lunch the students met Recruiter and Employer Branding Manager Lone Wrang for a talk about careers at Danfoss. Pauls personal conclusion of the day is that „especially the high compatibility of work and private targets makes the danish company a very attractive employer.“

Across various sectors suppliers and procurement are responsible for up to 50% of the value creation in a company. I am happy to share and discuss my experiences in this and other topics with my students. And I want to arouse the interest and enthusiasm of the ISM students to brace them particularly for future tasks of their professional life.



Ingrid Haase,
Founder and GM, Create Viam,
ISM Graduate

The years of study at ISM are among the best and formative of my life. I learned not only how to act most efficient and structural, but also to motivate myself. A lot of experiences furthered my personal and social development.



Prof. Dr. Alex Michel,
ISM Lecturer

B.Sc. International Management

1st Semester	2nd Semester	3rd Semester	4th Semester	5th Semester	6th Semester
Business Administration 1 Principles of Business Economics · Introduction to Business Administration, Procurement & Production · Marketing Business Administration 2 Financial Reporting · Financial Accounting 1 · Financial Reporting & Business Taxation 1 Mathematical Basics · Business Mathematics · Statistics 1 Law · Introduction to Law · Business Law Business English 1 · Business Correspondence Specialization module Core Competencies · Introduction to International Management · Scientific Methods · Calculation Software · Rhetoric · Project Management International Trail · 2nd Language: German 1/French 1/Spanish 1	Business Administration 3 Managerial Accounting · Investment & Financing · Cost Accounting Economics 1 Principles of Economics · Microeconomics · Macroeconomics Applied Statistics · Statistics 2 · Market Research Business English 2 · Moderation & Presentation Specialization modules International Business · Internationalization: Business Environment & Strategies · Global Capital Markets & Finance Financial Reporting · Financial Reporting 2 · Financial Accounting 2 International Trail · 2nd Language: German 2/French 2/Spanish 2	Business Administration 4 Human Resources & Organization Management · Human Resource Management · Organization Business Administration 5: Business Management · Principles of Corporate Management · Service Management Economics 2 Basics of Political Economy · Economic Policy · Corporate Social Responsibility Business English 3 · Negotiation Specialization modules Global Interaction · International Marketing · Intercultural Management Global Value Creation · Global Sourcing · Global Value Chain Management International Trail · 2nd Language: German 3/French 3/Spanish 3	Study Abroad  Naureen Gamdust, Finland ISM Student While in Finland I studied at the Haaga-Helia University of Applied Sciences at the Porvoo campus. There was a lot of contact with the local Finnish degree students, as we exchange students were rather integrated. The time abroad has taught me to have an open mind when going into new tasks or new places. I can now work better in teams and am more ready to adjust to different cultures, working styles ... It has also made me more confident to take risks.	General Management · Strategic Management · Leadership & Motivation · Crisis Management & Recapitalization Workshop/Practical Seminar Elective modules (2 of 5) Business Analysis · Auditing · Corporate Valuation · Corporate Rating Supply Chain Management · Supply Chain Management Concepts · Sourcing Management · International Transport Logistics Financial Management · Derivatives · International Financial Management · Portfolio- & Asset Management Business Communication · Internal Communication · Investor Relations · Global Communications E-Business · E-Procurement · Digital Process Management · E-Commerce International Trail · 2nd Language: German 4/French 4/Spanish 4	Controlling · Strategic Controlling · Operational Controlling · Controlling of Multinational Enterprises Bachelor's thesis Elective modules (2 of 5) International Financial Reporting · IFRS I · IFRS II · Group Consolidation Marketing · Consumer Behavior & Applied Market Research · Communication & Brand Management · Marketing Controlling Corporate Structuring · Investment Management · Corporate Finance · Mergers & Acquisitions Human Resources Management · Strategic Human Resources Management · Human Resources I: Attraction, Selection, Performance · Human Resources II: Development, Retention, Transition Consulting · Consulting Instruments · Management of Consulting Projects · Consulting Project/Tender Pitch

Please note: German language courses are integrated into your studies if you do not have a B2 level. Otherwise you can choose between French and Spanish.

B.Sc. Finance & Management

📍 Frankfurt/Main · Cologne · Berlin

Understanding Global Capital Markets

B.Sc. Finance & Management gives you a deep insight into the complex interrelationships of the financial market and prepares you comprehensively for a **career in international finance**. In addition to the classic management principles of business studies you will gain **targeted expertise from the global financial sector**.

The Basics of Finance & Management

In the course of your studies you will acquire skills how to analyze complex business models and processes on a number basis, get to know financial products and learn how companies operate on the global capital market today. Depending on your personal strengths and interests you can also set an **individual focus** on fields like business communication, consulting or controlling during the 5th and 6th semester.

A Wide Range of Career Options

Having the B.Sc. Finance & Management degree opens a **wide range of career options** to you. Skilled professionals are – more than ever – in high demand. National companies, international corporations, management consultancies or financial entities are waiting to be your employer. Possible remits can be controlling, investment management and banking or auditing.

bachelor-finance.en.ism.de



Program Director

Prof. Dr. Michael Schmitt

Background (in parts):

- Chartered Financial Analyst (CFA)
- Project Manager at Big4 corporations
- Consultant at Sal. Oppenheim jr. & Cie., private bank

After Graduation

- **Start your career in fields like exchange trading, auditing, tax consulting, securities trading, ...**
- **Entry options: Financial Analyst, Controller, Accounting Manager, Financial Consultant, ...**



ISM Financial Symposium

How are innovative ideas promoted in Germany? What does financing for start-ups look like? Why is there no „Silicon Valley“ in Germany? These were only some of the questions being discussed at the ISM Financial Symposium.

„I am privileged to cooperate with some brilliant minds every day“, said Christian Stein about the best part of his work. The expert for venture capital is managing director at Coparion – a fund that finances start-ups in their very early stages.

The ISM Financial Symposium was organized by the head of campus and students of ISM Invest. This association offers regularly company lectures, workshops and excursions related to finance, capital markets and investments.

Find more information at ism-invest.de.

My mission as a lecturer at ISM is to provide students with an important bridge between science and practice. Only the display of how complex scientific models of bank management are implemented and applied in practice enables a holistic view of their essence. This is an exciting and challenging task which, thanks to the interested and committed students, often leads to a lively discourse with unexpected new ideas and impulses.



Tim Prüsener, Founder/FM,
iCatch Marketing, San Diego,
ISM Graduate

I have met quite a few employees coming straight from the campus. From my experience, at „conventional“ universities you get the tools you need to survive in the corporate world. At ISM you don't just get these tools, you learn how to use them properly, not only to survive in the corporate world, but to be more successful than average.



