Master International Business
Faculty of Business Administration
Professor Dr.-Ing. Alexander Kumpf
Master International Business

Why do a Master?

- Specialization and Extended Knowledge.
- Gaining New Experiences.
- Networking.
- Better Professional Career Opportunities.
- Academic Career with PhD Program.

3-4 Years Undergraduate Program
Bachelor (180-240 ECTS)

1-2 years Postgraduate Program Master (60-120 ECTS)
Master International Business
Main Facts

- Master of Arts in International Business (Fulltime, Three Semester, 90 ECTS)
- Flexibility in Content for the 2nd Semester (Three Competence Fields)
- Flexibility in Location (UAS Landshut, Virtuelle Hochschule Bayern (Open Blended Courses), Partner Universities Worldwide or Self Organized)
- Flexibility in Timing (From 13 up to 30 Months / Max. 5 Semesters)
- Optional: Double Degree (M.A. and M.Sc.)
Master International Business
Structure and Flexibility in Content

1st Semester
March - July

- Business Functions
  - Global Operations Management
  - International Accounting and Management Control
  - International Financial Management
- Management
  - International Business Environment and Strategy
  - Business Ethics & CSR in Digital Business
  - Agile and Hybrid Project Management in International Environment

2nd Semester

- International Business Modules
  - International Management
  - Specific Functional Competence
  - Interdisciplinary and Social Competence

3rd Semester
Dec./Mar. – Apr./Sept.

- Thesis
  - Business Research Methods
  - Postgraduate Major Project/ Master’s Thesis
  - Thesis Colloquium


2Specific Functional Competence: Financial Management, Controlling, Supply Chain Management, Purchasing, Logistic, Sales, Marketing, HR Management

Master International Business
Main Courses

Global Operations Management
(4 SWS – 5 ECTS, Prof. Dr. Kumpf)
- Theories and Models of International Business
- International Strategic Management and Global Market Opportunity Assessment
- Designing and Managing Global Business Operations
- Leadership and International/National Team Work and Managing Implementation Strategy
- Case Studies and Business/Management Simulation
- Managing Global Operations and Global Supply Networks

International Accounting and Management Control
(4SWS – 5 ECTS, Prof. Dr. Dieses)
- Fundamentals of Accounting
- International Financial Accounting
- Information about Decision-Making
- Planning and Budgeting
- Management Control Systems
- International Transfer Pricing and Taxation
Master International Business
Main Courses

International Financial Management
(4 SWS – 5 ECTS, Prof. Dr. Mühlfriedel)
- International Dimension for Corporate Economic activity, especially particular for Corporate Financial Management
- Financial Planning and Investment appraisal
- Risk Assessment & Management with particular emphasis on FOREX-related risks
- Company Valuation and Financial Reporting in an International Company set-up
- Current topics in International Financial Management

International Business Environment and Strategy
(4 SWS – 5 ECTS, Prof. Dr. Jaeger)
- Geopolitical Impacts on Business Activities
- Risk Management on Global Business
- Strategy Management (for SME’s)
- Changes and Trends on Society, Politics, Environment and Technology
- Global Market Places / Characteristics of Europe, North-/South America, Asia and Africa
- International Organizations and Institutions
Master International Business
Main Courses

Business Ethics & CSR in Digital Business
(4 SWS – 5 ECTS, Prof. Dr. Prasch + Guest Lecturer)
- Goals of Business Ethics
- Theories of Ethics / Different approaches to Business Ethics / Ethical Principles
- Compliance and CSR
- Models of Stakeholder Management
- Elite; what to expect; what they deliver
- Corporate Governance, Corporate Citizenship

Agile and Hybrid Project Management in International Environment
(4 SWS – 5 ECTS, Prof. Dr. Prasch + Guest Lecturer)
- Agile and Hybrid Project Management in International Environment
- Global Projects on Sales, Purchasing, Production, and Product/Process Development
- Leadership within International Projects
- Conduct Negotiations with Project Members, Partners, and other Stakeholders
- Intercultural Aspect in International Projects (Guest Lecturer)
Master International Business
Flexibility in Location – European Partners

