

Welcome to

the

Faculty of Management, Economics and Social Sciences

UNIVERSITY OF COLOGNE

University of Cologne
Faculty of Management,
Economics and Social Sciences
International Relations Center (ZIB)
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Member of:



THE CITY OF COLOGNE

Located on the Rhine River, Cologne was predestined to become an important trade centre. Over the centuries a distinct local culture developed, influenced by and integrating the many cultures of its settlers, neighbors, conquerors and immigrants. Today Cologne is an open minded and tolerant city and, although multicultural, it is strong in its local identity. Vivid cultural activity and dynamic development in the media industry, historic heritage, scientific and academic initiative and people who enjoy life are the striking features of this city today.

Business and Trade Fair City:

- Cologne Airport is the European hub of UPS and the German hub of DHL - and of several low-cost airlines connecting to many destinations in Europe
- Fourth largest trade fair in the world ("KoelnMesse") with 2 million visitors p.a.
- Centre of the German media and communications industry (Germany's TV city number 1 with WDR, RTL etc.; various Radio stations)
- European headquarters of Ford
- German headquarters of Toyota Deutschland GmbH, Deutsche Lufthansa AG
- Regional Office of Microsoft

Neighbour to

- Leverkusen with Bayer AG
- The industrial region Rhein Ruhr with headquarter of Haniel Group etc.
- Düsseldorf with headquarters of Henkel and many consulting companies
- Bonn with institutions of United Nations, headquarters of Telekom, Post etc.



Arts and Culture City: Since the construction of the Philharmonic Concert Hall in 1986, Cologne has become an international music city. In addition, the Opera House, the traditional concert house "Gürzenich", the Musical Dome, and several well known live-music stages add to the music scene in Cologne. The municipal and private theatres, eight municipal and 30 private museums, more than one hundred art galleries, and the international art fair ArtCologne are further proof of the high priority which art has among Cologne's citizens.

Historic City: Roman heritage hides practically everywhere in the foundations of the city and pieces of Roman buildings or city walls are a common sight. The most spectacular discovery was made in 1941 with the world famous Dionysos mosaic, which was then covered by the new Roman-Germanic Museum, simply built over the site to contain it. An invaluable cultural treasure are the 12 big Romanesque churches, among the most important in Western Europe, which hold important collections of ecclesiastical art. The gothic cathedral, which was built on the site of the ancient Roman temple, is the main attraction for visitors coming to town.



www.koeln.de

The University of Cologne is one of the oldest and largest universities in Germany. It is located in the city center of Cologne and offers its students a wide range of academic and social activities. It has gained a stable and outstanding reputation for maintaining the highest standards in research and education and for being an important source of knowledge and advice for German politicians and managers.

The University of Cologne consists of six faculties. The Faculty of Management, Economics & Social Sciences is the largest of its kind in Germany with more than 9,000 students.



Our approach: "Innovation for society - theory and research based solutions for practical problems"

TOP RANKED FACULTY

No. 2 for Economics & No. 2 for Management

➤ Ranking by the business magazine „Wirtschaftswoche“ May 2008

➤ Based on a survey among 5000 Human Resource Managers and recruiters of Germany's major companies

- The largest Faculty for Management and Economics in Germany
- Vast scope of study fields and specializations
- Produces German employers' favorite graduates
- Close links to the corporate and business world
- Membership in leading international networks
- Strong student organizations
- Professors sought out for service on political committees, companies' advisory boards and as leaders of scientific associations



Our service for guest students:

- Pre-semester German language courses (free of charge) in March and September
- Orientation and information days
- Extensive cultural & social program
- General support:
 - Pre-arrival information
 - Support in visa matters
 - Administrative formalities
 - Accommodation support
 - On-site orientations and daily advice service
 - Integration in cultural and social events
 - Active student clubs/committees
- Buddy system (each exchange student is assigned a German buddy or mentor)
- Career service (company presentations, skill seminars, business projects, workshops etc.)



www.wiso.uni-koeln.de/zib

In cooperation with the International Relations Center the “PIM and CEMS Student and Alumni Club Cologne e.V” offers a wide range of activities for local and guest students:

- Sport events
- Parties
- Excursions
- Carnival
- Cultural events
- Regular meetings (Stammtisch)
- Guest students will automatically receive invitations to the various events organized by the club.