Prof. Dr. Sascha Ahnert,
ISM Honorary Professor

B.Sc. Finance & Management

1st Semester	2nd Semester	3rd Semester	4th Semester	5th Semester	6th Semester
Business Administration 1: Principles of Business Economics · Introduction to Business Administration, Procurement & Production · Marketing Business Administration 2: Financial Reporting · Financial Accounting 1 · Financial Reporting & Business Taxation 1 Mathematical Basics · Business Mathematics · Statistics 1 Law · Introduction to Law · Business Law Business English 1 · Business Correspondence Specialization module Core Competencies · Introduction to Finance & Management · Scientific Methods · Calculation Software · Rhetoric · Project Management International Trail · 2nd Language: German 1/French 1/Spanish 1	Business Administration 3: Managerial Accounting · Investment & Financing · Cost Accounting Economics 1: Principles of Economics · Microeconomics · Macroeconomics Applied Statistics · Statistics 2 · Market Research Business English 2 · Moderation & Presentation Specialization modules Fundamentals of Finance · Introduction to Corporate Finance · Introduction to Capital Markets Financial Reporting · Financial Reporting 2 · Financial Accounting 2 International Trail · 2nd Language: German 2/French 2/Spanish 2	Business Administration 4: Human Resources & Organization Management · Human Resource Management · Organization Business Administration 5: Business Management · Principles of Corporate Management · Service Management Economics 2: Basics of Political Economy · Economic Policy · Corporate Social Responsibility Business English 3 · Negotiation Specialization modules Legal Framework · Business Law Advanced · International Taxation Financial Framework · Capital Market Law & Investor Relations · Financial Markets & Institutions International Trail · 2nd Language: German 3/French 3/Spanish 3	Study Abroad  Nadine Jonda, Beijing, China ISM Graduate The experiences I made during my semesters abroad where very formative. My stays in China, France and the Netherlands showed me the importance of being open to look beyond my familiar horizon and reach a cosmopolitan mindset.	Business Analysis · Auditing · Corporate Valuation · Corporate Rating Financial Management · Derivatives · International Financial Management · Portfolio & Asset Management Workshop/Practical Seminar Elective modules (1 of 2) Business Communication · Internal Communication · Investor Relations · Global Communications General Management · Strategic Management · Leadership & Motivation · Crisis Management & Recapitalization International Trail · 2nd Language: German 4/French 4/Spanish 4	International Financial Reporting · IFRS I · IFRS II · Group Consolidation Corporate Structuring · Investment Management · Corporate Finance · Mergers & Acquisitions Bachelor's thesis Elective modules (1 of 2) Controlling · Strategic Controlling · Operational Controlling · Controlling of Multinational Enterprises Consulting · Consulting Instruments · Management of Consulting Projects · Consulting Project/Tender Pitch

Please note: German language courses are integrated into your studies if you do not have a B2 level. Otherwise you can choose between French and Spanish.

B.Sc. Information Systems

📍 Dortmund · Munich · Hamburg

Become an Expert in Business Administration & IT

Which demands does a software have to meet? How can large amounts of data be organized and used for innovation? And what opportunities for digital value creation exist in companies? The B.Sc. Information Systems degree program deals with these and many other exciting questions. In doing so, **basic business knowledge is combined with current trends in business informatics**.

Whether data science, software engineering or digital business – you will learn from experienced lecturers from the business world. In **practical workshops** and **consulting projects** you will work together with well-known companies. Programming courses and hacking seminars to uncover security gaps are also part of your studies.

Discover International IT Trends

Driving forward the conception and analysis of information processing systems, getting to know IT trends or recognizing market interrelationships – this program provides you with the knowledge you need to become a **sought-after specialist in national and international companies**. You will also gain your first professional experience through integrated internships in Germany and abroad.

Exiting Career Options

With a bachelor's degree in Information Systems various ways are open to you. The **double-qualification** of international management and digital know-how will give your career a smooth start. Graduates can shape IT architectures, develop software, monitor processes or design digital products and services. Process automation and optimization, transaction design in e-commerce, IT controlling and IT project management are also possible fields of activity.

bachelor-information-systems.en.ism.de



Program Director

Prof. Dr. Matthias Lederer

Background (in parts):

- Consultant Strategic Development, REHAU AG + Co
- Chief Process Officer, IT Servicecentre of the Bavarian State Ministry of Justice

After Graduation

- **Start your career in fields like IT Consulting, Sales, Marketing, IT Security, ...**
- **Entry options: companies from all service and industrial sectors, IT Product Manager, IT Consultant, ...**



Education 4.0: Be a Part of the ISM Digital Think Tank

Interactive smartboards, learning management systems or mobile apps – digital learning is an essential part of modern teaching. So 20 ISM students and ISM professor Dr. Matthias Lederer started a cooperation with the software company Celonis to develop new ideas for educational platforms.

A mobile platform, giving recommendations for advanced training programs, convinced the panel of judges the most. „It was a very intense team work on a futuristical topic“, says ISM student Klaus Cardoso Niedermeier from the winning team. „I am very happy that our idea made it.“

The sustainability of companies is increasingly influenced by databased innovations. Large amounts of data form the basis for machine learning algorithms and block chain systems. Intelligent databases do not only have the potential to raise the efficiency of corporations, they also serve as early warning indicators and can significantly influence management decisions. The new B.Sc. Information Systems prepares students perfectly for the current and future demands on database specialists.



Dr. Marcus Becker, ISM Lecturer

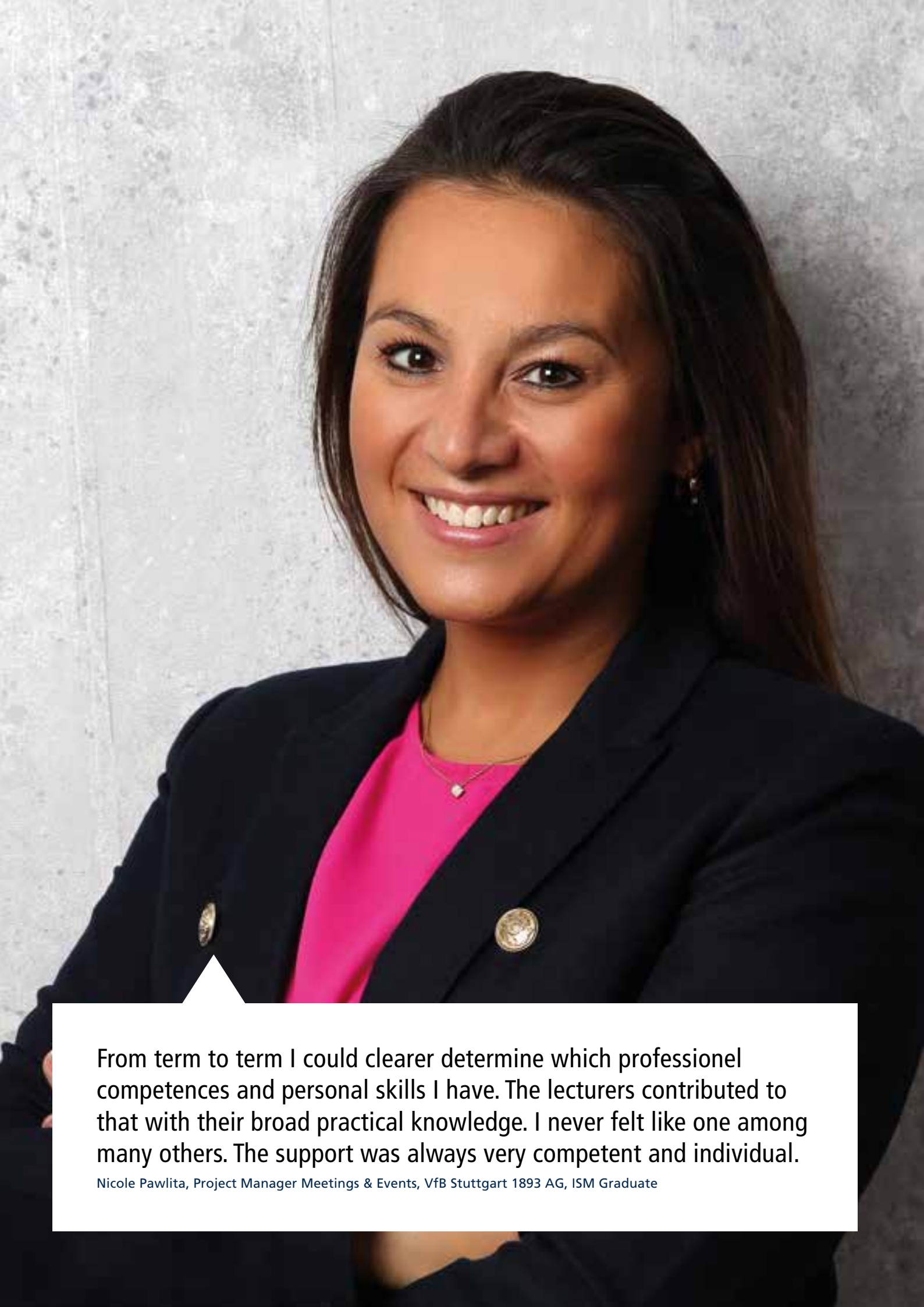
Digitalisation, Industry 4.0, cloud, cyber security, data security – there is a lot to do for the future. With the B.Sc. Information Systems at ISM, students lay the foundation for becoming a shaper of these topics. A sound education combined with practical experience and an international profile optimally prepare students for the challenges of the 21st century at the interface of business and IT.



