

# MBA General Management

Full-time · Part-time

Dortmund · Munich · Berlin

ISM

INTERNATIONAL  
SCHOOL OF MANAGEMENT

University of Applied Sciences



International.  
Individual.  
Inspiring.

# Contents



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**Get a taste of the study  
experience in our image film**



## Overview

- 06 Why Get an MBA at ISM
- 08 Next-Gen Leadership
- 10 Start of Study

## MBA General Management Full-time

- 12 Course Content
- 13 International Focus

## MBA General Management Part-time

- 14 Course Content
- 15 International Focus

## In-depth Expertise

- 16 ISM's Board of Trustees
- 17 Industry Experts



Prof. Dr. Audrey Mehn  
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). For over 30 years, ISM has established itself as **one of Germany's leading business schools**. ISM is the first private University of Applied Sciences in Germany to receive **AACSB accreditation**, underscoring our dedication to providing top-tier education.

Across our seven campuses and through our distance learning program, we prepare our students with the necessary know-how for management tasks in national and global companies. No matter what career you choose for yourself, you will learn the skills necessary to work as part of a team, solve problems and make an impact.

The **MBA program** at ISM blends business theory with real-world insights, giving you the skills, experience, and network to thrive in a leading role in the business world. Learn from industry pros and turn knowledge into impact.

We cordially invite you to learn more about how studying at ISM equips students with the academic foundation and practical skills required **to embark on a successful career**. Our student advisors will be pleased to assist you with any questions you may have. You can find their contact information at [en.ism.de](https://en.ism.de) or in this brochure.

Best regards,

Audrey Mehn

*Pursue an MBA at ISM:*

**Germany's 1st  
AACSB-accredited  
private University of Applied Sciences**



**International.  
Individual.  
Inspiring.**



A photograph of three students (two women and one man) standing on a rooftop, smiling and looking at each other. In the background, a city skyline with various skyscrapers is visible under a clear blue sky. The students are dressed in casual attire; one woman has long blonde hair and wears a denim jacket, while the man wears a light blue polo shirt.

## ...at ISM means

- Curriculum that broadens horizons beyond national borders
- Integrated study abroad modules & internationally recognized degrees
- Small learning groups & a high level of individual support
- Practical-oriented studies & active assistance in planning your career path
- Networking students and companies closely with one another
- Innovation in teaching and research

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As a computer scientist, I received excellent technical training, which I complemented with the MBA program at ISM. This **outstanding combination** of personal coaching, cultural, economic, and strategic courses in **small groups**, along with international events, **has broadened my horizons**. It has shown me, as a computer scientist, that leadership involves more than just making binary decisions.



Cetin Akbulut  
**ISM MBA Graduate**  
Senior Consultant  
Deichmann SE



# Why Get an MBA at ISM?

**>30 yrs**

of educational excellence



Germany's 1st AACSB-accredited private University of Applied Sciences

**95 %**

rate the compatibility with the profession as good to excellent



45% of graduates increase their salary by more than 30%

Outstanding position



ISM is also accredited by:



Click on these logos in the PDF for more information.

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The **coaching** was an **absolute enrichment** for me, both personally and professionally. During the intensive coaching sessions, where I always received full attention, **my coach** was able to fully understand each of my situations and consistently **offered different perspectives** for handling them. I greatly appreciate the professionalism, competence, empathy, attentive listening, and honest feedback my coach provided.



Linda Nguyen-Klappert  
**ISM MBA Graduate**

Director Corporate  
Strategy  
Swiss Steel Group



# Next-Gen Leadership

Boost your leadership potential with an MBA in General Management. Combining theory with **real-world practice**, the program offers **hands-on learning** with experienced lecturers and strong industry connections, giving you the skills, experience, and professional network to **thrive** in today's fast-paced business world.

Our MBA program is taught entirely in English. Students have the option of enrolling full-time or part-time. The two programs differ only slightly.

If you choose the **part-time MBA**, your block seminars will take place once a month from Friday to Sunday in Dortmund. Additionally, you will spend three one-week study modules at renowned universities in the USA, India, and South Korea. As a **full-time MBA** student, you can cultivate and apply international management skills within a cultural setting during a study abroad program in Spain.

In addition, both **MBA programs** offer you the benefit of being guided by a **professional coach** throughout your studies. You will work on and improve your soft skills and optimize your leadership qualities.