The student and Alumni club's website can be found at:
www.pimandcems.de



The Faculty offers a huge variety of study fields.

THE FACULTY'S DEPARTMENTS AND CHAIRS:

MANAGEMENT

- Banking Business
- Leasing
- Finance
- Corporate Finance
- Risk Management and Insurance
- Supply Chain Management and Production
- Business Policy and Logistic
- Supply Chain Management and Management Science
- Marketing and Market Research
- Retailing and Customer Management
Retail Research
- Marketing und Brand Management
- Management in Health Care
- Corporate Development and Organization
- Personnel Economics and Human Resource Management
- Media Management
- Management Accounting
- Taxation
- Financial Accounting and Auditing
- Information Systems, System - Development
- Information Systems and Operations

Research

- Information Systems, Information Management
- Co-operative Science

ECONOMICS

- Public Economics
- Political Economy
- Economic Policy
- Economic and Social Statistics
- Economic and Social History

SOCIAL SCIENCES

- Social Policy
- Political Science
- Sociology
- Empirical Social and
- Economic and Social

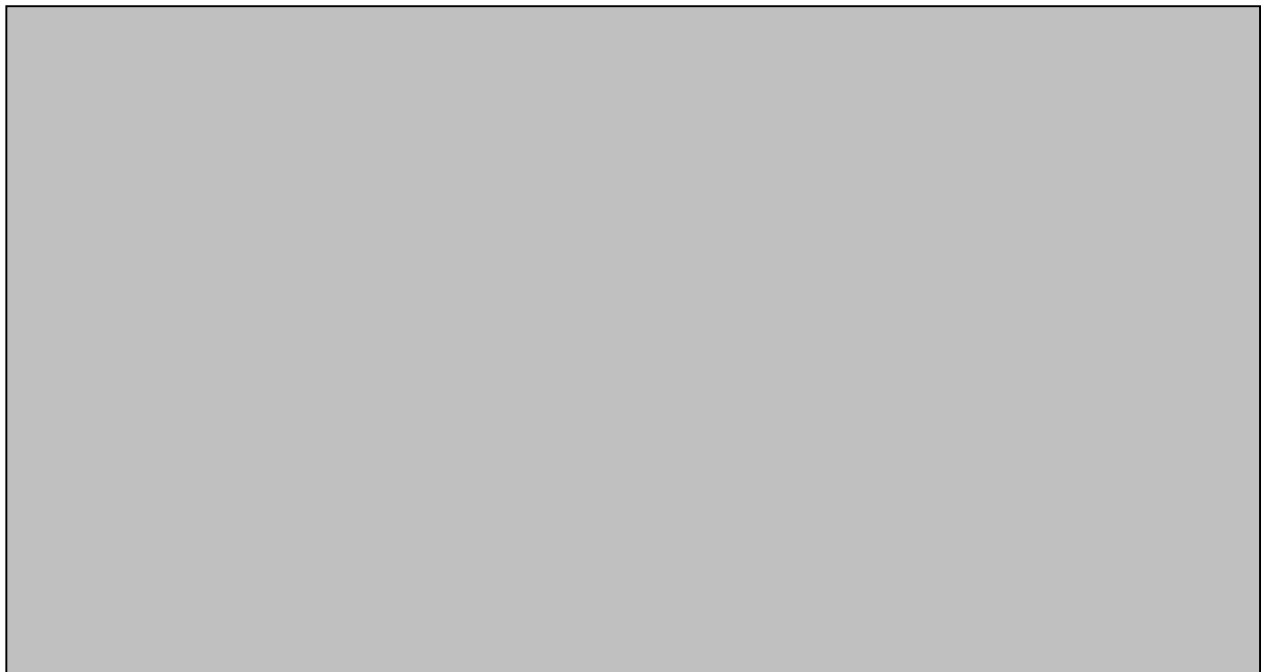
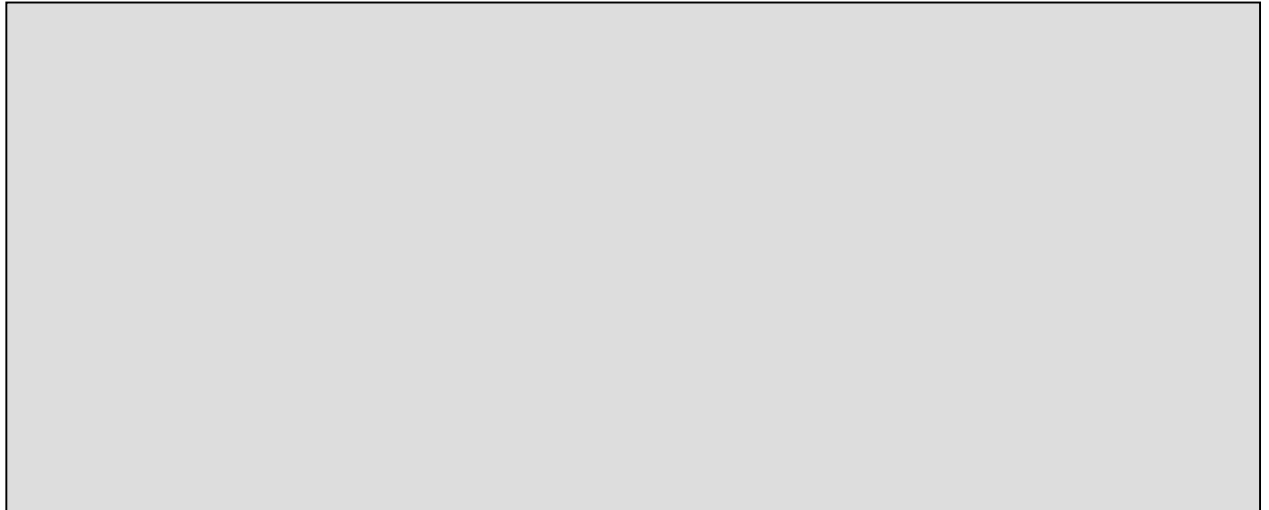