Dr. Carl Stolze, ISM Lecturer

B.Sc. Information Systems

1st Semester	2nd Semester	3rd Semester	4th Semester	5th Semester	6th Semester
Business Administration 1: Principles of Business Economics · Introduction to Business Administration, Procurement & Production · Marketing Business Administration 2: Financial Reporting · Financial Accounting 1 · Financial Reporting & Business Taxation 1 Mathematical Basics · Business Mathematics · Statistics 1 Business English 1 · Business Correspondence	Business Administration 3: Managerial Accounting · Investment & Financing · Cost Accounting Economics 1: Principles of Economics · Microeconomics · Macroeconomics Applied Statistics · Statistics 2 · Market Research Business English 2 · Moderation & Presentation	Business Administration 4: Human Resources & Organization Management · Human Resource Management · Organization Business Administration 5: Business Management · Principles of Corporate Management · Service Management Economics 2: Basics of Political Economy · Economic Policy · Corporate Social Responsibility Business English 3 · Negotiation	Study Abroad  Lea Gianeridis, Rome, Italy ISM Graduate One of my highlights while studying at ISM was the semester abroad in Rome. My partner university – the American University of Rome – was the perfect choice for me. The work with people from other cultures was very exciting and educating. I did not only get to know the Italian lifestyle, but also a lot of other foreign students and could build up a vast network. Even if some challenges look huge at the beginning, I can highly recommend to study abroad for some time. It has made me a stronger person in so many ways.	Software Engineering · Software Architectures & Technology · Usability & User Experience E-Business · E-Procurement · Digital Process Management · E-Commerce Workshop/Practical Seminar	Data Science · Business Intelligence · Business Analytics · Business Modelling & Decision Making Project Digital Business · IT Management · Digital Business Models & Transformation · Digital Services & Products Bachelor's thesis
Specialization modules Core Competencies · Introduction to Information Systems · Scientific Methods · Calculation Software · Rhetoric · Project Management Programming · Object-oriented Programming · Mobile Application Development	Specialization modules Informatics · Computer Engineering & Science · Communication Networks & Distributed Systems · Hacking & IT Security Web Engineering · Web Application Development	Specialization modules Business Information Systems 1 · Business Application Systems · ERP Systems Business Information Systems 2 · Database Systems · IT Law & Data Protection	Elective modules (1 of 2) General Management · Strategic Management · Leadership & Motivation · Crisis Management & Recapitalization Business Communication · Internal Communication · Investor Relations · Global Communications	Elective modules (1 of 2) Corporate Structuring · Investment Management · Corporate Finance · Mergers & Acquisitions Consulting · Consulting Instruments · Management of Consulting Projects · Consulting Project/Tender Pitch	



From term to term I could clearer determine which professional competences and personal skills I have. The lecturers contributed to that with their broad practical knowledge. I never felt like one among many others. The support was always very competent and individual.

Nicole Pawlita, Project Manager Meetings & Events, VfB Stuttgart 1893 AG, ISM Graduate

ISM Qualifier Semester

Dortmund

For students who intend to study B.Sc. International Management and want – or have – to improve their English language skills, ISM has designed a qualifier semester. So you are well prepared to start our academic program and have a **smooth entry into your study**.

After successfully attending the Qualifier Semester, you can study the program B.Sc. International Management, offered at all seven ISM campuses.

qualifier-program-bachelor.en.ism.de

1st Semester

Principles of Business Economics

- Introduction to Business Administration, Procurement & Production
- Marketing

Preparation Course

- Business Mathematics

Languages

- Business English (4 courses to bring you from a B1 level to B2)
- German 1

Core Competencies

- Scientific Methods
- Introduction to German Culture

Application Procedure

Take advantage of this unique opportunity to get acquainted well with ISM's offer. To qualify for this program you need ...

- to have successfully completed your school.
- a school leaving certificate, which entitles you to study at a university directly in your home country.
- an English level of B1 according to the Common European Framework of Reference for Languages.
- to take part in a multi-level admissions test (written and oral).

Key Facts

- One semester as preparation for an economic bachelor
- Starts in spring and fall
- 22 ECTS
- Tuition Fee: €5,280

10 ECTS of your first semester in the International Management program are already part of the Qualifier Semester and will be credited.

Student Advisory Service

For further questions and requests please contact



Dortmund Campus

Yue Liu

Tel.: +49 231.97 51 39-356

yue.liu@ism.de

Full-time Master



M.Sc. International Management (page 46)



M.A. Strategic Marketing Management (page 48)



M.Sc. Finance (page 50)



M.Sc. Business Intelligence & Data Science (page 52)



M.Sc. International Logistics & Supply Chain Management (page 54)



M.A. Luxury, Fashion & Sales Management (page 56)



M.A. International Business (page 58)

International Focus

A semester abroad is integrated in the master's programs at ISM*, so that you spend your third semester at one of our partner universities. Through optimal cooperation and courses tailored to your studies, your **performance abroad will be 100% credited**. You can thus complete your studies within the standard period of study and convince with subject-specific competences from an international context.

The **teaching content** is of course also **internationally oriented** and prepares you for global tasks. Language training or events in English are part of your studies. You can learn another foreign language on a voluntary basis.

Integrated Practical Phases

12 weeks of compulsory internships are integrated in all full-time study courses*. When looking for an internship, you benefit from the experience of your fellow students, because you will find a report on each internship already completed in the **ISM internship database**. Here you can also gain information about contacts, remits and specific projects and share your own internship experiences with other ISM students.

*except M.A. International Business

Further Full-time Programs Taught in English and German

Besides the full-time programs taught in English, the ISM offers a range of courses taught in English and German. These are:

- M.A. Strategic Marketing Management
- M.A. Digital Marketing
- M.Sc. Psychology & Management
- M.Sc. Organizational Psychology & Human Resources Management
- M.A. Human Resources Management & Digital Transformation
- M.A. Luxury, Fashion & Sales Management
- M.Sc. Real Estate Management
- M.A. Entrepreneurship

International Double Degree

Two Years – two Master’s Degrees

Alongside your German degree at ISM, you can also acquire an additional master’s degree at an international partner university to improve your career opportunities, especially among multinational enterprises. The only exception is M.A. International Business since no semester abroad is integrated in this course of studies.

Take your time and think about it. You can choose whether you would like to acquire an international double degree while you are still studying at ISM.

