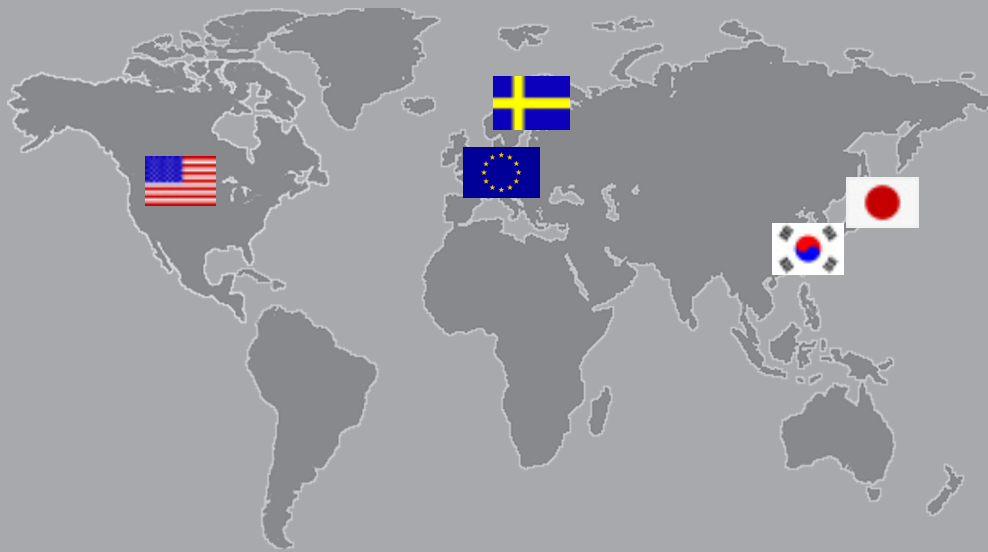


»Your future. Our task.«

MBE®

Master of Business and Engineering



International, practice-oriented master program for management trainees and young professionals which integrates practical and theoretical learning by project transfer for a sponsoring company.

From the Inventors of the Project Competence Concept

 **STEINBEIS**
Career Center



Steinbeis University Berlin SHB

The Steinbeis University Berlin (SHB) with 2500 students is one of the biggest private and state-approved Universities in Germany. It was founded in 1998 and accelerate the knowledge transfer between science and economy. The headquarter of the SHB is located in Berlin.

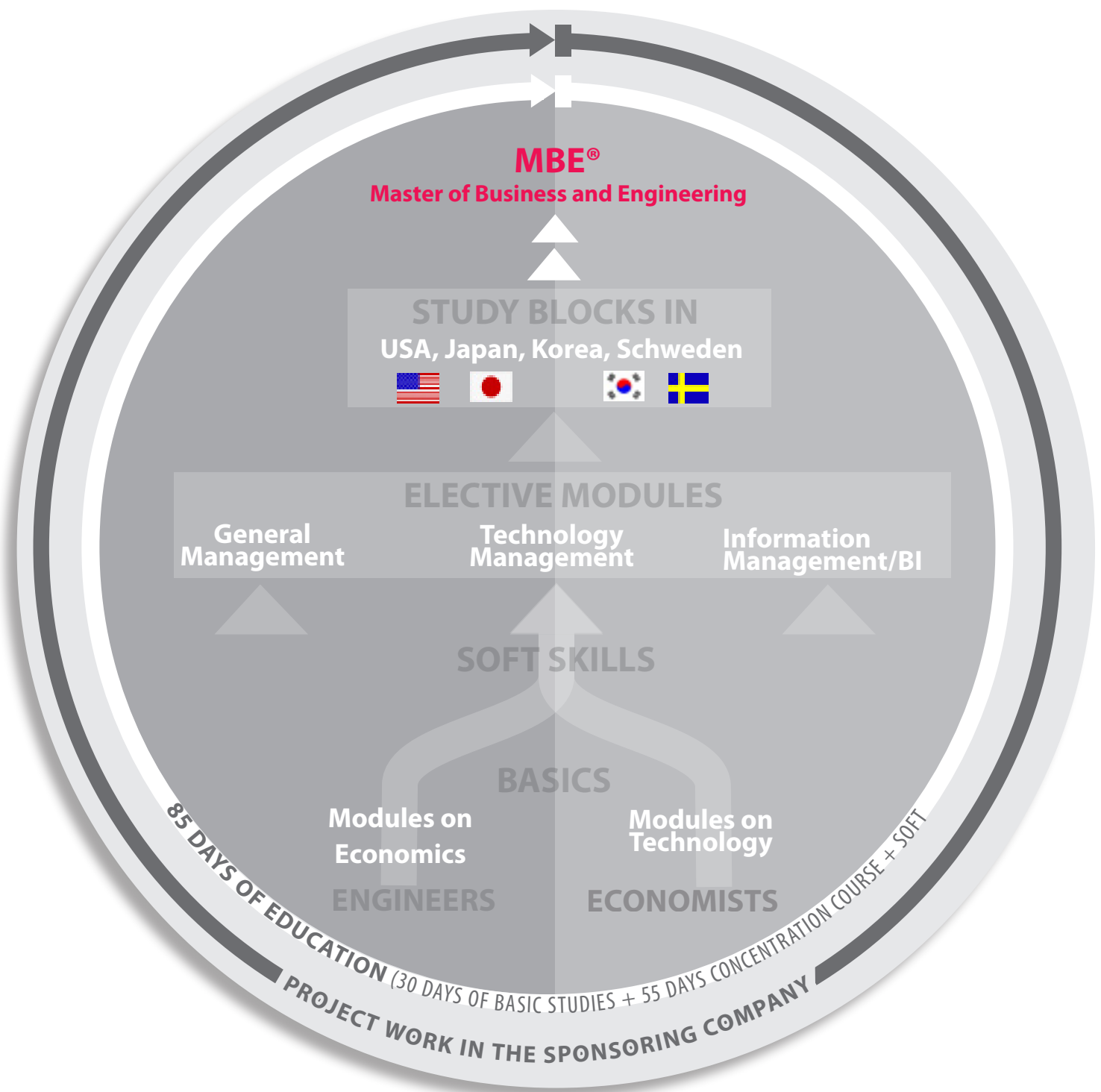
SHB cooperates with nationally and internationally renowned Partner Universities, e.g. University of St. Gallen, and offers transfer and practice-oriented study courses which are geared to a maximum transfer of the theoretical knowledge taught.

