Information Session

Joint International Programs

at TUM School of Management

International Office TUM School of Management

Ute Helfers
Sanne Verheij
Agenda:

- General Overview
- Application procedure
- JIPs in detail
  - Entrepreneurship Exchange Program (EEP) NUS
  - 1:1 Program with DTU / Denmark
  - QTEM – Masters Network
    Quantitative Techniques for Economics & Management / global
  - Double Degree Program with HEC Paris / France
- Contact persons
- Questions
Joint International Programs at TUM SOM - General Information

- Usually: one year of staying abroad at the host university
- Waiver of tuition fees at the host university
- Transfer of credits completed abroad
- Support in finding an accommodation by the host university
- Linguistic and functional preparation (courses at TUM)
- Financial support possible through German-French academic institution or Erasmus Program

http://www.wi.tum.de/student-life/joint-international-programs/
Joint International Programs at TUM SOM - Application Procedure

• Application deadline for all programs: **1st of December**

• Application via e-mail to **outgoing@wi.tum.de**
  in the subject line: **application for “name of the program”_”your name”**

• Application documents depend on the JIP (see detailed information on website)

• Pre-selection is made on the basis of the submitted documents

• A rejection or an invitation to interview will be sent to the candidates by e-mail by Mid-January

• An additional application for the exchange program **"TUM SOMex (incl. Erasmus)"** is possible

• In the case of successful nomination for a JIP the application for "TUM SOMex (incl. Erasmus)" is automatically annulled.

What we expect

- Top academic results
- Autonomy and self-initiative
- Active advertisement of TUM at the partner university
- Be a representative abroad
- Willingness to share your experiences with future outgoing students
- Appropriate appearance, commitment and intercultural sensitivity
Entrepreneurship Exchange Program
between TUM School of Management and NUS Overseas Colleges
Entrepreneurship Exchange Program

- **Target group:** TUM School of Management undergraduate and graduate students with interest in “Innovation and Entrepreneurship”

- **Number of places:** 10 per year

- **Length of stay:** 6 month internship (Jan-Jun OR Jul-Dec)
  (in the 3\textsuperscript{rd} year for B.Sc. students and the 2\textsuperscript{nd} year for M.Sc. students)

- **Expected final qualification:** official EEP certificate, Transcript of records from NUS, a reference from a Singaporean start-up company

- **Language of instruction:** English C1 DAAD or equivalent

- **Application Semester:** B.Sc. students can apply at least in their 3\textsuperscript{rd} semester
  M.Sc. students in their 1\textsuperscript{st} / 2\textsuperscript{nd} semester.
Entrepreneurship Exchange Program

• **Application Deadline:** 1st December
  For program start in July and January of the following year

• **Documents to be submitted:**
  - Current Transcript of records AND for graduate students Bachelor Degree Abitur / Baccalaureate / A level certificate
  - CV including personal statement, qualifications and other skills please use the NUS template you find in the factsheet
  - DAAD Language Test English or equivalent (C1)
  - Matriculation Certificate

• **Costs:**
  - Journey to and from Singapore: 800 – 1,500 euros
  - Personal and living expenses (incl. accommodation and food): 1,000 -1,500 euros per month (it is possible to live on NUS campus)
  - Additional costs for individual plans
  - There is not tuition, but studying at NUS is for free
  - Financial support to the trainee is not guaranteed and depends on the enterprise.
Entrepreneurship Exchange Program
NUS template CV

Personal Statement

- Career Summary (If any)
- Description of your personality
- Strengths and weaknesses
- The role you desire to play in the internship company. Why?
- What can you offer to their internship company?
- Unique skill sets

NOTES/ADVICE:
1. The whole CV including personal statement should not exceed 4 pages, excluding appendices.
2. Personal Statement should be able to just fit ONE page on the front.
3. TUM SOM will not edit and is not responsible for editing/checking your CV.
4. Before submitting, check that there are no mistakes in the text (spelling and grammar), format and alignment.
5. Remember, your CV is your competitive tool. It could decide if you will get an interview, let alone an offer.