A double degree is possible at the following renowned universities, depending on your course of study:



East China University of Science & Technology



Boston University, USA



Pôle Universitaire Léonard de Vinci, France



Griffith College, Ireland



Lancaster University, Great Britain



Bond University, Australia



University Ramon Llull, Spain



University of the Sunshine Coast, Australia



Edinburgh Napier University, Great Britain



University Ramon Llull, Spain



Virginia Commonwealth University, USA



Start of Study

Admission Requirements

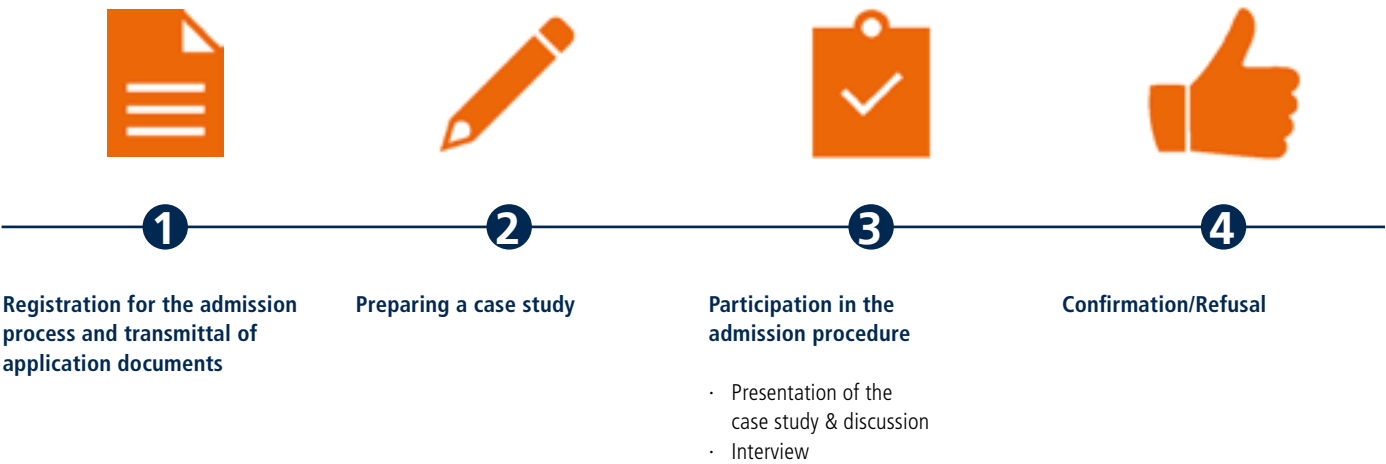
To begin a master’s degree at ISM, you need a **completed first degree for a corresponding subject** and pass the admission test. Depending on the course of study, **other previous knowledge may also be credited**.

Alternatively, **ISM offers qualification programs for many master’s courses**. You will receive sound business knowledge and the missing ECTS in the field of economics. The exception is the M.A. International Business, which can also be studied without previous business administration knowledge.

Admission tests are held regularly at all locations and via Skype for all courses of study offered there. You can register for the admission procedure at any time on our website, maximum one year before the start of your studies.

You will find the current dates at:
admission-test.en.ism.de

Application Procedure



Student Advisory Service



Dortmund Campus
Ramona Nowak
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ramona.nowak@ism.de



Frankfurt/Main & Cologne Campus
Marie-Luise Wachowski
Tel.: +49 69.66 05 93 67-49
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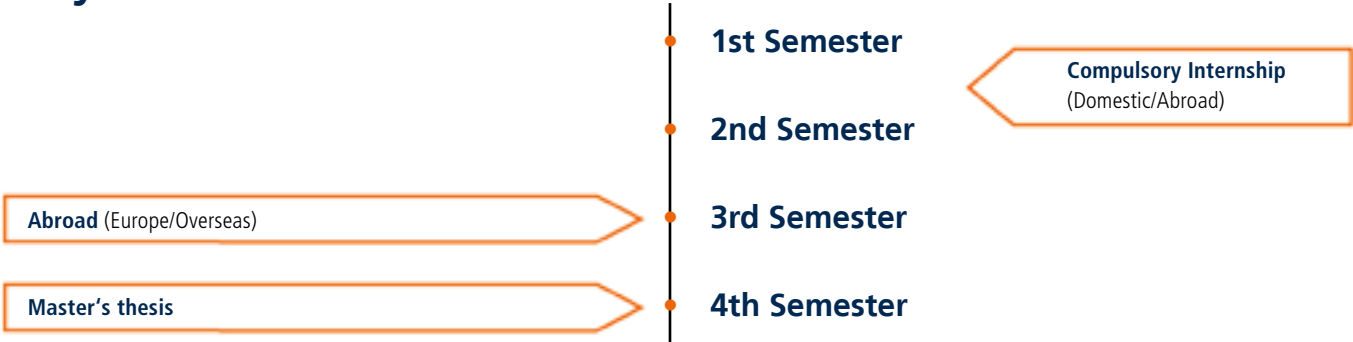
Munich & Stuttgart Campus
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Berlin & Hamburg Campus
Katharina Bohm
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katharina.bohm@ism.de

Study Schedule and Fees

Study Schedule



Exception: M.A. International Business



All Master's programs: 120 ECTS

Tuition Fees

As a private university, the ISM is financed exclusively by tuition fees. As a non-profit organization, we use these fees to invest in the quality of teaching or equipment at our campuses.

Tuition fees per semester:
€6,180 in Dortmund, Cologne, Stuttgart and Berlin
€6,480 in Frankfurt/Main, Munich and Hamburg
(fee for semester abroad can be different)

Thesis fee (4th semester):
€1,200

Enrollment fee:
€600
Please note: €1,500 for Non-EU-students

Financing:
The ISM supports its international students with the allocation of scholarships – full or partial to enable suitable students to study at the university. You can find all financing opportunities in our fact sheet via financing.en.ism.de.

M.Sc. International Management

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

Management for Global Corporations

With the M.Sc. International Management you can deepen your existing business administration skills for **a leading management position in international companies.**

During your studies you will keep an eye on the global economic environment with its trends and drivers. Whether accounting, marketing, HR or purchasing – **all the skills you need as a future manager will be taught in this course.** In addition to the classic business management content, you will deal with **innovative topics** such as design thinking, agility and new work.

In **consulting projects** you will learn how to convince a client with your specialist's knowledge and your competences of strategy proposals. Content from the areas of leadership and business development will prepare you specifically for managerial tasks and challenges in globally active companies.

master-international-management.en.ism.de



Program Director

Prof. Dr. Anna Quitt

Background (in parts):

- Head of Corporate Development, CHIRON Group SE
- Senior Manager, Energy Sector (Advisory), PricewaterhouseCoopers GmbH

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor's degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

Applicants must have completed their first bachelor's degree in economics. Bachelor's degree courses in which **at least 30 ECTS points were obtained in the field of Economics** are also permitted.

If you do not have a Bachelor's degree in economics or if your ECTS points are not sufficient, **we offer a Pre-Master program** (see page 60).

1st Semester

International Business Environment

- International Business Law
- International Financial Management
- International Financial Reporting

International Strategic Management

- Advanced Strategic Management
- Business Development
- International Business Game

Innovation Competence

- Innovation Management
- Project Management
- New Business Models & Design Thinking

Organizational Development

- Global HR Management
- New Work in International Organizations
- Transformation in the Global Environment

Leadership Skills

- Corporate Governance & Business Ethics
- Negotiation, Communication & Executive Presentations
- Cross Cultural Leadership

2nd Semester

International Controlling & Corporate Finance

- Corporate Controlling
- Business Planning & Venture Capital
- Financial Risk Management

Marketing in a Globalized World

- Digital Marketing
- Customer Relationship Management
- Advanced Market Research

International Operations Management

- Global Sourcing
- Production & Supply Chain Management
- Logistics Management

Consulting Project

- Managing Consulting Projects
- Consulting Project

3rd Semester

Study abroad

Optional: Double Degree

With the double degree you acquire a master's degree at an international partner university in addition to the ISM master's degree. At some partner universities this is even possible within the framework of an integrated semester abroad. You will receive two master's degrees in two or two and a half years.

Partner universities for the double degree

- Bond University (Australia)
- Boston University (USA)
- East China University of Science & Technology (China)
- Edinburgh Napier University (UK)
- Griffith College (Ireland)
- INSEEC (France)
- Lancaster University (UK)
- Universitat Ramon Llull (Spain)
- University of the Sunshine Coast (Australia)

double-degree.en.ism.de

4th Semester

Master's thesis

Once I heard about the lecturers' quality and the content of the MIM program, I knew that ISM would be a perfect fit for me. I have always wanted to continue my studies abroad. It is a great way to dive into a new culture and learning system. In a university like ISM, you get the chance to exchange life experiences with students from all around the world and the lecturers have opened my mind to new ways of thinking and solving problems.