SHB is one of the few private, state-approved Universities with the right to award docotorates.

The Steinbeis Career Center (SCC) is a powerful association of several leading Transfer Institutes of SHB. SCC takes a leading role in offering study programs which are both project-oriented and practice relevant, thus providing their participants with the best qualifications to advance in their future career.



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The Master program for university graduates who have completed an above-average technical, business or scientific university program without any work-experience!

Your future, our task«. We made a very conscious decision when choosing this slogan, since it is becoming increasingly important to count on a strong and reliable partner when mastering future tasks. We have made it our task to provide the leaders of tomorrow with comprehensive technical and managerial knowledge.

Post-graduate studies at the Steinbeis University Berlin for a Master of Business and Engineering (MBE®) generate excellent management trainees for companies. Our activities can be described easily and concisely:



We recruit management trainees in order to challenge and support them in a dual international program. Parallel to the theoretical education from Steinbeis University Berlin, the students (Fellows) also work on a specific project within the company. All of our Fellows have already successfully completed at least one course of studies.

The international orientation of the Fellows enables them to discuss in an international plenum the actual problems arising from their projects. More than 700 completed projects within more than 10 years reconfirm the benefit to companies and act as a reference for us.

Well-founded technical knowledge, methodic competence and the necessary soft skills are indispensable for the long term success of any undertaking. In order to be prepared for future tasks, it is essential to promote capabilities and expand potential.

Win the competition for management trainees and let us convince you of our innovative concept on the pages to follow. When you finish reading this brochure, we want you to say:

»Our future. Your task.«

Walter Beck, Director
Steinbeis-Hochschule Berlin

Rainer Gehrung, Direktor
Steinbeis-Hochschule Berlin

Concept

Our trademark is the **Project Competence Concept!**

The MBE® program is the consistent continuance of the dual education principle. Via an on-the-job-training, the program leads young professionals to the state-approved academic degree Master of Business and Engineering (MBE®).

The goal of this program is an international and practice-oriented education with integrated knowledge transfer. Both the participating students (fellows) and the sponsoring companies benefit from the principle of practice-oriented projects.

The entire network of the Steinbeis foundation is available for this transfer support. In addition, the fellows are supervised by mentors during the one-year project competence program.

The Target Group

The Fellows

The Master program MBE® addresses university graduates (Uni, FH, BA), who want to enhance their personality and knowledge and qualify for a position as a junior manager.

The admission requirement for the MBE® program is an above-average first degree (in engineering, science, business economics, and engineering with a minor in economics, etc.).

The Company

The practice-oriented MBE® Program aims especially at companies wanting to recruit highly qualified personnel. The companies inform Steinbeis University about the project specifications and thereby gain access to the international fellow pool of SHB. This way, the companies have the opportunity to recruit and try (junior) executives within a limited and result-driven project. Steinbeis Career Center (SCC) selects up to 100 fellows from about 700 applicants per study cycle. According to the project specifications, SCC presents several suitable fellows to the company. The Fellows are then chosen in agreement with the companies.

Provided that all requirements are met, it is also possible to admit fellows from their actual company. The MBE® Program is an ideal possibility to qualify promising young professionals for further responsibilities. At the same time, the program ties the employees to their company and also fosters their identification with the company.

SCC Partner Universities

Steinbeis Career Center conducts the Master of Business and Engineering program in close cooperation with institutes, professors and instructors of the following internationally renowned universities:

- ▶ European School of Business (ESB) Reutlingen (Germany)
- ▶ Indiana University – Kelley School of Business, Bloomington (USA)
- ▶ Jönköping University – Jönköping International Business School (Sweden)
- ▶ Kitakyushu University (Japan)
- ▶ SKK Graduate School of Business (Korea)
- ▶ TU Dresden (Germany)
- ▶ Universität St. Gallen (Switzerland)

Steinbeis Career Center brings in the know-how with regard to project supervision of partner companies and recruits university graduates, thus taking over the tasks associated with these activities.



Program Design

The study program Master of Business and Engineering can be completed within a one year or two years time model. The cooperation with a company is an admission requirement.

The relevant basic, most upto date scientific knowledge – as it relates to actual practice – is conveyed in the 17 seminar modules. The Fellows are assigned to the existing categories based on the academic degree obtained so far. Thus the basic economic topics are dealt with in the foundational studies for engineers and scientists, while the basics of engineering and sciences are dealt with in the foundational studies for the economists.

6 weeks are held in english overseas at our international renowned universities.

Developing a specific project within a company is a basic component of the MBE® program. Each Fellow works ca. 145 days (1400 project hours) one year long and ca. 380 days two years long (3.200 project hours) in the company.

The studies are completed with written, oral examinations, case studies or presentations. The Master Thesis is the result of the theoretical education and the project work.

Emphases and goals

In addition to the great demands on knowledge competency, the program also prepares the Fellows for challenges in the areas of methodical expertise and soft skills at an international level. In addition, the Fellows are expected to transfer their newly acquired theoretical knowledge to the interdisciplinary practical project work.