Education

Aug 2002 - Present National University of Singapore
Bachelor of Science with Major in Microbiology and Minor in Biotechnology (Course code in Appendix A)
Singapore

Aug 2002 - Jan 2003 Student Exchange Program University of North Carolina
(Course details in Appendix A)
United States

Aug 2001 - Jan 2002 Undergraduate Research Opportunities Program
Singapore

Jan 1999 - Oct 1999 XXX Junior College
GCE "A" Levels
Singapore

Work Experience (Only experiences of at least 1 month or more)

May 2001 - Jul 2001 Events Today Pte Ltd
Events Coordinator
- Customization and present proposals to respective companies
- Event planning and budgeting
- Company portfolio compilation

Jun 2000 - 2001 Giga Com Pte Ltd
Exhibition Assistant
- Field shows
- Customer service
- Promoter

Jan 2000 - Mar 2002 Hilltop Pte Ltd
IT Assistant
- Handling of invoices
- Assist in recruitment of staff
- Assist in the review of compensation and benefits

Scholastic Achievements/Extra-curricular Activities (Do not include secondary schools’ activities)

Aug 2000 - Present Scholarship
Global Business Case @ Start-up Singapore Finals
Contribution (Role)
Business summary:

Aug 2010 - Aug 2011 School Contributions
- Marketing Director for JOK
- President of XXX Society

Jan 1998 - Dec 1999 XXX Junior College
- ECA Award (Leadership qualifies)

Language Proficiency
- Spoken: English - Fluent, Mandarin - Fluent
- Written: English - proficient, Chinese - average

Additional Information

Other activities

Interests

IT & Software Proficiency (or other outside of IT)

Office Productivity: Microsoft Word, PowerPoint, Microsoft Excel, Publisher

Multimedia: Corel Paint Shop Pro, Adobe Photoshop CS2, Adobe Premiere Pro, Final Cut Pro, Macromedia Dreamweaver

Web: HTML, CSS, JavaScript, PHP

Database: MySQL, DESMS, SQL

Programming: Java, C++, Python, Perl, Shell, Scripting

Sampling: Java Script, Intermediate

Markup: XML

Networking: Server Setup/Maintenance, Wireless Networking

Security: Firewall (PPTP, OpenBSD Packet Filter)

Virtual Private Networking (OpenVPN, PPTP)

Intrusion Detection System (SNORT)

Operating Systems: Linux, Windows 98, 2000, XP, Uniblue

Name: Confidential

NAME: Confidential
Entrepreneurship Exchange Program

Timeline:

1. Application
2. Selection Process
3. Company Interviews/Registration at NUS
4. Stay at Singapore

1st possible semester:
- 01. December
- January

2nd possible semester:
- October / November
- January to June

July to December
- Internship at a Singaporean start-up company AND
- 24 ECTS for courses attended at NUS
DTU – TUM 1:1
M.Sc. Program in Management
DTU – TUM 1:1
M.Sc. Program in Management

- Target group: Master students in Master in Management & Technology (MMT) and Master in Management (MIM) with specialization in:
  - Operations & Supply Chain Management or
  - Innovation & Entrepreneurship

- Study procedure: first year at TUM, second year incl. Master thesis at DTU

- Duration of stay abroad: 1 year (3rd and 4th semester) at DTU

- Graduation: „Master of Science“
  Graduation certificate of TUM incl. emblem of DTU


DTU – TUM 1:1
M.Sc. Program in Management

• Application deadline: 1st of December

• Application Documents:
  – Bachelor Degree
  – Abitur / Baccalaureate / A level certificate
  – DAAD Language Test English (C1 or higher) or equivalent
  – Letter of motivation in English (max. 1½ pages)
  – CV
  – Matriculation certificate

• Application Procedure is a two-step process:
  1. Preselection according to application documents
  2. Interview
DTU – TUM 1:1
Study plan MMT students

Timeline

Semester 1 Semester 2 Semester 3 Semester 4

Electives in Management & Technology (30 ECTS)

Courses in the field of Technological Specialization
(DTU Department Management Technology / TUM Specialization in
- OSCM OR
- I&E

Master's Thesis (30 ECTS)

Specialization in Technology (30 ECTS)

120 ECTS
DTU – TUM 1:1
Study plan MIM students

Timeline

Semester 1
- Basics in Management (36 ECTS)
- Economics & Law (12 ECTS)
- Global Entrepreneurship (6 ECTS)
- International Management & International Experience (6 ECTS)

Semester 2

Semester 3
- Courses in the field of Technological Specialization (30 ECTS; Course Catalogue)

Semester 4
- Master’s Thesis (30 ECTS)

Total: 120 ECTS
QTEM Masters Network
Quantitative Techniques for Economics and Management
QTEM’s DNA

Excellence
min. GMAT score 650

Quantitative & analytical
min. 50% ECTS

International
3+ countries

Professional Experience
min. 2 months
- Master in Quantitative Techniques for Economics & Management

- Elite network of currently 23 partner universities and appx. 15 business partners worldwide

- Target group: Master students in MMT with interest in quantitative education

- Procedure: 1\textsuperscript{st} + 2\textsuperscript{nd} semester at TUM; 3\textsuperscript{rd} + 4\textsuperscript{th} semester for 1 semester abroad at an academic QTEM partner and in one further country for an internship of minimum 4 months duration; 4\textsuperscript{th}/5\textsuperscript{th} semester Master thesis at TUM

- QTEM Credits: need to take ECTS in Quantitative Courses

- Duration of stay: maximum 1 year (3\textsuperscript{rd} and 4\textsuperscript{th} semester) in two different countries for internship and study

- Successful QTEM Students are earning the **QTEM Degree together with the “Master of Science” degree** from TUM.