Andrés Ruiz, ISM Student

M.A. Strategic Marketing Mgmt.

Munich · Berlin

Business Administration, Marketing & Communication: A Strong Combination

In the master's program Strategic Marketing Management you will learn how to stringently derive promising marketing strategies from the findings of market research. Other topics are the specifications of company management, to plan them and control them in a target-oriented manner. During your studies you will benefit from the **intensive exchange with experts from the business world** and implement your own projects.

The M.A. Strategic Marketing Management includes practice-oriented courses, an **integrated twelve-week practical phase** and an extensive market research project to help you develop and solve entrepreneurial problems.

As a graduate of this course, many doors are open to you in a wide variety of international industries, for example as Brand Manager, Marketing Manager, Product Manager or Management Consultant. The areas of corporate communications or event management are also suitable for your career entry.

master-strategic-marketing.en.ism.de



Program Director
Prof. Dr. Klaus Mühlbäck

Background (in parts):

- Strategic Director, Gummiwerk Kraiburg Austria
- Head of international Sales & Marketing, Rösler-Gruppe Verwaltungs GmbH
- Project Manager, Goodway Rubber Industries SDN BHD

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor's degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

Examinations must have been taken in one of the following subject areas:

- Economics with at least 30 ECTS credits or
- Business-related topics in the fields of communication or media sciences, social sciences or psychology with a minimum of 30 ECTS credits

If you do not have a bachelor's degree in economics or if your ECTS points are not sufficient, **we offer a Pre-Master program** (see page 60).

1st Semester

- Market Research**
- Advanced Market Research
 - Applied Statistics
 - Consumer Behavior
- Strategic Marketing**
- Marketing Strategies & Planning
 - Brand Management
 - Trademark & Unfair Competition Law

- Classic Communications**
- Above-the-Line-Communication
 - Media Planning
 - Integrated Communication

- Leadership Skills**
- Corporate Governance & Business Ethics
 - Negotiation, Communication & Executive Presentations
 - Cross Cultural Leadership

2nd Semester

- Relationship Marketing**
- Services Marketing & Service Quality
 - Internal Marketing & Behavioral Branding
 - Customer Relationship Marketing

- Digital Marketing**
- Online Marketing, Online Advertising & Social Media
 - E-Marketing & E-Commerce
 - Mobile Marketing

- Sales Marketing & Communications**
- Price Management
 - Direct Marketing
 - Sales Promotion

- Public & Publicity Communications**
- Event Marketing & Sponsoring
 - Product Placement & Branded Entertainment
 - Public Relations

- Market Research/ Consulting Project**

3rd Semester

Study abroad

Optional: Double Degree

With the double degree you acquire a master's degree at an international partner university in addition to the ISM master's degree. At some partner universities this is even possible within the framework of an integrated foreign semester. You will receive two master's degrees in two or two and a half years.

- Partner universities for the double degree**
- Bond University (Australia)
 - Boston University (USA)
 - Edinburgh Napier University (UK)
 - INSEEC (France)
 - Lancaster University (UK)
 - Pôle Universitaire Léonard de Vinci (France)
 - Universitat Ramon Llull (Spain)
 - University of the Sunshine Coast (Australia)
 - Virginia Commonwealth University (USA)

double-degree.en.ism.de

4th Semester

Master's thesis

Studying at ISM was a milestone to broaden my abilities and deepen my knowledge. Besides the professional content of the courses, the large practical part helped me a lot in my new job. I now can deploy my knowledge into my daily work, where the various internal interfaces are really enthralling and help me to extend my expertise.



Stefanie Hauber, Manager Product Marketing Audi AG, ISM Graduate

Understanding Markets – Making Decisions

Your heart beats for numbers, stocks, bonds and foreign exchange. The world of finance and the financial markets fascinate you – perfect requisites for the master’s program in finance.

The Master in Finance expands your knowledge in the areas of **accounting, taxation, financial law, controlling and rating**. It trains you to be an expert in **financial management**. The program will draw your attention to **current financial and economic topics**, enabling you to develop a comprehensive understanding of the correlations between financial markets. This is complemented by courses in investment banking and bank management. You will apply your theoretical knowledge in **numerous projects related to real business cases** and present your results in teamwork.

After graduating, **attractive career options in the financial sector** are waiting for you. International and national companies, management consultancies, financial institutions and asset managers need – more than ever – well-trained financial professionals.

[master-finance.en.ism.de](#)



Program Director
Prof. Dr. Ernst Fahling
Background (in parts):

- General Representative, private bank
- Director of Group Treasury, Daimler AG
- Assistant Treasurer, Ford Corporation

1st Semester

- Finance Management**
- Asset Management
 - Corporate Finance
- Financial Theory**
- Capital Market Theory
 - Derivatives
 - Option Pricing Theory
- Accounting, Taxation & Law**
- International Business Law
 - International Accounting
 - International Taxation
- Quantitative Finance**
- Financial Mathematics
 - Investment & Financing
 - Statistics & Financial Modelling
- Leadership Skills**
- Corporate Governance & Business Ethics
 - Negotiation, Communication & Executive Presentations
 - Cross Cultural Leadership

2nd Semester

- Financial Engineering**
- Alternative Investments
 - Financial Market Products
 - Financial Risk Management
- Financial Planning & Rating**
- Business Planning & Modelling
 - Rating
 - Bank Management
- Operational Management**
- Investment Banking
 - Commodity Portfolio Management
 - Real Estate Management
- Elective modules (1 of 2)**
- | | |
|---|---|
| Accounting | Controlling |
| <ul style="list-style-type: none">• IFRS I• IFRS II• Auditing | <ul style="list-style-type: none">• Value-based Business Management• Business Planning & Venture Capital• Corporate Valuation |

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor’s degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

Examinations must have at least 30 ECTS in the field of economics or business administration or finance.

If you do not have a bachelor’s degree in economics, business administration or finance or if your ECTS points are not sufficient, **we offer a Pre-Master program** (see page 60).

3rd Semester

- Study abroad**
- Optional: Double Degree**
- With the double degree you acquire a master’s degree at an international partner university in addition to the ISM master’s degree. At some partner universities this is even possible within the framework of an integrated foreign semester. You will receive two master’s degrees in two or two and a half years.**
- Partner universities for the double degree**
- Bond University (Australia)
 - Boston University (USA)
 - East China University of Science and Technology (China)
 - Edinburgh Napier University (UK)
 - INSEEC Paris (France)
 - Lancaster University (UK)
 - Virginia Commonwealth University (USA)
- [double-degree.en.ism.de](#)

4th Semester

At ISM from day one a special network philosophy is brought to the students mind. During my work I often experience that particularly the loose contacts can foster your projects and open up new contacts. Who only stays in his peer group, won’t get a chance to grow. ISM events like the business forum are perfect for me to meet interesting people and stay in touch with the university.



Nico Auel, Managing Director at RWB Group, Board member of the Campus Institut, ISM Graduate

M.Sc. Business Intelligence & Data Science

 Dortmund · Munich · Hamburg

Analyzing Data and Optimizing Companies

Google, Amazon, Airbnb – these companies are so successful because they use their user data to optimize existing business models and develop new products. As virtually every industry is currently undergoing digital transformation, companies are looking for experts who can efficiently **analyze large amounts of data** (big data) to determine patterns, trends and forecasts. The M.Sc. Business Intelligence & Data Science provides comprehensive methodological knowledge for well-founded data analysis as well as for intelligent and automatic data evaluation and usage.

Within the company, you will be able to make important predictions and play a key role in achieving corporate goals more effectively. The **combination with consulting aspects** is what makes the course so special.