In addition to the departments and chairs, the Faculty has an enormous variety of associated research institutes.

For detailed descriptions, please visit www.wiso.uni-koeln.de click on "English" and then on "Departments" to visit the chairs of Management, Economics and Social Sciences.

For further requests and application please always contact the ZIB:
Christoph.Karl@uni-koeln.de and Cait.Kinsella@uni-koeln.de

**■ DEGREES OFFERED BY THE FACULTY OF MANAGEMENT,
ECONOMICS AND SOCIAL SCIENCES ■**



For details on all study programs please refer to:
<http://www.wiso-studienberatungszentrum.uni-koeln.de/>

Guest students - please always contact the ZIB for further requests:
Christoph.Karl@uni-koeln.de and Cait.Kinsella@uni-koeln.de

TERM DATES

IN GENERAL

FALLTERM: Mid-October to Mid-February,

Fall Term Short: Mid-October to Christmas

SPRING TERM: Mid-April to Mid-July

SPRING TERM 2009

April 14, 2009 to July 24, 2009 (incl. Orientation week).

Exam period until end of July 2009

Start of pre-semester German language course: End of February/beginning of March

FALL TERM 2009/10

October 12, 2009 to February 5, 2010 (incl. Orientation week).

Exam period until end of February 2010

Short term: until December 18, 2009 (corresponding programs only)

Pre-semester German language course: From the start of September

SPRING TERM 2010

April 12, 2010 to July 23, 2010 (incl. Orientation week).

REGISTRATION/NOMINATION DEADLINE

- The nomination deadline for exchange students by their home universities is:

Semester Exchanges

For the fall term: May 1

For the spring term: November 1

The CISP summer school

March 15



WORKLOAD

- A semester workload usually comprises **30 ECTS** credits (ECTS= European Credit Transfer System).
- Master courses are usually worth 6 ECTS credits, while on the Bachelor level the credits for a course range between 4 ECTS and 8 ECTS (some research projects might have more)

ONE OR TWO SEMESTERS IN GERMAN LANGUAGE

LEVEL: Bachelor OR Master

- Students studying through German are free to choose from the Faculty's broad offer of courses.
- Depending on the level of their studies at their home university, students attend Bachelor or Master courses

The Faculty's complete course offer can be found at
<http://www.wiso.uni-koeln.de/zib/english/index.htm>
click on "Information for guest students"



IBP - INTERNATIONAL BUSINESS AND POLITICS PROGRAM

English Taught Program of one or two semesters

LEVEL: Bachelor OR Master

The International Business and Politics Program – IBP – is a non-commercial program taught through English offered on the Bachelor and on the Master levels. The courses usually consist of two classroom hours per week. Some courses may be blocked – many courses include group work or a research paper, case studies or company involvement. The courses are open to both guest students and German students and are part of the Faculty's overall range of courses.