- [http://www.qtem.org/](http://www.qtem.org/)
- Master in Quantitative Techniques for Economics & Management

- Application deadline: 1st of December; **GMAT** score (at least 650) required!!

- Application Documents:
  - GMAT / GRE (min. 650; taken within last 3 years; possible to submit until end of February)
  - 5 preferences from QTEM Partner universities
  - Bachelor Degree
  - Abiturn / Baccalaureate / A level certificate
  - DAAD Language Test English (C1 or higher) or equivalent
  - Letter of motivation in English (max. 1½ pages)
  - CV
  - Matriculation certificate
  - Current Transcript of Records (Bachelor’s program Management and Technology in 7th semester)

- Application Procedure is a two-step process:
  1. Preselection according to application documents
  2. Interview
Master in Quantitative Techniques for Economics & Management

Timeline:
- Semester 1: 1st country
- Semester 2: 1st country
- Semester 3: specializations in Management and Technology (30 ECTS)
- Semester 4: specializations in Management (30 ECTS) and Technology (30 ECTS)
- Semester 5: master's thesis (30 ECTS) and internship abroad (16 weeks)

120 ECTS
1. Amsterdam
2. Brussels
3. Casablanca
4. Coventry
5. Exeter
6. Frankfurt
7. Hangzhou
8. Harbin
9. Helsinki
10. Lausanne
11. Melbourne
12. Milano
13. Montreal
14. Moscow & St Petersburg
15. Munich
16. Nice
17. Paris
18. Oslo
19. Porto
20. Rome
21. Tilburg
22. Tokyo
23. Xiamen
### Academic calendars

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* The Fall semester may finish earlier depending on student choices related to exams.
Corporate Partners (current)

- Deloitte
- equinor
- Gjensidige
- EY (Building a better working world)
- FIRM (Frankfurter Institut für Risikomanagement und Regulierung)
- McKinsey & Company
- Millennium bcp
- optiver
- ORTEC
- Santander
- SAS (The Power to Know)
- SIA (The Network of Excellence)
- SOLVAY (asking more from chemistry)
Double Degree with Grande École des Hautes Études Commerciales (HEC)
Double Degree with Grande École des Hautes Études Commerciales (HEC)

- **Target group:** Master students in Management & Technology (MMT)
- **Study Procedure:** 1.+2. semester TUM, 3.+4. semester HEC, 5. semester TUM / HEC (Masterthesis)
- **Duration of stay abroad:** 2 semesters plus internship (15 weeks) optional in France
- **Costs:** Administration fee of about 800,00 € per academic year
- **Awarded degrees:** „Master of Science“ by TUM and “Master in Management - Grande École degree" by HEC Paris plus certificate incl. scholarship by Deutsch-Französische Hochschule (DFH)
- **Language skills:** English and French (B2)
- **[Link](http://www.wi.tum.de/student-life/joint-international-programs/)**
Double Degree with Grande École des Hautes Études Commerciales (HEC)

- Application deadline: 1\textsuperscript{st} of December

- Application Documents:
  - Bachelor Degree
  - Abitur / Baccalaureate / A level certificate
  - DAAD Language Test French (B2 or higher) or equivalent
  - Letter of motivation in English (max. 1\1/2 pages)
  - CV (in English)
  - Matriculation certificate

- Application Procedure is a two-step process:
  1. Preselection according to application documents
  2. Interview
Double Degree with Grande École des Hautes Études Commerciales (HEC)
SPECIALIZATION IN ONE OF THE FOLLOWING MAJORS:

M2

- International Finance
- International Business
- Entrepreneuriat

M1

- Core courses in all disciplines of management
- Elective courses

GENERAL MANAGEMENT PHASE

- HARD SKILLS
- SOFT SKILLS
- CAREERS

- Soft skills seminars, Leadership, négociation...
- Personal Development Program

Gap year - Optional

SOFT SKILLS

- Personal Development Program

CAREERS

- General Management Phase
- Gap year - Optional

HARD SKILLS

- Core courses in all disciplines of management
- Elective courses

Core courses in all disciplines of management

SOFT SKILLS

- Soft skills seminars, Leadership, négociation...
- Personal Development Program

CAREERS

- General Management Phase
- Gap year - Optional

Core courses in all disciplines of management

Elective courses

Soft skills seminars, Leadership, négociation...