Due to the smart use of data being crucial to competition today, data scientists, system architects or business engineers **are in great demand on the market**. As a graduate you will find creative, data-based solutions to optimize processes in your company. You will have a **great influence on the digital business models of the future**.



Program Director

Prof. Dr. Matthias Lederer

Background (in parts):

- Consultant, Strategic Development, REHAU AG + Co
- Chief Process Officer, IT Service Center of the Bavarian Judiciary

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor’s degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

At least 15 of your ECTS points must have been obtained in the fields of mathematics, statistics, economics (e.g. empirical economic research) or computer sciences. **Alternatively**, you may have obtained credits for a degree program in business mathematics, (business) information systems or (business) engineering. At least 15 of your ECTS points then have to be obtained in the field of economics.

If you do not have a bachelor’s degree in economics or if your ECTS points are not sufficient, **we offer a Pre-Master program** (see page 60).

1st Semester

Data Management

- Introduction to Data Science & Business Intelligence
- Database Systems & Information Integration
- ERP Systems

Computational Engineering

- IT-Management
- Software Engineering
- Programming

Quantitative Methods

- Linear Algebra & Numerical Mathematics
- Structure-detecting Methods
- Structure-validating Procedures

Leadership Skills

- Corporate Governance & Business Ethics
- Cross Cultural Leadership
- Negotiation, Communication & Executive Presentations

2nd Semester

Business Analytics

- Optimization Techniques
- Simulation & Forecasting Techniques
- Machine Learning & Artificial Intelligence Techniques

Business Control

- IT-enabled Information Systems
- Decision Support Systems
- Management Information Systems

Consulting

- Strategy & Market
- Innovation & Design Thinking
- Consulting Instruments

Big Data Project

- Agile Project Management
- Scientific Methods
- Field Project

3rd Semester

Study abroad

Optional: Double Degree

With the double degree you acquire a master’s degree at an international partner university in addition to the ISM master’s degree. At some partner universities this is even possible within the framework of an integrated foreign semester. You will receive two master’s degrees in two or two and a half years.

Partner universities for the double degree

- Boston University (USA)
- Edinburgh Napier University (UK)

double-degree.en.ism.de

4th Semester

Master’s thesis

I came to Germany because I can learn more practically here and ISM offers various but unique courses in an international atmosphere. ISM cooperates with some of the best universities to provide an exchange program that I believe will be very beneficial for my career. The small class size at ISM allows me to interact very well with my lecturers and classmates.



Careen Evans Joseph, ISM Student

M.Sc. International Logistics & Supply Chain Management

📍 Frankfurt/Main · Hamburg

Specialist Knowledge in Operations Management

Supply chain management and logistics processes are the **most important cornerstones of globalization**. Only based on their effective and efficient design, planning and control, global purchasing, production and sales can be realized.

Your lecturers are **renowned experts and practitioners** who discuss with you the application of operations management concepts by means of recent case studies and projects. You will gain insight into classical matters such as aviation, land and sea transport as well as plan capacities and manage yields. **Digitization, sustainability and business transformation** will not only be trends for you any more, but you can integrate these perspectives in the daily operations management business. This knowledge gain will be supported through **excursions** that you do to leading companies that are active in the logistics segment as well as through the consulting project that you work on as a team.

The program qualifies you for management positions in the international logistics, supply chain and operations environment.

master-logistics.en.ism.de



Program Director

Prof. Dr. Anna Quitt

Background (in parts):

- Head of Corporate Development, CHIRON Group SE
- Senior Manager, Energy Sector (Advisory), PricewaterhouseCoopers GmbH

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor’s degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

Applicants to this program must have obtained at least:

- 60 ECTS points in Economics, or
- 30 ECTS points in Logistics, Transportation, Computer Science, Mathematics, Statistics or Engineering Sciences

1st Semester

Transportation Modes & Business Models

- Land & Sea Transport
- Aviation Transport
- Infrastructure Management

Operations Management

- Process Management
- Supply Chain Management
- Quality Management

General Management in Logistics & SCM

- Strategic Management
- Human Resources Management
- Business Transformation

Methodologies in Logistics & SCM

- Quantitative Methods & Operations Research
- Data Science & Business Intelligence
- Scientific Working

2nd Semester

Advanced Transport Management

- Forecasting, Capacity Planning & Network Management
- Yield Management & Pricing
- Marketing & CRM

Finance & Risk Management in Logistics & SCM

- Managerial Accounting
- Financial Analysis & Planning
- Risk Management

International Environment of Logistics & SCM

- Digital & Sustainable Supply Chains
- Ecology & Economics
- International Law, Transport Policy & Lobbying

Project Work in Logistics & SCM

- Project Management & Consulting Methods
- Consulting Project

3rd Semester

Study abroad

Optional: Double Degree

With the double degree you acquire a master’s degree at an international partner university in addition to the ISM master’s degree. At some partner universities this is even possible within the framework of an integrated semester abroad. You will receive two master’s degrees in two or two and a half years.

Partner universities for the double degree

- Boston University (USA)
- Edinburgh Napier University (UK)
- EM Normandie (France)
- Lancaster University (UK)
- University of the Sunshine Coast (Australia)

double-degree.en.ism.de

4th Semester

Master’s thesis

Studying International Logistics & Supply Chain Management at ISM is a career-changing experience for me. The course is well designed in order that the best knowledge and valuable input from the professors help the students achieve success with their respective field of study. Lectures are excellent. Professors are internationally renowned experts in their field and always open for solving student related issues.



Darshan Hunusghatta, ISM Student

M.A. Luxury, Fashion & Sales Management

Munich • Berlin

Equipped for the Luxury and Consumer Goods Industry

This master’s program **combines business administration knowledge with a specific emphasis** on marketing, retail, purchasing or sales in the luxury, consumer goods industries. The focus of the course is on the fashion industry, but due to the luxury goods sector, the study program covers a much wider range of products, from the furniture to the automotive industry.

Your expertise will enable you to take on higher management tasks in many segments. You will **get to know the complex value chains** as well as different sales and action concepts. **E-commerce is as important in our courses as classic retail structures.** The program is complemented by content in marketing and brand management.

Through your **lecturers from top companies** such as Hugo Boss and Montblanc as well as your own experience during your semester abroad and internship, the degree will enable you to successfully enter the luxury and consumer goods industry.

master-fashion-sales.en.ism.de



Program Director
Prof. Dr. Christiane Beyerhaus

Background (in parts):

- Vice President Buying and Marketing, Douglas AG
- Head of Purchasing Department, Peek & Cloppenburg GmbH & Co. KG
- Consultant of the Board of Directors, KaDeWe Group

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor’s degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

Applicants to this program must have obtained **at least 30 ECTS points** in economics, business psychology or a media and communication studies degree. **Alternatively**, qualified professional experience or internships can be used to compensate for a lack of field-specific ECTS points. Field-specific activities include those in the areas of marketing, retail purchasing and logistics.

If you do not have a bachelor’s degree in economics or if your ECTS points are not sufficient, **we offer a Pre-Master program** (see page 60).

1st Semester

Fundamentals of Luxury & Fashion Management

- Strategies, Markets & Players
- Consumer Behavior
- Trademark Law & Copyright

Brand Management

- Brand Identity, Value & Pricing
- Brand Architecture
- Luxury Brand Communication, Media Planning & Controlling

Design & Operations Management

- Industrial & Product Design
- Luxury & Fashion Buying
- Supply Chain & Operations Management

Marketing Research

- Qualitative Market Research
- Advanced (Quantitative) Market Research
- Marketing Analytics & Data-driven Marketing

2nd Semester

Customer Experience Management

- CRM & Clienteling
- Architecture, Interior Design & Merchandising
- Creativity, Art & Luxury Event Management

Leadership Skills

- Corporate Governance & Business Ethics
- Negotiation, Communication & Executive Presentations
- Cross Cultural Leadership

New Luxury Management

- Developing New Luxury Models: Design Thinking Method
- Digital Luxury
- Sustainable Luxury

Market Research Project/Case

3rd Semester

Study abroad

Optional: Double Degree

With the double degree you acquire a master’s degree at an international partner university in addition to the ISM master’s degree. At some partner universities this is even possible within the framework of an integrated foreign semester. You will receive two master’s degrees in two or two and a half years.

