



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



**English  
language**

**Master of Arts (M.A.)  
International Management**

## M.A. International Management

Video and phone conferences with team members in the United Kingdom and Brazil, production facilities in South Korea, cooperation partners in China, customers in the USA and Australia: the increasing interdependence of world economies requires firms to manage their businesses internationally and heavily engage in global collaboration. This macro development leads to an unprecedented need for international managers and professionals, equipped with a solid business education as well as intercultural and language skills.

As an International Manager, your destination is to assume leadership responsibilities on domestic and international teams. For example, your employer will assign you to enter a new or expand existing operations in an international market. Alternatively, you can transform your entrepreneurial ideas into a successful international startup venture, taking advantage of global business opportunities.

Attractive career paths are available in fast-growing fields like international marketing and sales, international financial management, international human resource management, international supply chain management or

international project management. You might also consider starting your own management consulting business.

FHM's Master in International Management combines the latest in business thinking from management experts with assignments to empower students with the skills employers seek. The program opens the door to a wide variety of career opportunities in world economies.

Classes are designed for an international audience and taught in English. In addition to acquiring solid leadership and managerial skills, all students participate in an internship and company visits. These practical experiences make the program more versatile, in line with the needs of the current global employment market.

With a globally focused curriculum, many classes in FHM's Master in International Management program utilize the Harvard Business School case method. Students read and reflect on the case study, meet in student discussion groups. In the classroom, students compare different alternatives and suggest an action plan, placing the student in the role of the decision maker.

The Master in International Management offers a way to develop your knowledge immediately after graduating with a Bachelor's degree. It provides the foundation for a great career start and prepares graduates to find a rewarding employment in a job market filled with high expectations.

The field of Management requires diverse knowledge of many related business subjects. The Master in International Management program is designed to provide this education, offering in-depth classes and a great learning environment with a small number of students in each course.

Team assignments in and outside the classroom are an important component of the Master in International Management program. The degree will help you develop great interpersonal and multicultural skills, become an efficient



Klaus B. Zensen, Ph.D., Program Director

problem solver and overall, you will know how to apply international management theory to the real world of business. You will have a clear understanding of how a business operates considering the socio-economic environment and you will be able to manage the challenges of global affairs.

---

### Future career paths by function

---

- › Global Marketing and Sales
- › International Finance, Analysis and Planning (FP&A)
- › International business development
- › International project management
- › Operations/international supply chain
- › International human resource management
- › Consulting
- › Strategy/General Management
- › Accounting

---

### Course contents

---

The increasing interdependence of world economies forces companies to face international competition and be vigilant to become or stay competitive. Managers in multinational corporations must be highly competent in global business practices, possess solid international work and intercultural experience and speak foreign languages fluently.

The Master in International Management excels at providing the necessary education and helping develop the next generation of international managers in a globalized economy. Program graduates are well prepared with a solid foundation of theory concepts and practical applications in case studies and simulations.

A vivid exchange with international firms further augments the experience. You have the opportunity to complete a twelve-week

The Master in International Management fits well with an undergraduate degree in Business or Economics and all other fields of study. It is a great opportunity for students who have completed a Bachelor's in a different field and are looking for a career change.

---

### Future career paths by industry

---

- › Manufacturing
- › Technology
- › Consumer products
- › Consulting
- › Real Estate
- › Service
- › Pharma
- › Energy
- › Financial services

internship in an English-speaking international company, where you can apply, demonstrate and advance your management skills.

Core classes include Foreign Trade & International Growth Markets, Human Resources & Cross-cultural Management and Business Management in a Globalized Economy. Electives in the Master in International Management include courses in Finance and Marketing.

The Master in International Management is a program for talented and ambitious people, who perceive their bachelor degree as not sufficient for their career plans. It is designed to prepare you for a wide range of career options across multiple industries, allowing you to tailor your curriculum to your interests and career goals.

---

## The program is organized as follows

---

### International Management

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

### International Accounting & Financing

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

### Marketing Management

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

### Research and practice perspectives

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

## Degree: Master of Arts (M.A.)

December 2021

<b>Credit Points:</b>	120
<b>Location:</b>	Berlin/Germany, Cologne/Germany
<b>Length of course:</b>	2 years
<b>Tuition fee:</b>	16.670 Euro (incl. application fee; 2 instalments: 1st year: 9.750 EUR, 2nd year: 6.920 EUR)
<b>Start:</b>	February (application deadline: November 15th); June (application deadline: March 15th); October (application deadline: July 1st)
<b>Course language:</b>	English
<b>Academic requirements:</b>	Bachelor Degree or higher English Language B2
<b>Selection process:</b>	It will take place via Skype



**For organisational and application inquiries**

Tobias Zrowotke M.A.

[application.international@fh-mittelstand.de](mailto:application.international@fh-mittelstand.de) | Fon: +49 30 259236324

---

## How to apply

---

### Requirements:

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

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

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

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

### Application Process:

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

- › **Winter term:** 1st July
- › **Spring term:** 1st November
- › **Summer term:** 15th March

### Application Documents:

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

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

- › **The application documents must be sent by email to:**  
[application.international@fh-mittelstand.de](mailto:application.international@fh-mittelstand.de)



You can apply via  
[fh-mittelstand.de/application-international](https://www.fh-mittelstand.de/application-international)

---

## Welcome to the University for the SME Sector (FHM)

---

Thank you for your interest in our offer and our concept. We are the University for the SME Sector (FHM). Application- and research-oriented, regionally anchored but internationally oriented, networked with strong partners from the economy, connected with German SMEs – that's us! The specialists and managers of tomorrow are trained here. Our graduates' success demonstrates the success of the FHM's training concept. This is focused on practice and business knowledge transfer.

It is important to us that our students receive the best possible academic education not just in their respective subject area, but also in management. We deliver this across all the subject areas we support. This includes business studies, media studies, and personal, health & social studies. There is a strong focus on developing your own personality. The FHM is strongly committed to promoting independent, entrepreneurial and global thinking and acting. The right course for everyone: the FHM's

range of courses includes classic full-time courses and part-time courses for working people along with dual and trial study models. There is also distance learning as well as further scientific training and an international doctoral program. All of this happens in close cooperation with partners from the world of business. Students, lecturers and employees live this collaboration every day!

The FHM's internationalization strategy encompasses the areas of research and teaching, scientific projects and institutional networks of SMEs. The university also maintains a worldwide network of numerous university collaborations which contribute to the development of innovative courses of study as well as to the development of research structures and the promotion of forward-looking research topics.