Degree

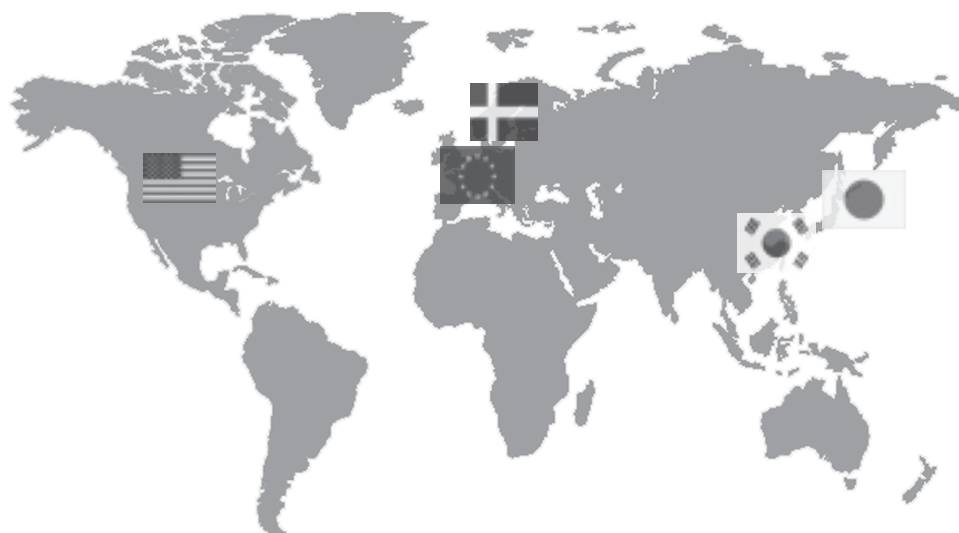
State-approved academic degree – **Master of Business and Engineering (MBE®)**.

International Places of study – Studies in USA, Japan, Korea and Sweden

The Fellows spend a total of 30 days at SCC partner universities in the USA, Sweden, Korea and Japan. Classes at our international partner universities enable the Fellows to gain both technical and personal experiences and to enhance their language skills.

During their stay in the USA, Sweden, Korea the Fellows study at the Kelley School of Business of Indiana University, at University Jönköping and at SKK GSB Korea. Their education is organised in form of seminars and case studies.

At Kitakyushu University, Japan, in addition to gathering theoretical knowledge, the Fellows also experience an extensive range of impressions of the “Japanese way of business” during their stay: additional components of the program include tours through Japanese companies and round table discussions with their management boards.



Acquirement of managerial competence

In addition to conveying theoretical knowledge the acquirement of soft skills is also focused in the MBE® program. This combination of technical, methodological and social competence results in a well-balanced managerial competence.

Core Subjects

The lectures of the basic courses take place within the first 30 days of study. Berlin is the study site for engineers who wish to acquire the basic principles of economics.

Economists study the topics of engineering and sciences in a basic study program located in Dresden (TU Dresden). This basic study program will be held in German. Conveying elementary and current science – based as well as application – oriented knowledge is the ultimate ambition of these intensive workshops/seminars.

Core subjects (Auszug) 30 days	
for Engineers/Scientists	for economists
Corporate Business Game	Fundamentals of Engineering
Fundamentals of Business (Accounting, Controlling)	Process Engineering
Fundamentals of Economics	Environmental Engineering
Corporate Law	Technical Documentation
Organization	Key Technologies
Marketing	Production Management & Logistics
Human Resources Management	Production systems
Project Management	R & D Management
Corporate Management	Project Management

Methodological and Social Competence

In the course of their MBE® program, the Fellows also acquire soft skills as well as the ability to solve problems in a structured way by exploring and applying the relevant methods.

Following topics are focused:

Methodological Competence:

- ▶ Visualization, presentation and facilitation
- ▶ Time management, self management
- ▶ Project Management

Social Competence:

- ▶ Dealing with conflicts and criticism
- ▶ Intercultural management
- ▶ Communication skills and negotiation techniques

Elective Modules

After the successful completion of the basic program, the Fellows choose 1 of the 3 modules offered in order to specialise. The 3 modules the international and practice-oriented education with integrated transfer Fellows can choose from are: General Management, Technology Management and Information Management. Thus, new, compact and value-oriented knowledge from business management and technology can directly be implemented during the project work.

Elective Modules (abridgement) 47 days

General Management	Technology Management	Information Management/BI
Workflowmanagement	Technology Management	eCommerce
Innovation and Technology Management	Innovation Management	Legal Foundation of eBusiness
International Accounting	Information Technology	Business Process Modeling
International Economics	Management Accounting	ERP-Systeme
International Finance	Market and Marketing of Technologies	New Media Marketing
Law	Sales Management	Strategic Innovation Management
Marketing II	Project and Process Management	IT Safety Technology
Corporate Management II	Technology Delivery	Business Intelligence



MBE® opens up new perspectives for companies and Fellows

Project Competence

The combination of theory and practice which both education experts and companies call for, has been actual practice at Steinbeis-Hochschule Berlin since it was founded in 1998. Today, versatile executives are particularly sought after – nevertheless, they should not only possess academic, theoretical knowledge but also bring along specific practical and professional skills and experience.

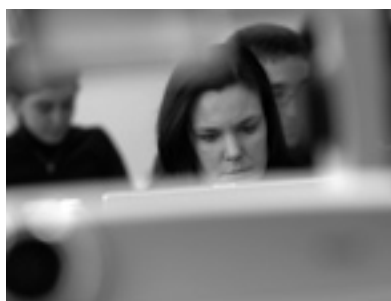
This is why SCC offers on-the job training within dual study programs whose results are transferred and applied directly in the company. The Project Competence Concept is a unique study approach which turns out to be a real win-win situation for both the company financing the project and the fellows working on the project. With this concept we are breaking new ground – in structure as well as in content.