Partner universities for the double degree

- Bond University (Australia)
- Boston University (USA)
- Edinburgh Napier University (UK)
- INSEEC (France)
- Lancaster University (UK)
- Pôle Universitaire Léonard de Vinci (France)
- Universitat Ramon Llull (Spain)

double-degree.en.ism.de

4th Semester

Master’s thesis

Studying at ISM has excellently prepared me for my start into the working world. From the combination of lectures, workshops and company visits I got a good insight into the various sectors of Sales & Marketing, both theoretically and practical. Further I took the chance to get a double degree in Scotland. As a consultant I can now utilise all the skills I learned in my daily business.



Jennifer Deuse, Management Consulting Analyst, Accenture GmbH, ISM Graduate

M.A. International Business

Dortmund · Frankfurt/Main · Munich · Berlin

Business Administration without Previous Knowledge of Economics

Sound business knowledge is a prerequisite for almost all professions that include a modern management or leadership component. However, many bachelor's graduates still lack this business knowledge for their dream job. Whether you are an engineer, communications scientist or biologist, **if you have a bachelor's degree in a field other than business administration**, but would still like to obtain a business degree, **M.A. International Business is for you.**

In addition to the basic principles of business administration, accounting and controlling, the Master in International Business also covers **human resource management, international marketing and international business management.**

In combination with your first degree, you will have an exceptional range of **specific knowledge that will make you particularly attractive for employers** – thus broadening your career prospects.

master-international-business.en.ism.de



Program Director
Prof. Dr. Eyden Samunderu
Background (in parts):

- Senior Analyst, Merrill Lynch
- Advisory Board Member, Hamburg Aviation
- Board Advisor at Aviation Partners Africa (London)

Admission Requirements

For the admission to the course of study, the following proof is required:

- a successfully completed bachelor's degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

For the M.A. International Business program no economic pre-knowledge has to be proven.

1st Semester

- Principle of Business Administration**
 - Principles of Procurement & Production
 - Principles of Marketing
- Financial Reporting & Taxation**
 - Financial Reporting
 - Taxation
- Management Theory & Practice**
 - Corporate Management
 - Strategic Management
- Organizational Behavior & Human Resources Management**
 - Human Resource Management
 - Organization
- Quantitative Methods for Business**
 - Business Mathematics
 - Statistics
- International Business**
 - International Management
 - Intercultural Management

2nd Semester

- Principles of Finance**
 - Investment Theory & Finance
 - Cost Accounting
- Managing the International Enterprise**
 - Innovation Management
 - Supply & Process Management
 - Project Management
- International Marketing**
 - Global Marketing Management
 - Customer Relationship Marketing
 - Advanced Market Research
- Analysis & Decision Making**
 - Advanced Strategic Management
 - Business Development
 - International Business Game
- The Environment of the International Enterprise**
 - Corporate Controlling
 - International Financial Management
 - International Business Law

3rd Semester

- Financial Planning & Rating**
 - Business Planning & Modelling
 - Rating
- Leadership Skills**
 - Corporate Governance & Business Ethics
 - Negotiation, Communication & Executive Presentations
 - Leadership & Change Management
- Applied Knowledge**
 - Management & Planning of Consulting Projects
 - Consulting Project

Elective Modules (2 of 3)

- International Controlling**
 - Financial Risk Management
 - Business Planning & Venture Capital
 - International Financial Reporting
- International Operations**
 - International Operations Management
 - Global Sourcing & Logistics
 - Business Modelling
- Digital Marketing**
 - Online Marketing, Online Advertising & Social Media
 - E-Marketing & E-Commerce
 - Mobile Marketing

4th Semester

Master's thesis

The MIB course at ISM has been a one of its kind of pivotal experiences that has enabled us to think differently. Being an Engineer with a data analytics background, this has not only pushed me to maximize my throughput but also helped me in developing strategies utilizing the true essence of management and all that it entails. In the last one year of our association, we have learnt to build effective teams, negotiate through roadblocks and attach a cost to almost every deal.



Sivani Gollapudi, ISM Student



After completing my biology bachelor, I decided on my passion – a Master in Luxury and Fashion – at ISM. This Pre-Master is really recommended for everyone. Here, missing business knowledge is built up and deepened and thus made applicable for the practice. Content and topics were excellently conveyed due to the small groups, the very good professors and the general organization.

Amira Drira, ISM Student

Pre-Master

📍 Dortmund · Frankfurt/Main · Munich · Berlin

Not everyone, who is interested in a master's program in management, has got the suitable knowledge of business administration with their bachelor's degree. But there is help: our specially tailored Pre-Master program contains everything you need!

Take advantage of this unique opportunity to get acquainted with ISM's offer. The **compact preparatory semester (30 ECTS)** starts in spring terms and enables you to qualify for our diverse master's programs.

Students with non-economic bachelor's degrees **receive a profound business education** at university level. This also includes basics in administration, accounting, human resource management and marketing.

It doesn't matter in which field you have completed your bachelor's degree: **we'll make you fit for the master's!**

pre-master.en.ism.de

Admission Requirements

For the admission the following proof is required:

- a successfully completed bachelor's degree, comprising at least 180 ECTS points, or an equivalent course of study at a university or university of applied sciences or a foreign university of equivalent level, and
- the submission of the application documents as well as
- the participation in a multi-level entrance test (written and oral) and
- a B2 proficiency in English.

Tuition and enrollment fees as listed on page 45.

1st Semester

Principles of Business Administration

- Principles of Procurement & Production
- Principles of Marketing

Financial Reporting & Taxation

- Financial Reporting
- Taxation

Management Theory & Practice

- Corporate Management
- Strategic Management

Organizational Behavior & Human Resource Management

- Human Resource Management
- Organization

Quantitative Methods for Business

- Business Mathematics
- Statistics

International Business

- International Management
- Intercultural Management

The Pre-Master qualifies you for the following programs:

- M.Sc. International Management
- M.A. Strategic Marketing Management
- M.Sc. Finance
- M.Sc. Business Intelligence & Data Science (case-by-case decision)
- M.A. Luxury, Fashion & Sales Management

After completing my bachelor's degree in fashion design, I was looking for a master's degree in business administration. The Pre-Master at ISM teaches non-subject students such as myself the basics of business administration and thus enabled me to pursue my desired course of studies.



Julia Gruber, ISM Student



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 has broadened my horizons and shown me that leadership is more than just making binary decisions.

Cetin Akbulut, ISM MBA Student

MBA General Management

📍 Part-time in Dortmund · Full-time in Munich

With the MBA General Management, you can specifically expand your business and management knowledge for a leading position in business.

Theory and practice are closely intertwined in the MBA program. Through experienced lecturers from the management practice and a constant exchange with numerous companies, you can gain your own practical experience and **expand your personal network**.

The program, which is **completely taught in English**, can be studied **part-time and full-time**. Both programs vary slightly. If you choose the part-time MBA, your block seminars in Dortmund take place from Friday to Sunday. In addition, you will spend three one-week study modules at renowned universities in the USA, in India and Hong Kong. As a full-time MBA student, you can use your knowledge and skills in an international context through a stay abroad in Spain.

During the MBA course special attention is paid to the holistic development of knowledge for corporate management. Students are offered **a profound insight into corporate processes** in the fields of strategy, general management, marketing, finance, accounting, innovation, entrepreneurship, supply chain and IT; as well as regional topics and organisation. The focus in leadership is placed on the targeted development of personality and intensive feedback processes.



