

MSc



Master of Science in Management

EARNED EXCELLENCE



THE BEST BUSINESS SCHOOLS
IN THE WORLD



LEIPZIG GRADUATE SCHOOL OF MANAGEMENT

3 Foreword
 4 | 5 HHL at a Glance
 6 | 7 Program Design
 8 | 9 Program Schedule
 10 | 11 International Partners
 12 Career Services
 13 Alumni and Network
 14 Student Initiatives
 15 Living in Leipzig
 16 Application and Admission Process
 17 Financing
 18 Contact us
 19 Directions to HHL



HHL – Your path to success

In 2006, HHL – Leipzig Graduate School of Management extended its portfolio of innovative study programs by introducing the Master of Science in Management program. This attractive course meets all the requirements of the Bologna Declaration and offers you a degree recognized worldwide: just what you need to launch your professional career.

HHL enjoys top positions in acknowledged rankings – recognition of the outstanding nature of its programs. The accreditation by AACSB International together with accreditation of the MSc program by the renowned German agency ACQUIN further underscore HHL's quality advantage.

You can expect a program which is focused on the practical aspects of professional business management and at the same time based on the latest results of management research. Our students will benefit from HHL's "integrated management" approach, to which all leadership and soft skills courses contribute to. HHL's holistic approach will provide you not only with a solid theoretical foundation, methods and specialist knowledge and skills in business

administration, but most importantly will help you to develop those key qualifications which are essential for a successful management career in a global world: judgment, the ability to reason critically and make responsible decisions, to work and communicate effectively in international teams, as well as creativity, sensitivity, initiative and stamina.

We at HHL take great pride in our excellent study facilities. HHL students are guaranteed individual supervision and guidance – at a level achieved by only a few business schools around the world.

We are looking forward to people like you, who will enhance our reputation while you embark on an outstanding career in business. In return, we offer you more than just a top degree: you will become a lifelong member of the HHL network.

Professor Dr. Hans Wiesmeth
 Dean of HHL

HHL – Germany’s first address in business education

HHL is not only Germany’s oldest business school, it remains one of the country’s leading management institutions to the present day, offering international business education based on elite academic standards.

Yesterday – HHL was the birthplace of management education

HHL – Leipzig Graduate School of Management, founded in 1898 as Germany’s first business school, was the birthplace of modern management education. From its inception, HHL has been committed to rigorous management instruction and research, and quickly developed an international reputation. After the peaceful East German revolution of 1989, which started in the streets of Leipzig, HHL rediscovered the entrepreneurial spirit of its founding days and was re-structured as a high-performing private business school – again with full university status.

Today – HHL among Germany’s top business schools

Since its refounding the philosophy behind all HHL programs has been to focus on the stu-

dent with close student-faculty interaction, in-depth business and academic experiences, at the same time developing the students’ leadership potential and networking skills.

MSc (Full-time)
Master of Science in Management, 18 months
MBA (Full-time)
Master of Business Administration in Int. Management 18 months
MBA (Part-time)
Master of Business Administration in Int. Management 24 months
Dr. rer. oec.
Doctoral program, 36 months (standard)
HHL EXECUTIVE
Executive education programs

Tomorrow – HHL among the top European business schools

HHL is already recognized by major international business publications as one of the leading business schools in Europe. At HHL we continue to build on our highly successful model and reputation for excellence. We update our curriculum according to the needs of global em-

ployment markets to further internationalize our expertise and keep HHL at the forefront of business education and professional training. We invite you to become part of HHL’s promising future.

RANKING / ACCREDITATION	QUALITY IN TEACHING	INDIVIDUAL ATTENTION	PROFESSIONAL PERSPECTIVES	CAREER SERVICE	INTERNATIONALITY & NETWORK
<ul style="list-style-type: none"> Ranked among top European business schools Repeatedly ranked number one in Germany First German private business school to receive AACSB accreditation 	<ul style="list-style-type: none"> Internationally recognized faculty Excellent ratings for teaching quality Small classes, high-performance teamwork 	<ul style="list-style-type: none"> Excellent student-faculty ratio Mentoring by alumni 24/7/365 access to campus, computer pool and library 	<ul style="list-style-type: none"> Starting salaries 30% higher than average business graduate Over 60 entrepreneurs among HHL graduates 70% have a contract before graduation 	<ul style="list-style-type: none"> On-campus company presentations and recruiting Unique online recruiting platform Career support for current students and for alumni 	<ul style="list-style-type: none"> 100 leading partner universities 30% international students from 5 continents Lecturers and business professionals from all over the world



HHL is ranked among Germany’s top ten business schools (*karriere*, May 2008)



HHL has successfully maintained its position among the top 40 MBA programs in the world. (*AméricaEconomía*, 2008)



Students vote: HHL is Germany’s favorite business school. (*trendence Institute*, 2008)



HHL’s MBA program received the DAAD award “Top 10 International Master’s Degree Courses made in Germany (2008)” for its innovative and international concept



Deans’ voting: HHL was voted for 4 palmas out of 5 and thus belongs to the group of internationally known „Top Business Schools“. (*Eduniversal*, May 2008)

Comment



“Roland Berger regularly and successfully recruits HHL graduates. Not without reason: HHL is among the leading business schools in Germany. It is impressive that HHL was able to build this reputation within a remarkably short time, since its re-foundation in 1992.”