## Coaching — A Specific Highlight of Our MBA Program

**Individual coaching is a key feature of the program.** Each MBA student is mentored by a professional coach who helps **enhance leadership skills** and management qualifications. Our MBA coaching is divided into four phases. The results are summarized in a personal development report.

### Phase 1

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

### Phase 2

Phase 2 focuses on communication behavior. It is designed to improve your communication skills and behavior, including in an intercultural context.

### Phase 3

The third phase aims to improve your team spirit and leadership skills. It includes an individual session and a full-day team seminar. In addition to that, career counseling is also part of phase 3.

### Phase 4

Phase 4 primarily focuses on conflict management. The significance of maintaining a healthy work-life balance is also discussed. Another standardized interview is conducted to update your professional assessment.

## Unlock More Global Opportunities with a Double Degree

In addition to obtaining your German degree from ISM, you have the opportunity to simultaneously earn an **additional MBA degree** from one of our international partner universities. This remarkable achievement will significantly **enhance your career prospects**, especially with global companies.

You don't need to decide on pursuing an international double degree before starting your studies at ISM. You can make that choice during your time here, retaining flexibility.

## MBA Plus — Your Plus in Flexibility

Another benefit for MBA students at ISM is the opportunity to further expand your knowledge through **MBA Plus**. This optional offer allows you to select specific topics of interest from our ISM distance learning courses.

**MBA Plus is free of charge.** Join now and earn **up to 15 additional ECTS points**. For more information and booking, please contact Ms. Nina Weidemann (nina.weidemann@ism.de).

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During the course of the program, we take ample time to closely examine the students' personal plans regarding their lives and careers. We work with the INSIGHTS tool, which helps coachees realize their potential and identify areas for development. In confidential one-on-one conversations, we analyze and assess the students' career paths and aspirations, and together we work on expanding their options and strategies.

### Sabine Kummer

- HR Manager, BMW AG
- Freelance management trainer, consultant, career coach and supervisor

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What convinced me to study at ISM, in addition to the university's **excellent reputation**, was the **international focus** of the MBA program. As an integral part of the curriculum, this provided students with authentic **insights into the driving forces of a globalized economy**—insights that I, as a PhD chemist, had not previously encountered and that have significantly shaped my perspective on current economic developments.



Sanela Hadic  
**ISM MBA Graduate**  
Manager Public Funding  
E.ON

# Start of Study

## Admission Requirements

**In order to enroll in the MBA General Management at ISM, applicants must fulfill the following requirements:**

- a first successful degree with 210 ECTS points from a university or an equivalent foreign higher education institution
- at least two years' professional experience after the first degree
- sufficient English language skills, e.g. TOEFL (at least 80 points internet-based) or IELTS (6.0 or better) or Cambridge (FCE)

Missing ECTS points may be replaced by qualified work experience up to a maximum of 30 ECTS points, in addition to the work experience required above.

Applicants who are subject to visa requirements must ensure that their application is submitted by the specified deadlines in the respective year.

**Spring term: December 15th**

**Fall term: July 15th**

Applicants without visa obligation or who already have a student visa may apply later.

**For more information** on this topic, or if you have any other questions, **please contact your study advisor** listed below or text us via WhatsApp: +49 151.41 97 68 03.

## Application Procedure

### Step 1

#### Your application

- Registration for the admission process and submission of application documents



### Step 2

#### Preparation

- Preparing a case study, or preparing a presentation of your bachelor's thesis or one of your term papers



### Step 3

#### Admission process

- Presentation of the case study, or bachelor's thesis or term paper & discussion
- Interview



### Step 4

#### Your study start

- Welcome to ISM
- Start your future with us



## Study Advisory Services

If you need further information, feel free to request a personal consultation at your convenience. Simply reach out to us. **We will gladly address all your inquiries** and provide the guidance you need.