Sanela Hadic

· ISM MBA Student

What convinced me to study at the ISM was, in addition to the excellent reputation of the university, the inter-national 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.

Coaching

The individual coaching is one of the programs greatest strengths. Each MBA student is accompanied by a professional coach who helps to enhance necessary leadership and management qualifications. The MBA coaching is divided into four phases, the results of which are recorded in a personal development log.

Phase 1

First the coach and the student get to know each other and define their professional location through a standardized interview. This phase includes two sessions focused on identifying strengths and weaknesses plus defining development goals.

Phase 2

The second phase is geared towards improving your communication skills and behavior.

Phase 3

The third phase aims to improve your team spirit and leadership skills. It includes an individual session and a fullday team seminar. In addition, you will receive career counselling.

Phase 4

Conflict behavior is the focus of the last phase. You will also participate in a final potential assessment.



Linda Nguyen

· Strategy & Business Development,
GMH Group
· ISM MBA Graduate

The coaching was an absolute enrichment for me, both personally and professionally. During the profound coaching sessions, in which I was always given full attention, my coach was able to put me in various situations and always showed me different perspectives to deal with. I appreciate the professionalism and competence, my coach's empathy, the empathetic listening and the honest feedback.

MBA General Management Full-time

Munich

At a Glance

Standard period of study:	3 terms plus thesis (4 months per term)
Semester start:	Fall term
ECTS:	90 ECTS
Campus:	Munich
Visit abroad:	Spain
Language:	100% English
Deadline for application:	June 15 if visa is necessary
Tuition fees:	€23,400 incl. enrollment and thesis fees
MBA Support Scheme:	Up to 50% reduction in tuition fees possible

[mba-gm-full-time.en.ism.de](#)



Program Director
Prof. Dr. Silke Finken
Background (in parts):

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

Term 1	Term 2	Term 3	Term 4
Managing the Business in the International Environment • Strategic Management • Management in the Global Environment • Managerial Economics Internal Management • Risk Management • Crisis Management • Change Management Leadership Skills • Cross Cultural Leadership • Corporate Governance & Business Ethics • Negotiation, Communication & Executive Presentations	Marketing • Strategic Marketing • Digital Marketing • Advanced Market Research Finance & Accounting • Corporate Finance • Managerial Accounting • Strategic Cost Management Operations & Supply Chain • Global Sourcing • Supply Chain Management • Project Management	Innovation • Innovation Management • New Business Models • Design Thinking IT-enabled Transformation • Data Science & Business Intelligence • IT-enabled Information Systems • IT Management Entrepreneurship • Entrepreneurship • Business Planning & Modelling • Capstone Exercise	Master's thesis

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:	Hong Kong, 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 3 block seminars abroad from Monday to Saturday
Deadline for application:	February 28
Tuition fees:	€25,800 incl. enrollment and thesis fees
Early bird discount:	€1,000 by booking until January 31st
MBA Support Scheme:	Up to 50% reduction in tuition fees possible

[mba-gm-part-time.en.ism.de](#)



Program Director
Prof. Dr. Qeis Kamran
Background (in parts):

- 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
Managing the Business in the International Environment • Strategic Management • Managing in the Global Environment • Managerial Economics Internal Management • Risk Management • Crisis Management • Change Management Leadership Skills • Cross Cultural Leadership • Corporate Governance & Business Ethics • Negotiation, Communication & Executive Presentations	Marketing • Strategic Marketing • Digital Marketing • Advanced Market Research Operations & Supply Chain • Global Sourcing • Supply Chain Management • Project Management Current Management Trends • Managing in Emerging Markets (India) • Information Management & Data Science (India) • Doing Business in China (Hong Kong) • Strategic Sourcing (Hong Kong)	Finance & Accounting • Corporate Finance • Managerial Accounting • Strategic Cost Management Innovation • Innovation Management • New Business Models • Design Thinking Entrepreneurship & Holistic Management • Entrepreneurship • Business Planning & Modelling	Entrepreneurship & Holistic Management • Multinational Finance & Trade (USA) • Innovative Marketing Techniques (USA) Master's thesis



I chose ISM because the „classic“ work as scientific assistant at a university did not fit me. As I already got my bachelor's degree at ISM, I still feel very related to my Alma Mater. Beside my doctorate I now have the opportunity to represent the B.A. Tourism & Event Management at ISM Munich and gather a lot of experience as lecturer. This model – combined with my professional knowledge – is preparing me perfectly for a future position as professor.

Kim Hartmann, ISM Graduate

PhD/DBA

The doctoral programs at ISM offer you advantages such as individual assistance from the application to the completion of your doctorate. The personal support from an ISM professor, our professionals and the administrative team will give you

the opportunity to do a doctorate in a very practical way. You can continue your academic career at ISM and also work with one of our internationally renowned and accredited partner universities.



Northumbria University, Newcastle, UK

Newcastle Business School (NBS) has an **excellent reputation for business management education** and has international **AACSB accreditation**. Research focuses primarily on interdisciplinary themes with a strong emphasis on practical application. ISM and Northumbria University have a cooperation which allows graduates to **apply for a PhD or a DBA** program in the Faculty of Business and Law.



University of Strathclyde, Glasgow, UK

The University of Strathclyde Business School (SBS) is one of the few business schools in the world to be **triple accredited** (AMBA, AACSB and EQUIS). Postgraduate research is focused on the following subject areas: Accounting & Finance, Economics, Entrepreneurship, Human Resource Management, Management, Management Science and Marketing. The cooperation between ISM and the University of Strathclyde allows graduates to **apply for a PhD or a DBA** program.



Universitat Ramon Llull, Barcelona, Spain

The Universitat Ramon Llull (IQS) is prestigious for Management and Business Administration (accredited by AACSB) and **more than 110 years of teaching experience**. The university supports innovative research culture and is **listed in the "QS World University Ranking"**. Postgraduate research is focused on Corporate Finance and Consumer Behaviour. The cooperation between ISM and the IQS (Institut Quimic de Sarria) allows graduates to **complete an international PhD** program.



Bond University, Gold Coast, Australia

The Bond Business School (BBS) of the Bond University is located in Queensland and has been **awarded a five-star rating for student experience**. BBS is AACSB and EQUIS accredited and **one of only four universities in Australia who are members of GMAC**. The PhD program places a major emphasis on independent inquiry, competence in research methodologies and to communicate research results. ISM and BBS have a cooperation which allows ISM graduates to **apply for a PhD program**.

International School of Management

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

ISM Academic Programs

Full-time programs

- B.Sc. International Management
- B.A. Marketing & Communications Management
- B.Sc. Finance & Management
- B.Sc. Psychology & Management
- B.A. Tourism & Event Management
- B.A. Global Brand & Fashion Management
- B.A. International Sports Management
- B.Sc. Information Systems
- LL.B. Business Law
- ISM Qualifier Semester
- M.Sc. International Management
- M.A. Strategic Marketing Management
- M.A. Digital Marketing
- M.Sc. Finance
- M.Sc. Psychology & Management
- M.Sc. Organizational Psychology & Human Resources Management
- 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. International Business (fachfremder Master)
- Pre-Master
- MBA General Management

Part-time programs

- B.A. Business Administration International Management
- B.A. Business Administration Finance
- B.A. Business Administration Sales & Brand Management
- B.A. Business Administration Logistik Management
- M.A. Management International Management
- M.A. Management Marketing, CRM & Vertrieb
- M.A. Management Finance
- M.A. Management Psychology & Management
- M.A. Management Supply Chain Management & Logistics
- M.A. Management Real Estate Management
- MBA General 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

Academic certificates at university level

- Individual courses for career development

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SportScheck

L'ORÉAL
DEUTSCHLAND