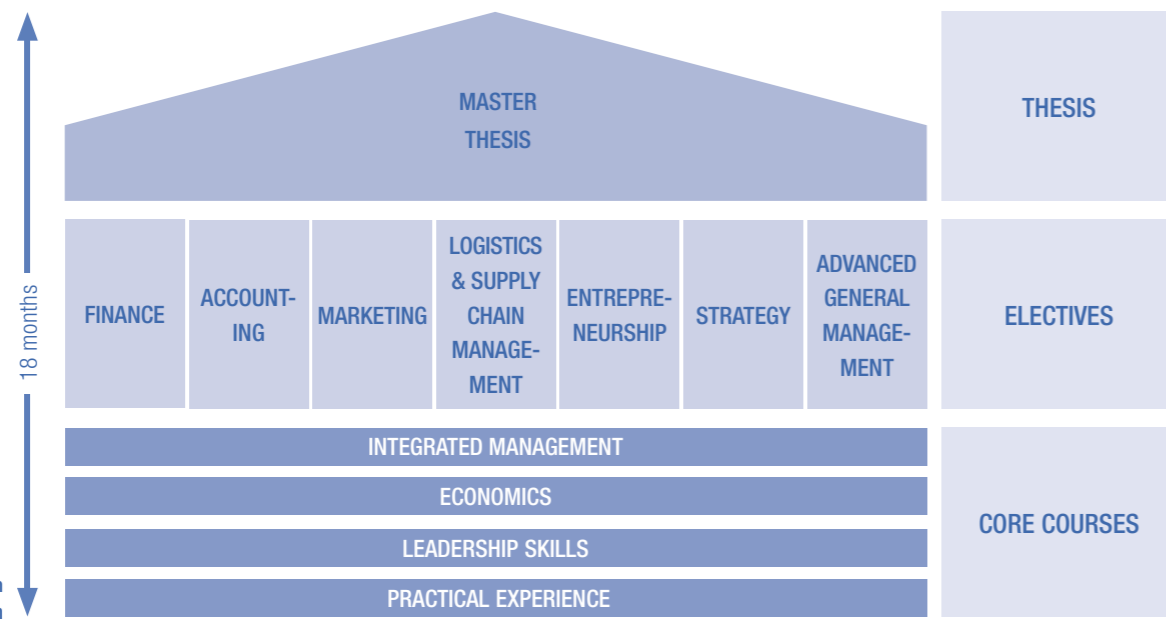
Prof. Dr. Burkhard Schwenker, CEO Roland Berger Strategy Consultants



Setting the course for management

You have successfully completed the first step towards a management career: a Bachelor in Business Administration or Economics. Now you want to sharpen your profile, deepen your management know-how and enhance your leadership skills with a Master of Science (MSc) degree.

Set your sights on HHL and start out on the path to executive management positions. Benefit from academic excellence, outstanding learning conditions and let us help you open the door to new international career opportunities. Our 18-month Master of Science program is taught entirely in English.



A holistic education: more than just theory

HHL's MSc program contains a broad spectrum of management-related topics that will enable you to develop solution strategies for a variety of problems that may arise in different fields of business.

You will find that our practice-oriented academic education is ideally suited to the challenges faced by global businesses. Furthermore, we are strongly focused on the individual needs of our students. Our graduates confirm the success of our concept with their achievements. The MSc program is based on the following:

Leadership perspective

Technical know-how and an excellent understanding of management are only one side of the coin. The ability to apply, implement and communicate the know-how is the other side. HHL is dedicated to promoting leadership qualities and the development of soft skills. Courses in economics and leadership skills as well as practical experience enable students to understand, assess and lead complex decision-making processes and establish new values in management.

Integrated management

These days, more than ever, managers and executives must be able to think "outside of the box", beyond their respective departments, companies and countries. Individual performance is important, but teamwork determines real success. Various courses requiring and stimulating cooperation are mandatory for all HHL students. Communication and conflict management skills along with the ability to work effectively in a team are imperative for a top manager. In short, that is what HHL calls "integrated management" – a proven recipe for success.

Combination of theory and practice

At HHL, preparing the theoretical background is just the starting point. A successful career in a leadership position requires theory testing experience: theory becomes tangible through case studies and field (consulting) projects. Back in the classroom, our experts share their knowledge and state-of-the-art research with the managers of tomorrow.