- Edinburgh Napier University
  - Edinburgh / UK

- Anglia Ruskin University
  - Cambridge / UK

- Griffith College
  - Dublin / Ireland

- Universidad de Castilla-La Mancha
  - Toledo / Spain

- Universidad de Jaén
  - Jaén / Spain

- Högskolan Kristianstad
  - Kristianstad / Sweden

- Banku Augustskola / School of Business and Finance
  - Riga / Latvia

- University of Latvia
  - Riga / Latvia

- Agriculture Academy of Vytautas Magnus University
  - Kaunas / Lithuania

- Klaipeda University
  - Klaipeda / Lithuania

- University of Lodz
  - Lodz / Poland

- Istanbul Aydin University
  - Istanbul / Turkey
Master International Business
Flexibility in Location – Worldwide Partners

Vancouver Island University
- Nanaimo / Canada

National University
- San Diego / USA

Université des Antilles
- Guadeloupe / France

St. Petersburg State University of Economics
- St. Petersburg / Russia

University of Sunshine Coast
- Queensland / Australia

International College of Management
- Sydney / Australia
Master International Business
Flexibility in Timing

Standard Period (13-16 Months)
1. Semester: UAS Landshut
2. Semester: Partner University (e.g. UK)
3. Semester: Master Thesis

Variant Voluntary Placement 3rd Semester
3. Semester: Voluntary Placement
4. Semester: Master Thesis

Variant Voluntary Placement 2nd Semester
2. Semester: Voluntary Placement
3. Semester: Partner University
4. Semester: Master Thesis
Master International Business
Entrance Requirement

- Bachelor’s Degree with 210 ECTS in Business Related Field. Applicants with 180 ECTS need Professional Working Experience of, a Minimum of 900 Hours in the Field of Business Administration.
- Language Requirement: C1-Level in English (IELTS score of 6.5, TOEFL score of 90 (with not lower than 20 in each category), TOEIC score of 465 for listening comprehension and 430 for reading).
- Applicants from a Non-German-Speaking educational institution have to Prove German Language skills at the Level of A2 by the end of the 2nd Semester.
- Students with or without work experiences are accepted.
Master International Business Application

Application period: 15th of November until 15th of January

Application procedure:

1. Pre-Check of certificates by Uni-assist e.V. (www.uni-assist.de)*
   Processing fee € 75,00 / processing time: 2 – 8 weeks
   Result: “Vorprüfungsdokumentation (VPD)” - Upload all application documents online

2. Send all Documents (original or certified copies) by Paper to the University

Application Documents:

- Application form („Antrag auf Zulassung“)*
- Curriculum Vitae / CV
- Recognition of Degree by Uni-assist e.V. (VPD) and/or APS certification*
- Bachelor degree certificate and transcript of records
- Secondary school final certificate
- Proof of English language skills (level C1 or equivalent)
- If applicable: German language certificate (level A2 or equivalent)*
- If applicable: confirmation of practical / work experiences

* Only for Graduates from non-German-Speaking educational institutions
Master International Business Integration and Networking

- Pre-Arrival – Information about Accommodation and Registration
  https://www.haw-landshut.de/en/study/prospective-students/international-students/offer-for-international-students.html
  For NON-EU Citizen: Schengen Visa Recommended !!!

- After Arrival - Welcome Activities at the University of Applied Sciences Organized by International Office and Faculty of Business Administration

- 16th of March - Introduction to the Study Program and Get Together (Evening)

- 25th – 27th of March – Networking and Lecture in the Alps Alpine Decision Making Seminar by Prof. Dr. Peisl and Prof. Dr. Kumpf
  Location: Mitteralm (1.200m), at the Mountain Wendelstein
  https://www.youtube.com/watch?v=-bMAvr6AV6Q&feature=youtu.be
Master International Business

Internet Links

Master International Business:  

Online Application at University of Applied Sciences Landshut:  
https://campus.haw-landshut.de/qisserver/pages/cs/sys/portal/hisinoneStartPage.faces

International Office:  www.haw-landshut.de/en/study/prospective-students.html

Study in Bavaria:  https://www.study-in-bavaria.de/

Students with special needs:  

Welcome Center Germany:  https://welcome-center-germany.com/
Thank You Very Much
For Your Attention!
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