Students can choose IBP courses - either on the Bachelor or the Master level – according to their own academic interests.

For the course offer and course outlines, please visit:
<http://www.wiso.uni-koeln.de/zib/english/index.htm> click on "Study offer for foreign students" and then on "IBP"

CEMS MIM – MASTER'S IN INTERNATIONAL MANAGEMENT

CEMS MIM (M.Sc. in International Management) is a prestigious supranational business degree that can be acknowledged as the best passport for an international career. This one-year joint degree program is exclusively open to the Master's students of the CEMS schools who meet very strict selection criteria, and receive the CEMS degree in conjunction with their home degree.

www.cems.org



THE TWO OPTIONS TO STUDY CEMS MIM AT THE UNIVERSITY OF COLOGNE:

- CEMS MIM students who are already enrolled at another CEMS university can come to the University of Cologne for their CEMS term abroad. They are integrated into the activities for exchange students.
- Students can directly apply for the CEMS Master's in International Management at the University of Cologne. In order to apply students need to hold a Bachelor's degree in management and also need to be admitted – in an independent process taking place simultaneously – to Cologne's regular Master of Science.

TERM DATES FOR CEMS STUDENTS

FALL TERM 2009/10 (CEMS term 1)

October 5, 2009 to February 5, 2010 (incl. Orientation week).

CEMS courses run until January 31, 2010

Start of pre-semester German language course: Beginning of September

SPRING TERM 2010 (CEMS term 2)

April 12, 2010 to July 23, 2010 (incl. Orientation week).

Exam period until end of July 2010

Start of pre-semester German language course: End of February/beginning of March

For more information on the Cologne CEMS offer please visit:

www.wiso.uni-koeln.de/zib

click on "Information for guest students" for information on the CEMS exchange term at Cologne or on "Infos für Kölner Studierende" if you wish to apply for the regular CEMS MIM program at Cologne.

COLOGNE'S CEMS OFFER



Exemplary course list (here fall term 2008-09):

CORE COURSE

Fall term: International Business Strategy

(Spring term: Cross Cultural Management)

ELECTIVES

- International Tax Planning and Fundamentals of International Taxation (E)
- Supply Chain Strategy (E)
- Supply Chain Planning (E)
- Global Competition of the Aviation Industry (E)
- The Political System of the EU: Governance and Institutions (E)
- Marketing Planning (E)
- Selected Media Topics III (E)
- Investments (G)
- Operatives Controlling (G)
- Strategisches Controlling (G)
- Ausgewählte Fragen der Unternehmensfinanzierung – Finanzmanagement in Unternehmen (G)
- Current Issues in Organization Design (E)
- Strategisches Management (G)
- Customer Relationship Management (E)
- Markenpolitik (G)
- International Human Resource Management (E)
- Investment Banking
- Softwaresysteme für Supply Chain Management und Produktion (G)
- Konzernrechnungslegung (G)
- Analysis of IFRS Financial Statements (E)

Skill Seminars

The ZIB regularly organizes Skill Seminars in cooperation with Companies, the Career Center of CENTRAL (Center for transnational Law) and the Professional Center of the University of Cologne. The course offer comprises topics such as:

Overview of regularly offered skill seminars

- Practices of academic work
- Communication training
- Debating
- Business behavior USA vs. German
- Conduct of negotiations
- Conflict management
- Introduction to project management
- Introduction to Public Relations
- Interpersonal Communication
- Successful presentations



CEMS Blocked Seminar

The weeklong Block Seminars are offered by interdisciplinary, inter-university teacher teams and provide the opportunity to debate and discuss innovative management topics from different cultural perspectives. They have proven to be the ideal starting point into the program.