International experience

Broaden your horizons: the MSc program includes a compulsory term abroad at one of our 100 partner universities. Our experience has shown that this not only deepens your knowledge and global perspective but also broadens your personal and professional network. International faculty and students bring the whole world to the HHL classroom and give you the opportunity to experience global networking on campus.

Individual attention

Along with the theoretical and methodical framework, HHL offers you efficient and ideal learning conditions. Small groups and close contact to committed professors guarantee a compact, effective and motivating learning environment.

Comment



"HHL is an institution that shares some of my core values as a scholar. It builds the connection between academic scholarship, theoretical development, and real world practice. That is one of the hallmarks of a business school."

Prof. Michael E. Porter, PhD
Bishop William Lawrence University Professor,
Harvard Business School

PROGRAM SCHEDULE



A curriculum that fits your needs

HHL's MSc program is perfectly structured to meet your individual needs. Compulsory core modules provide you with the backbone of the program. Our elective courses allow you to compose the program according to your interests. You are able to choose four out of seven options for professional specialization. Build your business knowledge foundation from the following pillars: Accounting, Entrepreneurship, Finance, Logistics & Supply Chain Management, Marketing, Strategy and Advanced

General Management. The world of business is at your fingertips – just waiting to be explored.

Synthesizing the knowledge and experience gained in classes, the field project and the term abroad, the master thesis constitutes the culmination of the program. The task is to develop practical and applicable solutions to real-life problems in the framework of rigorous academic research.

One program – three options

We cater to your personal time constraints by offering various program designs. Whether you want to finish your studies in a very short space of time – or choose to complete additional internships – decide for yourself and

select the model that works best for your individual career planning.

We offer three different options:

	TERM 1 FALL	TERM 2 WINTER	TERM 3 SPRING	TERM 4 SUMMER	TERM 5 FALL	TERM 6 WINTER	TERM 7 SPRING	TERM 8 SUMMER
18 Months	Core Courses	Core Courses	Electives	Master Thesis	Study Abroad	Electives		
21 Months	Core Courses	Core Courses	Electives	Internship	Study Abroad	Electives	Master Thesis	
24 Months	Core Courses	Core Courses	Electives	Internship	Study Abroad	Electives	Internship	Master Thesis

Compulsory Core Modules

Four compulsory core modules are the foundation for your MSc at HHL. Within these modules you will deepen your general management knowledge and understanding of business and

economics. Furthermore, you will gain state-of-the-art leadership skills and practical experience.

INTEGRATED MANAGEMENT	ECONOMICS	LEADERSHIP SKILLS	PRACTICAL EXPERIENCE
Finance	Macroeconomics	Problem Solving & Communication	Field Project
Fundamentals in Managerial & International Financial Reporting	Microeconomics	Negotiation	Optional: Internship
Marketing & Customer Relationship Management	Research Methods	Leadership Experience	
Fundamentals of Logistics	Financial Economics	International Management Competencies	
Strategy	Competitiveness	Business Ethics	
Entrepreneurship			
Human Resource Management			