Project: In the course of their studies, every Fellow works on a future-oriented project which has been agreed upon with the participating company. Here, the Fellow can prove that he or she is able to transfer the theoretical knowledge from the classes and apply it to the benefit of the company. This way, a science-based, practice and result oriented implementation. The direct relation to the professional demands leads to innovation, competitive advantage and higher profitability. Therefore, this concept is interesting for medium-sized and large companies as well as for entrepreneurs and start-ups.

Competence: During the seminar phases, we impart the methodological competence which is necessary for problem-solving. The professional tuition is ensured by experts from the network of the Steinbeis-University Berlin.

Studies: During the classes, the specialized theoretical knowledge is conveyed to the students. With the support of the professors and lecturers from science, practice and consulting, they develop innovative approaches for the future of their company which are then “transferred” into their project work.

The project being handled by the Fellows is documented in their Master Thesis. The Master Thesis might be written by no more than two Fellows together. The respective SHB tutor will be assigned to the Fellow by SCC.



MBE® – future oriented knowledge on a high level, practice oriented and actual

Project Examples

The MBE® Projects are often integrated into the innovation process of a company and can be performed in various divisions and departments. Below, there are some selected examples from different company divisions which were already handled by our Fellows within their MBE® program:



STRATEGY

Topic:

Development of a ratio system for corporate management

Task:

Due to an increasingly concentrated market situation on the customer side, a medium sized fluidics company found itself virtually dependent on a single key account which implied a substantial risk for the further development of the company. Therefore it was necessary to develop a strategy to secure the independence of the company as well as its competitiveness. In order to specify and implement such a strategy, a concept for a management information system needed to be developed. This information system was to enable the management to actively control the company on a strategic and operational level.

Methods:

- Analysis of the initial situation
- Specification of the company's requirements with regard to a ratio System
- Evaluation of theoretical Performance Measurement approaches and selection of an appropriate system
- Definition of the content of the Balanced Scorecard with regard to the specific needs of company on the basis of the Horváth guidellines

Result:

All in all, a comprehensive and appropriate tool for corporate management has been developed by using the Balanced Scorecard approach, which meets the specific needs of the company. It forms the basis for the successful specification and implementation of a company strategy. If applied consistently, it will lead to a sustainable orientation of the whole organization according to the strategic objectives of the company. In addition, the Balanced Scorecard System has been implemented by way of a user-friendly excel-based tool.

Benefit:

After the implementation of the developed approach in the second year of project work, the company will have an integrated and precise means of control at its command which will align the daily actions of the whole company according to the overall strategy. Thus it represents an important support with regard to securing the company's independence and a successful long-term positioning in its markets.

Topic:

Reorganization of assembly according to the Lean Production model

Task:

Short reaction and delivery times, combined with a maximum level of quality and minimal production costs are essential in the actual dynamic markets in order to be able to further extend quality and market leadership.

Methods:

- Analysis of the assembly methods, production steps and tools
- definition of product lines specified by supplier and operating processes and also materials
- Definition of clocked assembly lines with single lot assembly, automated material supply and ergonomic workstations.

Result:

Reorganization of the present workstation assembly into an assembly line system where all products of one product line are now produced in only one assembly line as single lot. A Kanban-System ensures that every employee is provided with the right material, at the right time, in the right quantity, at the right place. Thus, redundant walks and inefficient production steps were eliminated.

Mehrwert/Nutzwert:

- Elimination of inefficiency and, accordingly, reduction of production times and costs
- Securing a highest possible quality standard, certification according to ISO 9001-2000 and Elimination of reject costs
- Reduction of the cycle time by 15% percent compared to the former assembly methods



PRODUCTION

Topic:

Restructuring of the order completion process in the marine division of a leading pump manufacturer

Task:

Due to increasing competition, especially from Asian/Pacific countries, the cost pressure rises in the marine division. This means a challenge to the pump manufacturer to meet delivery dates and to reduce production cost while at the same time delivering constant or even better quality.

Methods:

- Description and Evaluation of existing processes by using interview and interdisciplinary team work
- Process modeling using value stream mapping
- Development of target processes and optimization using various tools of Lean Managements
- Evaluation of the processes by means of profitability analyses

Result:

Improvements in controlling the material flow by eliminating redundant steps, combined with a more appropriate flow configuration and a simplification of the information flow. Standardized handling of changes; the maintenance of delivery dates in particular is an important precondition for an efficient, integrative planning and control of all divisions

Benefit:

- Improvement of the supplier's reliability and the according availability of parts
- Concept for increasing the inventory turnover frequency and for standardised handling of
- Planning, implementation and tracking of measures



STRATEGY



STRATEGIE

Topic:

Implementation of a corporate Balanced Scorecard in a global automotive supplier company

Task:

Informational advantage is one of the elementary survival strategies in the globalization age. For an expanding company, international competition creates a need for faster and more efficient methods of information processing. The challenge consists in making the company's success measurable so as to have the continuing ability to generate success.

Methods:

- Investigating various approaches and methods
- As-is-analysis
- Development of a complete scheme specific to the company – the Balanced Scorecard

Result:

Development of a complete implementation theory including structural, process cycle and implementation scheme of the Balanced Scorecard, followed by comprehensive practical implementation.

Benefit:

Securing that the right information, at the right time, in the right place, with the right conclusion, on the right basis, leads to the right decision.

Further benefits are standardized business ratios, improved communication and standardized reporting paths, the ability to measure the strategy and, as result, cost control.