- The CEMS Blocked Seminar offered by the Faculty of Management, Economics and Social Sciences takes places in the **beginning of October**.
- The Blocked Seminar is usually held in a youth hostel or conference centre approx 1-2 hours away from Cologne - in scenic surroundings
- The topic of the 2008 CEMS Blocked Seminar is “**Sustainability in Management: Applications to Logistics and Tourism**”



Group work at the CEMS Blocked seminar on Amrum:
„Environmental Challenges of Business



In the seminar room of the youth hostel

BUSINESS PROJECTS

Business Projects organized by the ZIB, Faculty of Management and Economics in Cologne, are consulting projects carried out by international student teams for locally-based companies. The projects have a duration of 2.5 - 4 months during the spring term (15 ECTS credits). Business Projects are unpaid, they are academically supervised and grades are awarded. They have proven to be a very rewarding experience for students: How to apply knowledge and analytical skills, international team building and project management are all intensively trained. Companies' feedback is usually enthusiastic as the project results are of high quality. Foreign students enjoy an unusual in-depth exposure to Germany-based companies and their current strategic problems.

Business projects are usually offered in spring term.

Examples of Accomplished Business Projects:

BUSINESS PROJECT TITLE	COMPANY
Retention Management in times of structural changes	Dresdner Bank
Corporate structure and organization as a challenge since 1945	Haniel
Comparative Market Analysis of commercial opportunities for the "tootz" concept in at least 8 European countries	ING (NL)
Is IFRS accounting relevant for the small business sector?	KPMG Deutsche Treuhand Gesellschaft
Analysis of customer satisfaction for Koelnmesse Service	Koelnmesse Service (Cologne Trade Fair company)
Supplier Base/Supplier Relationship Management - "Manage the top, cut the tail"	Henkel
A global brand – a local launch of a journal for customer communication strategy. The globalization of brands and their effects on the company structure	L'Oreal
Claimserfassung im Import Lufthansa Cargo	Lufthansa Cargo AG
Launch of a journal for customers	Michelin
Sustainability in food retail markets	A.T. Kearney GmbH
Comparison of the efficiency of different logistic systems in the consumer goods industry	Sal. Oppenheim jr & Cie (leading private bank)
Analysis of the Time-To-Market problem, as a basis for a Decision Matrix	Siemens AG Mobile Phones
Pilot Digital Personnel Filing implementation	Ford

CISP - COLOGNE INTENSIVE STUDY PROGRAM IN EUROPEAN MANAGEMENT

English taught short summer program- Especially for MBA students

The Cologne Intensive Study Program CISP focuses on the specific conditions for business in Europe and takes place over **four weeks in June**.

It is a non-commercial blocked program that consists of one course in management, one in economics and three practice oriented courses with strong company involvement. All courses are taught in English. The complete program adds up to 112 contact hours plus self study.

The program is designed for MBA students of the Faculty's partner institutions – thus rounding off the offer of studies for foreign exchange students.

The CISP includes not only the academic program, but also company visits and cultural activities as well as social integration via the international student club and the CISP buddy program.

Nomination deadline (by the International Office of the home university): March 15

The course offer slightly differs from year to year. For program details and dates please check:
www.wiso.uni-koeln.de/zib/english/studausl/Intensive.htm

EXAMPLES OF COURSES

Strategic Marketing Simulation „Markstrat“, Prof. Dr. Karen Gedenk

“Markstrat“ is an online based strategic marketing simulation. In teams, the students manage a virtual high-technology company. The results are discussed with a leading German producer of consumer products.

Corporate Development Business Project in cooperation with Haniel, Prof. Dr. Werner Reinartz

The Haniel Project, a consultancy-like business project, focuses on new fields of growth for the leading group for Business Equipment (TAKKT corporation) in Europe and North America.

Corporate Finance Case Study in cooperation with Deloitte, Prof. Dr. Dieter Hess

This strongly practice oriented seminar takes place on two days at Deloitte in Duesseldorf.

The Euro and European Economic Policies, Dr. Günter Beck

The course will provide a detailed account of the process towards Economic and Monetary Union (EMU) in Europe.

Project Management, Prof. Dr. Mark Ebers

This course will address the growing significance of project management, its diverse designs in different application areas and industries.

Starting in October 2008, the **newly established Graduate School (CGS) is the integrated PhD program** of the Faculty of Management, Economics, and Social Sciences. It encompasses researchers from business administration, economics, sociology, political sciences, and economic psychology.

The core element of the Graduate School is a **compulsory interdisciplinary course program** consisting of courses on multidisciplinary methods and theories as well as subject-specific courses. The former will be jointly attended by PhD students of the three Faculty groups. The teaching language is **English**.