Elective Modules

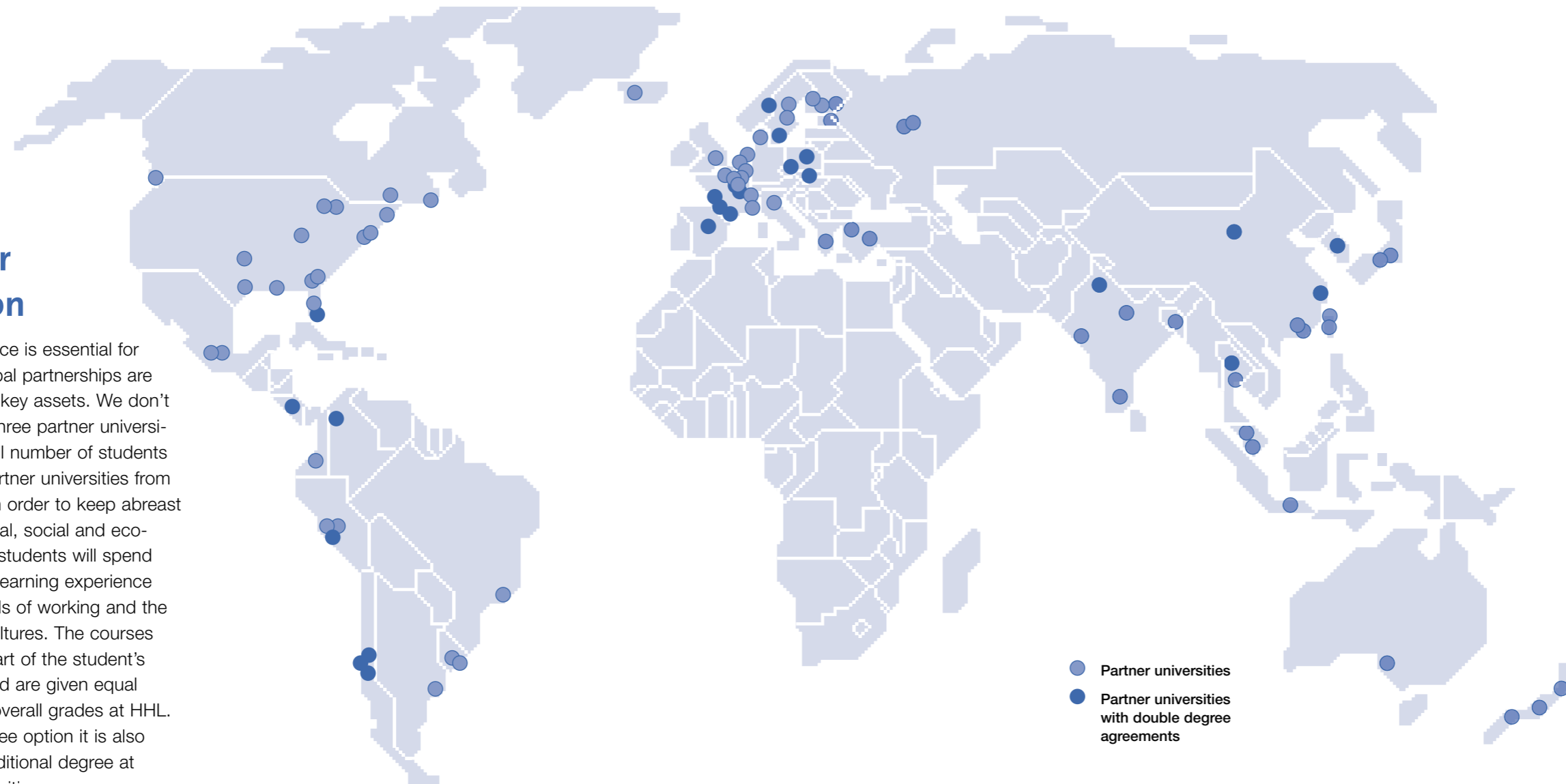
Your elective modules provide you with advanced management knowledge and skills. In order to meet your individual needs and

interests, you can choose four out of seven elective modules:

FINANCE	ACCOUNTING	MARKETING	LOGISTIC & SUPPLY CHAIN MANAGEMENT	ENTREPRENEURSHIP	STRATEGY	ADVANCED GENERAL MANAGEMENT
Corporate Finance	Advanced International Financial Reporting	Consumer Behavior & Marketing Research	IT-based Logistics	Innovation Management	Corporate Strategy	Courses of the remaining modules
Corporate Valuation	Consolidated Financial Statements	Marketing Strategy & Brand Management	Supply Chain Management	Family Business	Strategies for Growth	
Risk Management	Financial Analysis	Efficient Marketing Mix Planning	Seminar Intelligent Logistics & SCM	Entrepreneurial Finance & Marketing	Management of Organizations	
Seminar in Finance	Corporate Governance and Auditing	Service & Retail-Marketing (Seminar)	Business Process Management in the field of E-Logistics	Business Plan Development	Strategy Research Seminar	
Finance Course Abroad	Accounting Course Abroad	Marketing Course Abroad	Logistic & SCM Course Abroad	Entrepreneurship Course Abroad	Strategy Course Abroad	
						Advanced General Management Course Abroad

Choose your global region

International competence is essential for a business leader. Global partnerships are therefore one of HHL's key assets. We don't have just one, two or three partner universities, we serve our small number of students with more than 100 partner universities from Australia to Uruguay. In order to keep abreast with current international, social and economic challenges, our students will spend one term abroad. The learning experience focuses on the methods of working and the way of life in foreign cultures. The courses taken abroad will be part of the student's performance record and are given equal value considering the overall grades at HHL. Within the double degree option it is also possible to earn an additional degree at selected partner universities.

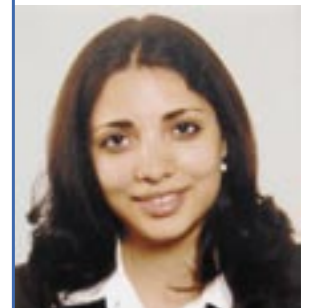


- Partner universities
- Partner universities with double degree agreements

Comment

"Being a student at one of Germany's best business schools has helped me expand my horizons, both professionally as well as personally. Alongside a double degree program at INCAE Business School, Costa Rica, I was able to apply all my knowledge and experience gained at HHL into a new venture, my own start-up. I am certain that my education at HHL has prepared me well to tread on the entrepreneurial path. Furthermore, this association has not only allowed me to gain valuable experience in Europe, but also in Latin America. I now pride myself on this acquired edge."