FINANCE

Topic:

Creating a cost accounting scheme for a branch in Dubai

Initial status/objective:

In order to extend its international consulting business, a medium-sized company from the sector of computer centre engineering has opened up a branch in Dubai, United Arab Emirates. Due to various aspects concerning taxes, man power and remuneration, it necessitates the development and implementation of an accounting scheme specifically tailored for the Dubai branch.

Methods:

- Analysing and evaluating different accounting schemes
- Developing a purpose-built accounting scheme for the consulting business in Dubai. Thus, competitive quotation costing is facilitated as well as the thorough examination of completed projects as to their profitability

Result:

Development and implementation of an accounting scheme for the Dubai branch using a spreadsheet program.

Benefit:

The company now possesses an accounting scheme precisely adapted to the prevailing market requirements. The established accounting scheme now facilitates the calculation and evaluation of new products as well as staffing decisions (internal v external). Moreover, quotation prices of service products can be determined and the annual budgeting executed.

Topic:

Development of a Multi-Channel-Marketing concept for a medium-sized Software Company

Task:

The medium-sized company needs a marketing strategy to be able to further increase its market share and to prevail over its competitors in the process evaluating market. The main objective is to raise the degree of awareness.

Methods:

- Identification of the company's positioning in the market using as-is-analyses and benchmarking
- Evaluation of the Microsoft Partner Program for a better marketing of the company's own products
- Evaluation of various marketing strategies
- Ableitung einer geeigneten an das Unternehmen angepasste Marketingstrategie

Result:

The company manages to increase its market share and the awareness level by a continuing, intensive cooperation with several partners and the Original Manufacturer. This is especially due to intensified PR. Further, the company will establish a new job position for marketing issues.

Benefit:

The results of the analyses provide the company with valuable information according to which the marketing activities should be developed. The analyses also showed the previous weaknesses of the Marketing.



MARKETING

Topic:

ERP-System-Evaluation: Analysis and selection of a sectoral ERP Software-Solution for a medium-sized company in the service sector

Task:

Due to a strong growth in sales, there is a risk of increasing intransparency of the company. There is no or only an insufficient company-wide software solution for handling the business processes. Software for the central supervision of the company's activities is needed to be able to control the growth.

Methods:

- As-is-analysis of the business processes in the company and the existing software
- Recording of the functionalities of the existing ERP Software; adaption and improvement
- Review and evaluation of alternative Software systems by cost-benefit analysis and comparison of the cost structure

Result:

The existing software does not sufficiently support the business processes, even an optimization did not result in an adequate improvement. Reviewing alternative programs, it was possible to find a suitable system which can be used as company-wide ERP system.

Benefit:

By using the appropriate ERP-System, the company is able to make the business processes transparent in spite of its strong growth. The review of alternative systems, adapted to the needs of the company results mainly in a qualitative benefit. The analyses and process models carried out in the course of the project provide the company with important information on the business processes.



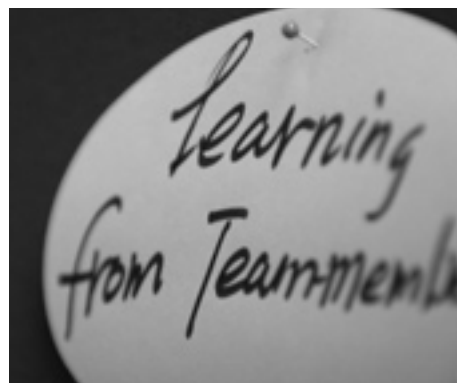
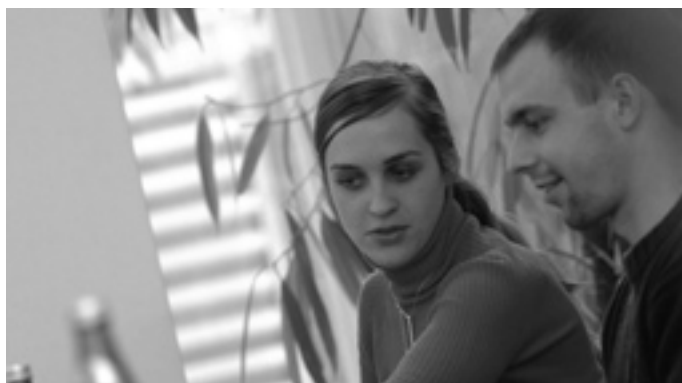
SOFTWARE & IT

Benefits for Sponsoring Organisations

- ▶ Employers benefit from the candidate's academic knowledge, while tailoring their practical skills to suit the organisation's specific needs
- ▶ Access to highest achieving graduates for management traineeship via the international pool of fellows of SCC
- ▶ Opportunity to recruit proven employee after the MBE® Program
- ▶ Professional Project Management and mentoring by experts from Steinbeis University. SCC is monitoring the project and takes the responsibility for it.
- ▶ Access to SHB's international network even after completion of the project
- ▶ Due to the internationality of the Fellows, specific project issues will be discussed in an international plenum
- ▶ Opportunity to test a potential employee's performance on a results driven project
- ▶ Cost benefits compared to a permanent employment
- ▶ The company gains attractiveness on the local employment market by the special educational prospect
- ▶ Personal development of the employee as well as improvement in social and communication



Individual mentoring by experts from Steinbeis University



Education of High Potentials with the direct reference to the company

Benefits to the Fellows

Career entry + International Master program + Salary.