Personal Development Program

Gap year - Optional

SPECIALIZATION IN ONE OF THE FOLLOWING MAJORS:

- International Finance
- Marketing
- Strategic Management
- Economics
- International Business
- Sustainability and Social Innovation
- Quant. Economics and Finance
- CEMS
- Entrepreneuriat
- Comptabilité
- Stratégie Juridique et Fiscale
- Medias, Art, et Création

HARD SKILLS

- Core courses in all disciplines of management
- Elective courses

SOFT SKILLS

- Soft skills seminars, Leadership, négociation...
- Personal Development Program

CAREERS

- General Management Phase
- Gap year - Optional

Core courses in all disciplines of management

Elective courses

Soft skills seminars, Leadership, négociation...

Personal Development Program

Gap year - Optional
#4 A great diversity of students

60 nationalities

22 average age

Students’ home universities (HEC MiM Class of 2017)

- 50% Europe
- 26% Asia, Pacific
- 13% Americas
- 5% Middle-East
- 5% Africa

Students’ academic backgrounds (HEC MiM Class of 2017)

- 33% Business Administration, Management
- 30% Engineering
- 14% Economics
- 12% Humanities
- 3% Political Science
- 8% Other
- 40% Women
- Median GMAT score: 710
A different Academic Approach

1. (Very) high quality standards:
   - More class hours: >350h
   - Small classes: <50 students
   - Always the main instructor in front of you: no TA

2. Perfect balance between Theory and Practice:
   - 50/50: Research faculty / Practitioners, Theory / Practice
   - A lot of group work to foster team spirit
   - Real-life case-studies & company projects
   - 9 Certificates to enhance students’ expertise

3. The human factor is critical:
   - Personal Development program:
     Career events & workshops, Career roadmap, mentoring program, etc.
   - Campus life:
     - Strong ties among students
     - Entrepreneurship spirit
   - HEC Alumni on campus
The HEC Campus
Sports
The HEC Campus
Student Clubs
Strategic Management Specialization

- **10 MONTH PROGRAM**
- **90 ECTS CREDITS**
- **100% IN ENGLISH**

**MSC STRATEGIC MANAGEMENT WORLDWIDE IN 2017 (THE ECONOMIST RANKING 2017)**

**Calendar**
- **September 2018**
  - **PRE-TERM MODULES**
    - GLOBASTRAT
      - Workshops with firms
      - Master’s thesis
  - **CORE COURSES**
- **January 2019**
  - **ELECTIVE COURSES**
    - Company project
  - **PROFESSIONAL EXPERIENCE**
    - Job market workshops
    - Meetings with alumni
    - Networking
    - Career fairs
    - Master’s thesis
Managerial and Financial Economics
Specialization

The MSc Managerial and Financial Economics program at HEC Paris is a unique Master’s program combining rigorous training in quantitative and analytical skills with essential knowledge in economics and finance. Students are prepared perfectly with the essential reflexes for a career in many diverse business sectors, such as the banking and finance industry, consulting, as well as the corporate strategy or corporate finance departments in multinational companies.
This program is aimed at high-level applicants who thrive to become change makers. Whatever the size of the company, the function or the sector they will work in, graduates will have acquired the specific skills and mindset necessary to implement changes in business, innovation, and human resources management. SASI graduates shape the world of tomorrow.
The Specialization in International Business is a program composed out of 2 different terms:

1. Term 1 (September – December)
   - Classes in Advanced Management – 25 ECTS

2. Term 2 (end of April – early June) – 15 ECTS
   - Certificate Program

3. Master Thesis@TUM
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<td>STRATEGIC ISSUES IN SERVICES OFFSHORING</td>
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8 CERTIFICATE PROGRAMS:
100 hours of field work, courses, business projects
CHAired BY LEADING COMPAnyES

› Digital Innovation for Business Certificate (Free, Pixmania, Priceminister, Meetic, Vente-prive.com) an entrepreneurial approach to digital technologies, new business models, e-commerce, digital communication, funding new ventures, etc.

› Energy and Finance certificate (Deloitte and Société Générale) : Energy and Climate concerned issues? analytical skills to become contributors to the current industrial revolution.

› HEC's Luxury Strategy Certificate (Kering) provides future managers with in depth understanding of effective management of luxury brands and companies.

› Social Business / Enterprise and Poverty Certificate (Schneider Electric and Danone) training managers, aware of societal challenges and aspiring to be part of the solution.

› Excellence in Client Experience (LVMH)

› Leadership (Pernod Ricard) …

› Digital Transformation (AXA)…

› Mergers and Acquisitions…
You can find your contact person here:

TUM SOM International Office

Contact persons:
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Program Assistant: Ms. Sanne VERHEIJ

Tuesday from 9 am - 12 pm
(Appointment via E-Mail!)

Email: outgoing@wi.tum.de

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Enjoy planning your stay abroad!