Minu Chawla (India)
HHL alumna (MSc1)



AUSTRALIA Australia University of Adelaide **New Zealand** University of Otago | University of Waikato | Victoria University of Wellington **ASIA** **Bangladesh** American International University **China** Hong Kong University of Science and Technology | Tongji University | Sun Yat-Sen University, Guangzhou | Lanzhou University **India** Indian Institute of Management, Ahmedabad | Indian Institute of Management, Bangalore | Indian Institute of Management, Calcutta | Indian Institute of Management, Lucknow | Xavier Institute of Management, Bhubaneswar | Management Development Institute Gurgaon **Indonesia** Universitas Surabaya **Japan** Nanzan University, Nagoya | Nagoya University of Commerce and Business, Nagoya **Korea (South)** KDI School of International Policy and Management, Seoul **Malaysia** Higher Education Learning Institute, Kuala Lumpur **Singapore** Nanyang Business School **Taiwan** National Chengchi University | National Taiwan University, College of Management **Thailand** Asian Institute of Technology | Sasin Graduate Institute of Business Administration **EUROPE** **Belgium** HEC, Liege | Solvay Business School, Brussels | University of Antwerp **Croatia** Zagreb School of Economics and Management **Czech Republic** University of Economics, Prague **Denmark** Aarhus Business School **Estonia** International University Concordia Audentes **Finland** Helsinki School of Economics | Svenska handelshögskolan, Helsinki | University of Vaasa **France** Ecole Supérieure de Commerce, Paris | ESC Grenoble | ESC Montpellier | ESC Toulouse | ESCI Fontainebleau | Audencia Nantes School of Management | Groupe IECS, University of Strasbourg | Institut Supérieur du Commerce, Paris | Paris Tech (ENPC MBA), Paris | Reims Management School | INSEEC Paris and Bordeaux **Greece** ALBA, Graduate Business School, Athens **Iceland** Reykjavik University **Italy** LIUC, Castellanza **Lithuania** ISM, University of Management and Economics, Kaunas/Vilnius **Netherlands** Rotterdam Business School **Norway** Norwegian School of Management **Poland** Akademia Ekonomiczna w Poznaniu | Cracow Academy of Economics | Leon Kozminski Academy of Management, Warsaw **Russia** MIRBIS Moscow | University of Economics Moscow **Slovakia** Ekonomická Univerzita v Bratislave **Slovenia** IEDC Bled **Spain** Instituto de Empresa, Madrid | Escuela de Administración de Empresas, Barcelona | Escuela de Alta de Administración, Barcelona | Universidad de Navarra | Universidad Pontificia Comillas - ICADE, Madrid | **Sweden** Jönköping International Business School | Linköping Business School | Växjö University **Turkey** Koc University, Business School, Istanbul | Bilkent University, Ankara **United Kingdom** Cranfield University **NORTH AMERICA** **Canada** Dalhousie University, Halifax | University of Victoria | Concordia University **United States** Florida International University | University of Florida, Warrington College of Business | Emory University, Roberto C. Goizueta Business School, Atlanta | Georgia Institute of Technology, College of Management, Atlanta | DePaul University, Chicago | University of Chicago, Graduate School of Business | Kansas State University, University of Louisville, College of Business Administration | Tulane University, A.B. Freeman School of Business, New Orleans | The Tuck School at Dartmouth College | City University, Baruch College | Drexel University, College of Business, Philadelphia | Texas A&M University, College Station **SOUTH AMERICA** **Argentina** Universidad Nacional del Centro de Buenos Aires **Brazil** Ibmec, Rio de Janeiro and Minas Gerais **Chile** Universidad de Chile | Universidad de Talca | Universidad de Desarrollo **Colombia** Universidad EAFIT, Medellín **Costa Rica** INCAE, Alajuela **Ecuador** Universidad del Pacifico **Mexico** Instituto Tecnológico Autónomo de México (ITAM), Mexico City | Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Mexico City **Peru** esan, Lima | Universidad del Pacifico, Lima | Universidad San Ignacio de Loyola **Uruguay** Universidad Católica, Montevideo | Universidad ORT, Montevideo

High-powered recruiting leads to excellent careers

HHL is recognized by multinational recruiters and companies as a source of individuals and future leaders with proven academic excellence and strong leadership potential. Our career service actively assists you with a well-designed mix of activities. The key element here is the effective personal development strategy module. Our team will work with you on self-assessment, career path modeling, mentoring and coaching in order to help you identify your personal priorities and your future career path.

We regularly host company presentations, on-campus recruiting visits, and workshops conducted by leading companies from all industries. Moreover, HHL's Career Service circulates a Résumé Book presenting our students' achievements to more than 1,000 international firms and provides students with individual career coaching.

Leading international firms regularly recruit HHL graduates – both for internships and permanent positions. The majority of the students have several employment offers by the time they complete their studies and have already signed a contract before graduation. Their starting salaries are among the highest for business graduates in Germany.