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**Full-time  
Dortmund Campus  
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Munich Campus  
Nina Weidemann**

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**Got any questions?**

**Get in touch with us!**



# MBA General Management Full-time

📍 Munich  
🗣 English



## At a Glance

Standard period of study:	3 trimesters (1 year) plus thesis
Semester start:	September (fall term)
ECTS:	90 ECTS
Visit abroad:	Spain
Tuition fees:	€27,300 incl. thesis fees
Enrollment fee:	€600 for EU & EWR students, €1,500 for all other students
Early Bird Discount:	Save €1,500 by signing your contract for the fall term before March 15th
Last Call Discount:	Save €500 by signing your contract for the fall term before June 15th
MBA Support Program:	Up to 50% reduction in tuition fees possible
Admission procedure:	Preparation and presentation of a case study, or a presentation of your bachelor's thesis or one of your term papers, interview
Double Degree (optional):	Get 2 MBA degrees with one program. For more info please contact your study advisor.
MBA Plus (optional offer):	Take advantage of numerous ISM distance learning courses free of charge

 [mba-gm-full-time.en.ism.de](https://mba-gm-full-time.en.ism.de)

What courses will I study?

Your **module overview**  
can be found under the  
respective degree program  
at [en.ism.de](https://en.ism.de)



## Areas of Study (excerpt):

- Management in the Global Environment
- IT-enabled Transformation
- Digital Marketing
- Finance & Accounting
- Innovation Management & Design Thinking, ...

## Admission Requirements

**The following qualifications must be demonstrated for admission to the program:**

- a first successful degree with 210 ECTS points from a university or an equivalent foreign higher education institution
- at least two years' professional experience after the first degree
- sufficient English language skills, e.g. TOEFL (at least 80 points internet-based) or IELTS (6.0 or better) or Cambridge (FCE)



Indira Ghosh, ISM Graduate, Program and Delivery Management, ZEISS

At ISM, I had the privilege of **learning from some of the best professionals in their fields**. The curriculum significantly enriched my understanding of the business world. **The personal coaching was a great help** in my personal and professional development. I will always be grateful for the **high-quality education**, practical experiences, and lifelong connections that ISM has given me. The welcoming atmosphere has given me the opportunity to thrive both academically and professionally. **The faculty's commitment to going the extra mile to support students is truly commendable.**

# International Focus

The MBA General Management full-time program encourages students to apply their knowledge and skills in **a global setting**, offering an enriching **one-week study abroad experience in Spain**. During this stay, participants engage deeply with the local culture while expanding their expertise within a broader international framework. This will equip students

with a well-rounded **global perspective** that enhances their ability to navigate diverse business environments. Through this unique opportunity, students not only have the opportunity to broaden their professional network but also gain **valuable cultural competencies** crucial for success in today's global world.

## Spain



## Universitat Ramon Llull, IQS, Barcelona

Ramon Llull University is one of the most innovative and modern universities in Spain. It comprises **11 higher education and research institutions**, each with a long-standing tradition and a prestigious reputation. **IQS** (Institut Químic de Sarrià) is one of those institutions. With **more than 110 years of teaching experience**, IQS distinguishes itself by focusing on answering the dynamic social, economic, and industrial challenges facing today's society.

Quote about

ISM partner  
university



Hero Goldhammer, Channel Manager,  
Net at Work GmbH, ISM Graduate

What impressed me most during my time at IQS was that the lecturers and professors came from a variety of countries. This brought diverse cultural perspectives to the topics discussed in class. Combined with international events, this offered us a unique cultural enrichment that expanded both our professional and personal horizons.

# MBA General Management Part-time

📍 Dortmund  
🗣️ English



## At a Glance

Standard period of study:	4 semesters
Semester start:	Please note: September (fall term)
ECTS:	90 ECTS
Visit abroad:	South Korea, India, USA
Required holidays:	31 holidays in 2 years (assuming working days are Monday to Friday)
Required attendance:	66 days in 2 years Block seminars about once a month in Dortmund from Friday to Sunday; 3 block seminars abroad from Monday to Saturday
Tuition fees:	€28,800 incl. thesis fees
Enrollment fee:	€600 for EU & EWR students, €1,500 for all other students
Early Bird Discount:	Save €1,000 by signing your contract for the spring term before January 31st!
MBA Support Program:	Up to 50% reduction in tuition fees possible
Admission procedure:	Preparation and presentation of a case study, or a presentation of your bachelor's thesis or one of your term papers, interview
Double Degree (optional):	Get 2 MBA degrees with one program. For more info please contact your study advisor.
MBA Plus (optional offer):	Take advantage of numerous ISM distance learning courses free of charge

 [mba-gm-part-time.en.ism.de](https://mba-gm-part-time.en.ism.de)

What courses will I study?