APPLY AS A REGULAR PHD STUDENT:

The CGS invites applications from students in business administration, economics, and the social sciences or related subject areas such as mathematics or psychology. Both students with a **Bachelor's** or a **Master's** degree are accepted. The CGS will offer a limited number of three-year scholarships for excellent graduates.

DOCTORAL EXCHANGE:

The Graduate School also provides the infrastructure for **international doctoral exchange**. Building on the Faculty's large international network of partner universities, it will generate new possibilities to welcome foreign guest students to Cologne.



For further information please visit:
www.wiso.uni-koeln.de/cgs

For requests and applications regarding the doctoral exchange **please always contact the ZIB at:**
wiso-ipp@uni-koeln.de

- The central International Office of the University of Cologne (“Akademisches Auslandsamt”) offers intensive German language courses at different levels free of charge for exchange students.
- All guest students - regardless of their study program - are welcome to participate
- Pre-semester courses take place in March to early April (spring semester) and in September to early October (fall semester). Lessons take place from Monday to Friday, either during the morning or during the afternoon (assignment to morning/afternoon courses depends on what level of class the students are placed in). Lessons are held for 3 hours per day.
- A placement test at the start of the week the courses start is obligatory for all participants. Based on the test’s results, the “Akademisches Auslandsamt” assigns students to different course levels according to their specific knowledge of German. There is usually also a class for absolute beginners.
- During term, the “Akademisches Auslandsamt” offers language courses at different levels. Guest students can participate free of charge. Students can register for those courses on-site.



For information from the unit from the unit "German as a Foreign Language" please visit:
http://verwaltung.uni-koeln.de/international/content/german_courses/index_eng.html

For further requests and application regarding the German language courses
please always contact the ZIB:

Christoph.Karl@uni-koeln.de and Cait.Kinsella@uni-koeln.de

The ZIB has access to a pool of different rooms and apartments for rent which are offered to interested students on a "first come, first served" basis. Individual preferences will be respected as far as possible. Unfortunately, budget accommodation is extremely difficult to find in Cologne.

Students who need assistance in finding accommodation will receive one accommodation offer that matches most of his/her preferences (i.e. budget limits, shared etc.), insofar such accommodation is available. She/he will have a couple of days to get in contact with the potential landlord and decide to take or leave the offer - and then search for accommodation on his/her own, if he/she decided not to accept the offer. The student confirms the acceptance of an offer by signing a lease or subletting agreement with the landlord.

The accommodation offers range from single rooms in student dormitories to private apartments and single rooms in shared apartments with other students.



For further information, please check our Accommodation Support Service Manual:
www.wiso.uni-koeln.de/zib/english/Acco_Support_Service_Manual_2007.pdf



After the nomination deadline the ZIB will contact all guest students and will provide them with detailed information on further procedures and deadlines.

The formalities of the matriculation with the university will be handled for all guest students by the ZIB. To be able to do so, students are asked to send the following material by the relevant deadlines, which will be communicated in the welcome e-mail that students receive after being nominated for an exchange semester:

- The "Application Form for Admission to studies" (available online)
- The application for matriculation "Antrag auf Einschreibung" (available online)
- A certified copy of the (high) school leaving diploma / university admission certificate or equivalent
- Proof of enrolment at the current home university (e.g. copy of student ID)
- 2 passport photographs, black & white if possible
- A CV / resume, signed and dated (including information on major(s) and language skills)

→ All students need to transfer a **semester contribution** or social fee of about € 200 to the University's account. This semester contribution includes an unrestricted ticket for public transportation (bus, metro, train) in the State of North-Rhine Westphalia for the entire semester, contributions to the sports facilities (broad offer of free sports courses and facilities) and contributions to the dining halls (good quality low priced food). It also gives the students the possibility to use the University's computer pools as well as the extensively-stocked library.