You know what you want – a rewarding and challenging career with promotion potential. At HHL we know how to help you to achieve that goal by bringing important business contacts and career advancement opportunities directly to you.

Career-related activities

Personal Development	Assessment tests Career path modeling Mentoring
Individual Career Strategy	Company presentations Workshops Consulting projects
Application Preparation	CV & cover letter writing Interview preparation Assessment center training
Job Search	MBA Career Fairs On-campus recruiting HHL Online Recruiting Platform

Build your high-performance network at HHL

At HHL we offer more than a degree from one of the best business schools in Europe. We work hard to foster a strong network of contacts and sustainable friendships. Your personal experiences with classmates and professors will last a lifetime and serve your professional lives. Beyond the campus there is a "worldwide web" of dedicated and helpful alumni and sponsors. Once you have completed your studies at HHL, our Alumni Association becomes your second family. Our alumni are HHL's ambassadors worldwide representing



dozens of countries and a variety of high-value industries. They hold executive managerial positions and donate both their personal involvement and financial support. Below are a few examples of companies and positions where you will find HHL alumni:

Leading companies

Senior Sales Manager	Director M&A	Partner	Vice President	Director Strategic Marketing
Area Manager Europe	Head of Finance	Senior Manager Corp. Strategy	Assistant to the CEO	
General Manager	Associate Director	Global Brand Manager	Project Director	

Entrepreneurs

Furthermore, HHL counts among its alumni some of the most dynamic German entrepreneurs, who have founded more than 60 companies and created over 1,500 jobs in the past 10 years. The present and future members of our Alumni Association are poised to continue that tradition of achievement in the years ahead.

Specialist for online-merchandising	IT Consultancy	Placement of interim managers	Travel platform	Development and production of solar modules
Logistics systems	Ancestry research platform	Price comparison platform	Online ticketing	Health platform
Renewable energy source	Babysitter agency	Mobile television platform	Glasses and lenses platform	

Comment

"The reason why I chose to pursue an MSc degree was to gain more academic knowledge, to grow my personal and international network and of course to improve my job opportunities. The strong connection to my fellow students as well as the diverse insight into the real business world given to us during lectures and field projects were very important to me."

Cora Theißen
HHL alumna (MSc1)
Consultant, SMP AG



STUDENT INITIATIVES



The HHL spirit

The diversity and quality of the HHL community create a stimulating atmosphere. From sports to culture, HHL students are engaged in a wide range of activities. Have fun and use the opportunity to make lifelong friends from around the world as well as valuable future business contacts.

Student activities

SPORT	SOCIETY	BUSINESS	CULTURE
European Ivy League	The Negotiation Challenge	Case Challenge	FAUST, Kulturkreis
The leading European soccer event for business schools, invented by HHL, patronized by former Bayer Leverkusen CEO Rainer Calmund.	The first international negotiation competition in Europe, initiated by HHL together with Harvard Law School.	A case competition for Europe's best business schools, created and hosted by HHL's students.	The best way to get into German culture especially for exchange students.

Comment



"Together with my team, I thoroughly enjoyed organizing the biggest soccer tournament of European Business Schools where company recruitment, sports and fun come together. I not only learned a lot during that time, but also made HHL a truly cosmopolitan place, a playground for long-term friendships and networks."

Stefan Merker, HHL student
Organizer of the XII European Ivy League

LIVING IN LEIPZIG



Living in Leipzig

Leipzig enjoys a long and remarkable history as a city of merchants and scholars. Today, the Saxon city has taken on a key role in Europe. Leipzig has managed simultaneously to maintain traditions while setting its sights on distant shores. Indeed, Leipzig is developing at break-neck speed into a metropolis with excellent potential. The fever is spreading – and has already caught some big names like Amazon, DHL, BMW and Porsche, who have discovered an attractive location. A wealth of leisure activities tempts you everywhere you go, both in and around Leipzig. Whether rowing or pad-

dling on the river Elster, horseback riding in the woods of the Auenwald or cycling along the canal – you will quickly find a welcome break from studying.

In the evening, Leipzig's pub district is a particular hotspot for night owls – from trendy bars to art oases. If you are looking for a different kind of inspiration, you cannot go wrong visiting the opera, the world-famous Gewandhaus or one of the numerous theaters, cabarets and smaller stages.

Regardless of whether you want to see a major sporting event or enjoy a cultural evening with classical music – in Leipzig you will find what you are looking for. Choose from:

- over 900 bars, cafés and restaurants
- more than 67 museums, galleries and exhibitions
- a total of 35 playhouses, theaters and concert halls.

HHL's campus is located directly across from the new stadium and only a few hundred meters from the city center of Leipzig. Nestled on the green banks of the river Elster, the buildings are surrounded by attractive parkland and the university's extensive sports facilities.





Become an HHLer! Join our next MSc class!

Admission to the MSc program at HHL is highly competitive. To become a member of the next class you need to take the first step now. We invite you to apply, to set the course for your future as an international business leader by becoming a true HHLer.