Your **module overview** can be found under the respective degree program at [en.ism.de](https://en.ism.de)



## Areas of Study (excerpt):

- Management in the Global Environment
- Managing in Emerging Markets
- Innovative Marketing Techniques
- Current Management Trends
- Multinational Finance & Trade ...

## Admission Requirements

**The following qualifications must be demonstrated for admission to the program:**

- a first successful degree with 210 ECTS points from a university or an equivalent foreign higher education institution
- at least two years' professional experience after the first degree
- sufficient English language skills, e.g. TOEFL (at least 80 points internet-based) or IELTS (6.0 or better) or Cambridge (FCE)



Sophio Chitadze, ISM Graduate

I always wanted to pursue an MBA. What I particularly liked about ISM was that the course content and modules abroad **directly connected theory with practice.**

Here at ISM, internationality doesn't just refer to the course content and the English-language classes in the MBA program. **My fellow students came from different countries,** and we were all highly motivated and often shared our practical experiences.



# International Focus

The MBA General Management part-time program features three international study modules at prestigious partner universities in the **USA, India, and South Korea**. This approach integrates industry-specific knowledge within a global framework, providing students with an **international perspective**.

Throughout the program, participants are exposed to diverse work environments and communication styles, equipping them with the **skills** to collaborate effectively **across cultures**. This unique international experience enhances their ability to navigate the complexities of **global business**.

## USA



### University of California, Riverside

The University of California, Riverside, is **one of ten universities within the prestigious University of California system**. It is a major research university and national center for the humanities, offering students a supportive, collegial learning environment with nationally and internationally recognized faculty.

## South Korea



### SolBridge International School of Business

Located in South Korea's Silicon Valley, SolBridge is a private AACSB accredited business school in Daejeon. It offers an **excellent opportunity for students to learn about the Asian business world** and its relation to the rest of the globe. International students come from all over the world and make up about 80% of the student population.