Participating in the MBE® Program is an important career step for the Fellow includes several main advantages:

- ▶ This postgraduate study enables the Fellow to apply newly acquired topical knowledge to the interdisciplinary project work
- ▶ In addition to the great demands on knowledge competency, the program also prepares the Fellow for challenges in the areas of methodical expertise and soft skills at an international level
- ▶ Distinct company and practice orientation of the program creates an employee or applicant profile very appealing to employers
- ▶ On top of the academic and practical education, the Fellow receives a monthly scholarship from SCC
- ▶ The Fellows can draw upon the international network of Steinbeis University Berlin even beyond the time frame of the program.

Investment

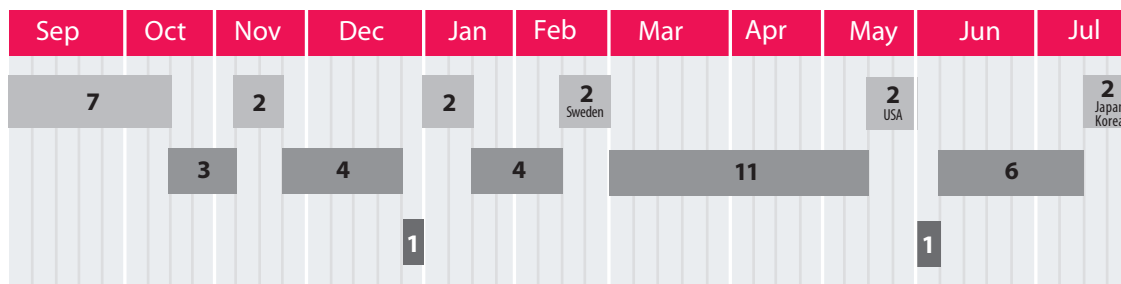
Option 2: Calculation based on actual expenditure of time (amount/hour)

Cost comparison: (Investment in a Fellow compared to investment in recruitment of a salaried employee based on experience)

* by experience with over 700 projects: 8,5 hours/day

The one and two year MBE® program starts in April and September each year. Other start dates are possible upon agreement of the directors.

The graph is adaptable to start date April or September respectively. The example shows start date September:



Two year MBE® Program

Investment

Option 1: fixed amount: 99.400 € (independent of the expenditure of time)

Option 2: Calculation based on actual expenditure of time (amount/hour)

These costs include all program relevant expenditure as well as the travel and accommodation costs for the modules abroad.

Cost comparison: (Investment in a Fellow compared to investment in recruitment of a salaried employee based on experience)

Type of costs	Employee	Fellow MBE®
Recruiting Costs	7.700 €	0 €
Annual Salary	43.500 €	49.700 €
Payroll Fringe Costs (30%)	13.050 €	0 €
Total Cost	64.250 €	49.700 €
Hours per year for salaried employee	1.600 h	
less 5% time for further education	80 h	
Hours per year for Project Work	1.520 h	1.400 h
Cost per hour	42 €	35 €

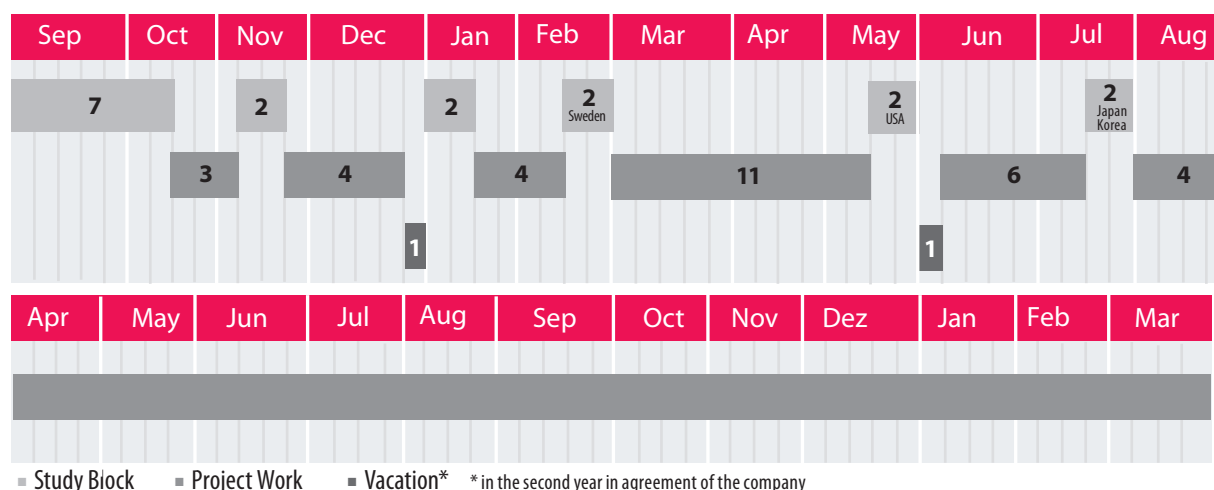
* by experience with over 700 projects: 8,5 hours/day

Start of Program

The one and two year MBE® program starts in April and September each year. Other start dates are possible upon agreement of the directors.

Time Line

The graph is adaptable to start date April or September respectively. The example shows start date September:



■ Study Block ■ Project Work ■ Vacation* * in the second year in agreement of the company

Main lectures

The main lecturers are professors or doctors specialized in a certain subject, each of them with extensive experience both in research and practice. They develop own contributions within their areas of expertise and, together with the guest lecturers, design the content focus for the respective modules.

The guest lecturers are teaching on exactly defined topics. They are experts with academical and practical background, each of them with profound knowledge of their respective subjects.



Prof. Carl Briggs, Ph. D.