Application documents:

Your written application should contain the following documents:

- Certified copy of Bachelor degree or recent statement of grades from the examination office
- Application form completed and signed
- Curriculum vitae
- Certified copy of High School degree (Abitur)
- Certification of no less than 3 months relevant practical experience*
- GMAT*
- Proof of above-average English skills (TOEFL)*
- Motivation letter (maximum one page)
- Proof of second foreign language*

* It is also possible to hand in these documents after the application deadline.

Application deadline:

You must apply by June 20 for the MSc program starting in September of the same year.

Admission dates:

Several admission test dates are offered at HHL throughout the year. You will find the current schedule at

www.hhl.de/master-of-science

Comment



"We strongly believe in the bright future of HHL's graduates. That's why we continuously invest in it. Through our education fund, prospective students gain access to risk-free financing of tuition fees and living expenses without a set debt."

David F. Schmutzler
CEO CareerConcept AG

"An investment in education pays the best dividends." Benjamin Franklin (1706-1790)

Tuition fees: A worthwhile investment

The tuition fees for the 18-month Master of Science program at HHL amount to 22,500 €. No one has ever been unable to study at HHL because of their inability to finance the tuition fees. Up to ten percent of students may have their fees waived. In addition, various scholarships and grants are also available. To qualify for financial support you need to fulfill the BAföG grant criteria, i.e. have a proven financial need, and demonstrate exceptional grades.

Student loans and education funds

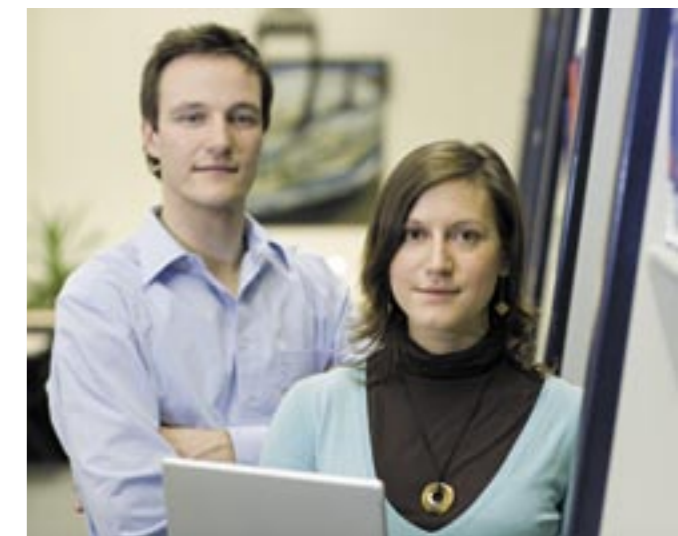
Low-cost student loans are available from various banks (such as Sparkasse Leipzig, Deutsche Kreditbank AG and KfW Bank). Additionally, CareerConcept AG offers an innovative financing opportunity. The concept of this education fund is simple: Following a successful application to CareerConcept AG, the tuition fees and/or costs of living are financed by the education fund. It obligates the student to pay a salary-dependent sum back to the education fund after graduation; the amount and duration of this payment is agreed before the financing begins. In contrast to traditional financing through loans, the aid recipient is not saddled with a fixed debt, but rather pays back according to the limits of his or her salary.