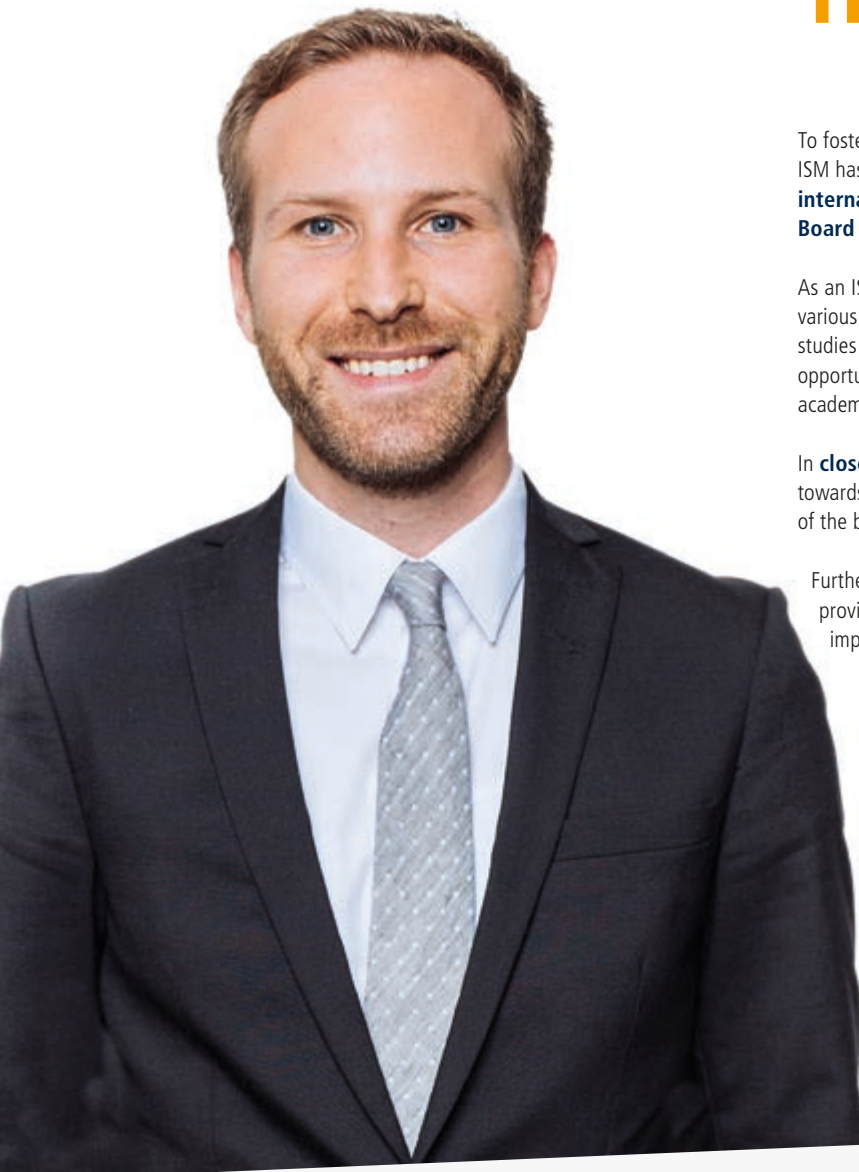
## India



### Indian Institute of Management, Indore

The Indian Institute of Management Indore is **a renowned management institute in India**. Established in 1996 to boost management education in central India, it has since become **a pioneer in the field**. The institute offers excellent programs for MBA aspirants as well as working professionals.

# ISM's Board of Trustees



To foster a robust connection between the university and the German industry, ISM has successfully recruited **high-ranking representatives from international companies, associations and institutions to serve on its Board of Trustees.**

As an ISM student, you can reap the benefits of the ISM Board of Trustees in various ways. This includes attending insightful lectures and engaging in case studies conducted by board members. Additionally, the board offers internship opportunities, graduate positions, and thesis opportunities to enhance your academic and professional growth.

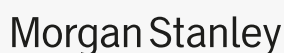
In **close cooperation with the Board of Trustees**, ISM consistently works towards refining course content to ensure it aligns with the evolving demands of the business sector.

Furthermore, **experienced professionals from member companies** provide valuable guidance to the university management in developing and implementing innovative study programs and university certificates.

Nicolai Mattern, Member of the Board of Trustees,  
Human Resources Director, LVMH Perfumes & Cosmetics

## Our cooperation partners

(excerpt)



# Industry Experts



**Prof. Dr. Eyden Samunderu**

- Senior Consultant, Oliver Wyman
- Board Advisor, Aviation Partners Africa, London
- Managing Partner, AMENA Africa Ltd

As an instructor in the program, I am able to impart multiple layers of leadership development, including: handling complex business situations, designing effective strategic actions, and demonstrating leadership stamina. Overall, students will learn how to thrive in multicultural settings.



**Caroline Timmermann**

- HR Executive, FLYLINE Tele Sales & Services GmbH, British Airways Group
- HR Manager, BMW AG
- Management trainer, career and salary coach, systemic coach, Timmermann Consulting GmbH

The coachee can trust that the shared coaching process is built on appreciation and confidentiality, includes honest feedback, and empowers them with new perspectives and impulses to create their own solutions.



**Prof. Dr. Matthias Lütke Entrup**

- Management Consultant for Purchasing, Supply Chain Management and Controlling
- Project Manager, A.T. Kearney
- Chief Financial Officer, Valensina Group

As a truly global program, the MBA at ISM empowers students to work and lead effectively in an international environment. As a lecturer in management accounting and strategic cost management, and a former CFO of a leading FMCG manufacturer, I equip MBA students with the necessary capabilities and skills in finance and accounting to take on management responsibilities in globally operating companies.



**Prof. Dr. Meiko Zeppenfeld**

- Partner, Breitmoser Schlichter Rechtsanwälte PartmbB
- Deputy Chairman of the Supervisory Board, Metabo AG

What I particularly like are the small teaching groups—they allow for intense and honest interpersonal exchanges between both lecturers and students. All lecturers at ISM have a strong track record of holding leading roles in companies and institutions, which brings you ever closer to the real world of business.



# Ready to reach your next level?

## Study at one of the best business schools in Germany!

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

**Get a taste of the ISM study experience:**  
Watch our image film and find out what awaits you at ISM



*International. Individual. Inspiring.*

**...are more than just  
three words here at ISM.**



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Full-time Programs · Part-time Programs  
Dual Programs · Distance Learning Programs



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