Professor of Operations & Decision Technologies, Kelley School of Business, Indiana University (USA)



Prof. Dr. Urs Frey

Professor at Steinbeis University Berlin (SHB), Member of the management board for SME managers and entrepreneurs at The Swiss Research Institute of Small Business and Entrepreneurship (KMU HSG), University of St Gallen



Prof. Dr. Marius Dannenberg

Professor of Marketing, in particular New Media, at the Univ. of Applied Sciences Darmstadt, University of Kassel, Kassel International Management School and California International Management School (CSIM) in San Diego, California



Prof. Dr. Ulrich Günther

Professor at Steinbeis University Berlin (SHB), Head of the Steinbeis transfer centers Production Technology and Waste Disposal Logistics at Dresden, Applied Technology at Meißen, Technology Development and Management at Winterthur (Switzerland)



Prof. Dr. Rolf Daxhammer

Professor at the European School of Business (ESB), Reutlingen



Prof. Dr. Stephen L. Hayford, J.D.

Professor of Business Law & Dispute Resolution, Kelley School of Business, Indiana University



Prof. Dr. jur. Alexander Fischer

Independent attorney-at-law, Office of Fischer, Storz, Zander & Collegen; Professor of media law, Univ. of Applied Sciences Calw



Prof. Dr. Günther Reiter

Professor for external and internal Accounting, consolidated financial statement and International Accounting at European School of Business (ESB), Reutlingen



**Prof. Dr. rer. pol.
Jürgen W. Roth**

Professor an der European School
of Business (ESB), Reutlingen



**Prof. Dr.
Lüder Tockenbürger**

Professor at Steinbeis University Berlin
(SHB), Visiting lecturer at University
of Gallen and lecturer at European
Business School Wiesbaden, visiting
lecturer for Innovation and knowledge

management



Prof. Dr. William L. Sartoris

Professor of Finance, Kelley School of
Business, Indiana University (USA);
Director, Investment Banking Academy



**Prof. Dr. M. A.
Venkataramanan**

Professor of Operations & Decision
Technologies, Kelley School of Business,
Indiana University (USA)



**Prof. Dr. rer. pol.
Ottmar Schneck**

Professor at the European School
of Business (ESB) Reutlingen,
Managing Director of IEWS,
Reutlingen



**Prof. Dr. jur. Kay Michael
Wilke**

Professor at the European School
of Business (ESB) Reutlingen; Judge
on the Finance Court of Baden-
Württemberg

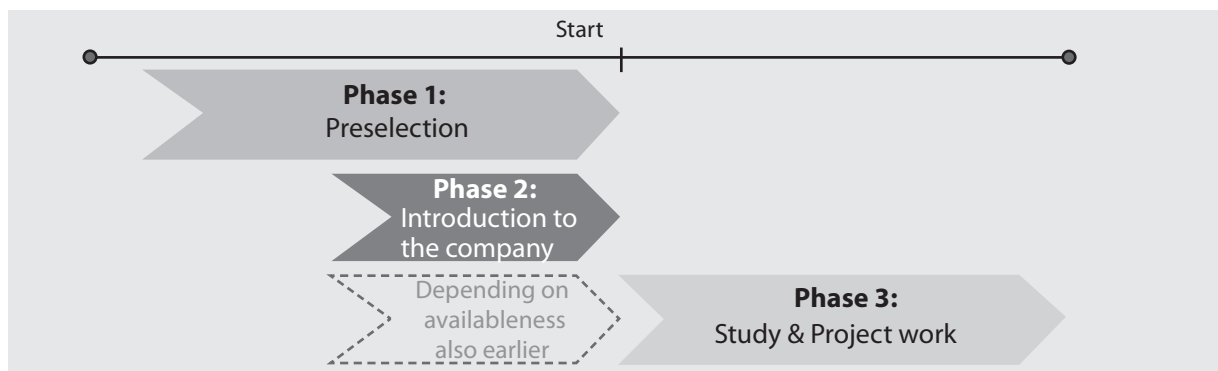
Selection and Admission of Fellows

Admission requirements:

1. An above-average first academic degree in engineering, science, business economics, engineering with a minor in economics, etc (Uni, FH, BA or comparable degree of a foreign university)
2. Good to excellent German and English language skills
3. Successfully completed potential analysis
4. Successful personal interview with the SCC management
5. Challenging company project (will be arranged by SHB)

In this selection procedure, the applicants are tested with regard to their qualification for participating in the MBE® program. This way, junior executives are selected who stand out in their willingness to learn, their motivation and exceptional commitment.

The sponsoring companies benefit by targeted education, motivation and tying high potentials to the employer.



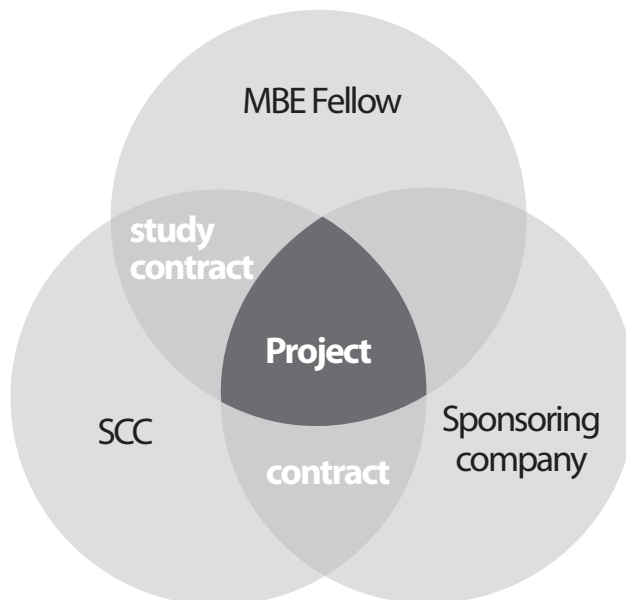
Place of Study

The seminars are held at the Steinbeis-University Berlin, at SIMT in Stuttgart, at the TU Dresden and at the international partner Universities.