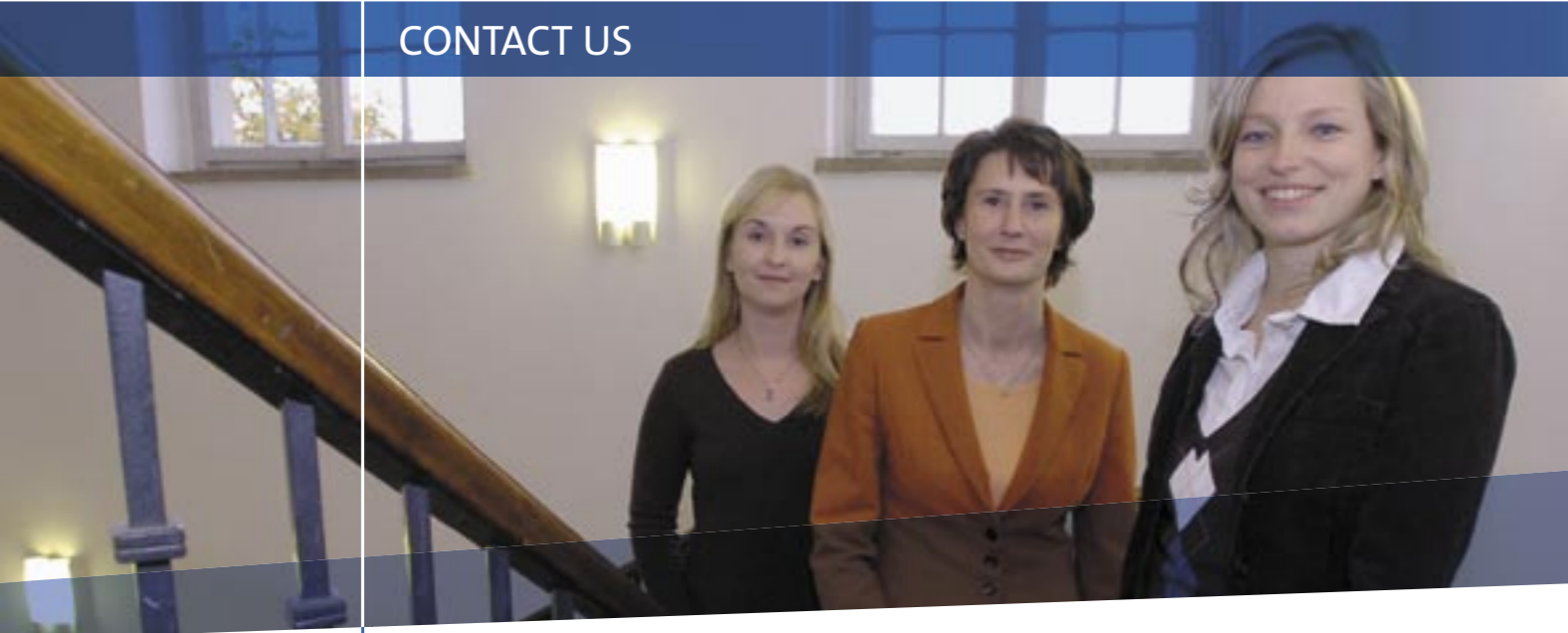
For more information please visit
www.hhl.de/financing

Information for foreign students:

For international students we recommend to first check out the DAAD scholarship database (www.daad.de).

HHL is the only German school which has been accepted by the US Department of Education to participate in Title IV programs of the Higher Education Act. US applicants interested in this program at HHL should refer to HHL's Federal School Code G38183 on the FAFSA Website www.fafsa.ed.gov.





We are here for you

The decision to do a Master of Science should be well considered. We encourage you to visit us at HHL, to meet with us, our current students, our alumni and our faculty. We offer several opportunities to learn more about our MSc program:

- Personal consultations
- Information Days
- Workshops
- Open lectures

If you have any further questions, please give us a call or visit us online!

HHL students office (from left to right)

Dorothee Fleischer

Tel.: +49 341 9851-691

E-mail: dorothee.fleischer@hhl.de

Kathrin Schmager

Tel.: +49 341 9851-622

E-mail: kathrin.schmager@hhl.de

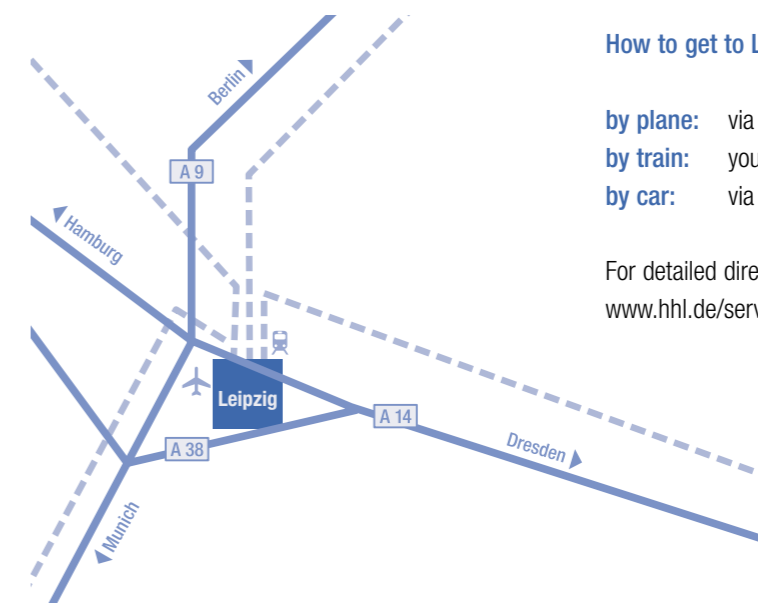
Franka Storzer

Tel.: +49 341 9851-692

E-mail: franka.storzer@hhl.de

www.hhl.de/master-of-science

The city of Leipzig is located in the heart of Europe.



How to get to Leipzig

by plane: via Airport Leipzig-Halle (LEJ)

by train: your destination is Leipzig Hauptbahnhof

by car: via highway A9 or A14

For detailed directions please visit www.hhl.de/service/contact/how-to-find-us



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HHL – Leipzig Graduate School
of Management
Jahnallee 59
04109 Leipzig · Germany
Tel. +49 341 9851-60
Fax +49 341 4773243
<http://www.hhl.de>