EUROPE

- Wirtschaftsuniversität Wien, Austria
- Université Catholique de Louvain, Belgium
- St. Kliment Ohridski Universität, Sofia, Bulgaria
- University of Economics, Prague, Czech Republic
- Universitas Carolina Pragensis, Prag, Czech Republic
- Copenhagen Business School, Denmark
- University of Copenhagen, Denmark
- Estonian Business School, Estonia
- Helsinki School of Economics & Business Administration, Finland
- Ecole des Hautes Etudes Commerciales, France
- Grenoble School of Management, France
- EM Lyon, France
- Institut d'Etudes Politiques de Paris (Science Po), France
- Université Paris I, France
- London School of Economics, Great Britain
- The University of Edinburgh, Great Britain
- Manchester Business School, Great Britain
- Corvinus University of Budapest, Hungary
- Università Commerciale Luigi Bocconi, Italy
- Università di Padova, Italy
- Dublin City University, Ireland
- Trinity College Dublin, Ireland
- University College of Dublin, Ireland
- RSM Erasmus University, Netherlands
- Universiteit Utrecht, Netherlands
- Norwegian School of Economics & Business Administration, Norway
- Warsaw School of Economics, Poland
- Uniwersytet Szczeciński, Stettin, Poland
- Uniwersytet Warszawski, Warschau, Poland
- Uniwersytet Wrocławski, Breslau, Poland
- Universidade Católica Portuguesa, Lissabon, Portugal
- Finance Academy under the Government of the Russian Federation, Russia
- Higher School of Economics, Moscow, Russia
- Plekhanov International Business School, Russia
- Saint-Petersburg State University, School of Management, Russia
- Matej-Bel-Universität Banská Bystrica, Slowakei
- Escuela Superior de Administración y Dirección de Empresas, Spain
- Universidad Autónoma de Barcelona, Spain
- Universidad Autónoma de Madrid, Spain
- Universidad Pontificia de Comillas, ICADE, Spain
- Stockholm School of Economics, Sweden
- Universität St. Gallen, Switzerland
- Bogazici Universität, Istanbul, Turkey
- Anadolu University, Turkey
- Middle East Technical University, Ankara, Turkey
- Sabanci University Istanbul, Turkey

MIDDLE EAST

- The Leon Recanati Graduate School of Business Administration, Israel

NORTH AMERICA

- University of Calgary, Haskayne Business School, Canada
- University of British Columbia, Sauder School of Business, Canada
- Indiana University, School of Business Administration, USA
- New York University, Leonard Stern School of Business, USA
- University of Minnesota, Carlson School of Management, USA
- University of North Carolina, Kenan-Flagler Business School, USA
- University of Arizona, Eller College of Management, USA

LATIN AMERICA

- Universidad Torcuato di Tella, Argentina
- Escola de Administração de Empresas de São Paulo, Brasil
- Pontificia Universidad Católica de Chile
- Instituto Tecnológico Autónomo de México (ITAM), Mexico
- Instituto Tecnológico de Estudios Superiores de Monterrey (EGADE), Mexico
- Escuela de Administración de Negocios para Graduados (ESAN), Peru
- Instituto de Estudios Superiores de Administración (IESA), Venezuela

ASIA

- Communication University of China, China
- Fudan University, School of Management, China
- Shanghai University of Finance & Economics, China
- Sun Yat-Sen University, School of Business, China
- Tsinghua University, China
- University of International Business and Economics, China
- Indian Institute of Management, Ahmedabad, India
- Indian Institute of Management, Bangalore, India
- Hitotsubashi University, Tokio, Japan
- Asian Institute of Management, Philippines
- Nanyang Technological University, Singapore
- National University of Singapore
- National Chengchi University, Taiwan
- Thammasat University, Thailand

ASIA PACIFIC

- Otago School of Business, New Zealand

AFRICA

- Witwatersrand Business School, South Africa

AUSTRALIA

- The University of Sydney, Australia

- Center for International Relations (ZIB): <http://www.wiso.uni-koeln.de/zib/english/index.htm>
- Faculty of Management, Economics and Social Sciences: www.wiso.uni-koeln.de
- University of Cologne: www.uni-koeln.de/index.e.html
- International Students Club: www.pimandcems.de
- Kölner Studentenwerk: www.kstw.de
- Cologne City: www.koeln.de/en/index.html
- German Department: www.auswaertiges-amt.de/www/en/index_html
- German trains: www.bahn.de/international/view/en/index.shtml
- Cologne Public Transport: www.kvb-koeln.de
- Cologne Bonn Airport: www.koeln-bonn-airport.de



“We look forward to welcoming you to Cologne!”