The project work takes place where the sponsoring company is located.

Contractual Matters

The contracts affect the company, the Fellow and SCC:



- The Fellow has a study contract with SCC
- The Company has a service contract with SCC with a duration of the length of the program (one or two years)
- There is no contractual obligation between the Fellow and the company.

Facts & Figures

- Scholarship from SCC: 8.800 € / 42.000 € p.a. (1 year/2 years). There are no study fees to be paid by the Fellows.
- Travel costs between SHB and the location of the sponsoring company are reimbursed by SCC, as well as travel and accommodation costs connected with the modules abroad.
- For the duration of the seminars in Berlin, Stuttgart and Dresden, the Fellows are accommodated free of charge in apartments provided by SCC.
- The frequent alternation between theory and practice requires a high level of mobility from the Fellows.



Advisory and applications services

Advice Fellows

Please send your application (cover letter, Fellow profile*, references/certificates) to:

Steinbeis Career Center
STI-BE
Gottlieb-Manz-Straße 10
D-70794 Filderstadt
future@steinbeis-career.com

**You can download the Fellow profile from the SCC Homepage at www.steinbeis-career.com.*

Please be advised that we always receive a great number of applications and will return your application documents only upon request.

Application Deadlines:

Interested Fellows are invited to apply any time. The interview dates start **3-4 month** before the start dates and are held twice a month.

Advice for Project Companies

Steinbeis Career Center
SHB, Office Stuttgart
Management
Dipl.-Ing. Rainer Gehrung
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The Steinbeis-House in Berlin



SIMT Building in Stuttgart

Steinbeis Career Center of Steinbeis University Berlin

- The comprehensive range of qualification

Steinbeis-Hochschule Berlin (SHB) is a private and state-approved University. SHB offers postgraduate, jobintegrated study programs in cooperation with renowned national and international partner universities.

Steinbeis Career Center combines several leading SHB institutes, offering the comprehensive degree and further education programs depicted in the education pyramid below as an integrated education concept. By way of individual programs, Steinbeis Career Center offers various forms of degree and further education programs (from management seminars to doctorate) which supplement and build on each other. Depending on your education goals and pre-qualifications, you will find the ideal program tailored to your needs in our qualification range.

■ Promotion

Project-related doctorate while continuing to work.

■ Executive Master of Business

Administration (MBA)

International part-time MBA program for executives and entrepreneurs with several years of work experience.

■ Master of Business and Engineering (MBE)

Module-oriented, one/two-year full-time program with integrated practice phases to qualify university graduates for the position of a management trainee.

Wahlpflichtmodule:

- ▶ General Management
- ▶ Technology Management
- ▶ Information Management

■ Master of Business Administration (MBA)

International Management & Innovation

International, part-time MBA program for future executives with at least one year of work experience.

■ Executive Bachelor of Business Administration (BBA)

Career-integrated basic study program for entrepreneurs and executives. Part-time basic study program building upon the St Galler Management Seminar, supplemented by transfer documentation reports and intensive practice transfer during the completion of the bachelor's thesis

■ Bachelor of Arts (B.A.)

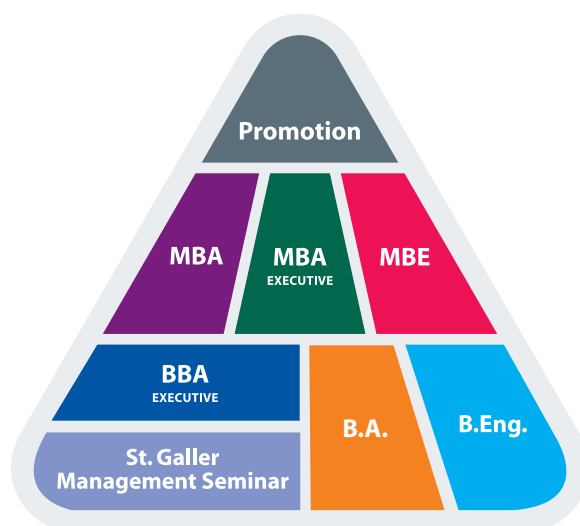
Career-integrated basic study program for junior managers of all lines of business with a focus on production management or sales and marketing management, combined with integrated knowledge and project transfer within the sponsoring company.

■ Bachelor of Engineering (B.Eng.)

Career-integrated basic study program for junior managers of all lines of business with a focus on engineering, combined with integrated knowledge and project transfer within the sponsoring company.

■ St. Galler Management Seminar

A practice-oriented compilation of today's management and business administration know-how – especially designed for small and medium-sized companies (SMEs) – in 10 sessions of 2 days.





Dipl.-Ing. (FH) Marcel Lehmann, MBE, year 2006

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»Starting out from engineering, the MBE® is the necessary and adequate complement to be able to start a career in top management. Especially the invariably requested soft skills are trained here. Furthermore, interdisciplinary communication between economists and engineers and their different approaches to the various tasks are conveyed practice-oriented and in a very professional way.«



Dipl.-Betrw. Verena Cordes, MBE, year 2004

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“Conveying social skills is an important aspect of the MBE program. It was always quite a learning experience for me, as a business economist, to be confronted with the thought and argumentation processes of engineers during the numerous case studies.”



Dipl.-Betrw. Manuela Schnepfer, MBE, year 2005,

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»The outline of the study program enables the Fellows to transfer their acquired theoretical knowledge into the company and directly achieve improvements. Apart from this interactive learning process and the development of my soft skills, the MBE program provided me with a network reaching far beyond the actual study period, thus being a useful contribution to my future career.«



Dipl.-Ing (FH) Thomas Diedrich, MBE, year 2006

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