

## About HSBA



**HSBA Hamburg School of Business Administration** is the university of choice for Hamburg's business community. Managed and supervised by Hamburg Chamber of Commerce. HSBA offers application oriented and international study programs to future executives.

Our partner companies actively engage in the development of our curricula to meet their skills needs. Thus, our graduates have outstanding career opportunities.

In cooperation with about 200 companies, we offer challenging study programs to more than 500 students:

- Business Administration (B.A.)
- Media Management (B.A.)
- Logistics Management (B.A.)
- Maritime Management (B.A.)
- Global Management and Governance (part-time M.A.)
- MBA Business Administration and Honourable Leadership (part-time MBA)
- MBA in Shipping (part-time MBA)

Applied Research, Executive Education and Consulting complete our portfolio.

In 2009 the **Maritime Business School at HSBA** was founded, to combine and develop HSBA's activities in maritime and related areas. At MBS it is our aim to actively support the maritime industry by providing highly skilled professionals

### Quote from HSBA's Mission Statement:

Success through achievement – responsibility – fairness

We, the members of HSBA, create the conditions for academic and professional success of our students by a dialogue between academia and the business community, and contribute to the competitiveness of our partner companies. We take our inspiration from business ethics and the principles of honorable leadership.

## Supporting Institutions



**Vereinigung Hamburger Schiffsmakler und Schiffsagenten e. V.**



## Advisory Board Shipping & Ship Finance



## Accreditations

HSBA is officially recognized as a Higher Education Institution by German Authorities and holds an institutional accreditation by the Wissenschaftsrat (German Council of Science and Humanities). All running study programs are accredited by FIBAA (Foundation for International Business Administration Accreditation).



## HSBA - The Gateway to Management Excellence



**HAMBURG SCHOOL OF  
BUSINESS ADMINISTRATION**

## MBA Shipping

Master of Business Administration  
(Part-time)



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Business Administration**

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## MBA Shipping - Essentials

The **MBA Shipping** Program is focused on Business Development in the Shipping industry and related branches. The program provides the students with the necessary knowledge, analytical skills and competences regarded as essential for extraordinary managerial performance in the maritime industry. The course is taught and assessed in English. Applicants with or without a University degree, yet with proven relevant experience in the industry, are welcome to apply for admission. The part-time structure of the program allows students to combine employment in locations worldwide with the MBA Shipping. Optional language classes (Chinese, Spanish etc.), visits (port terminals and facilities in Hamburg, short sea voyages etc.), IT as well as personal skills classes offered in other HSBA programs are also available.

### Number of Student Places per Annum

Maximum of 30

### Commencement of Course

1. January 2012

### Course Organization & Duration

As regular track, the course lasts 24 months (6 full-time weeks per year). As fast track, the program can be studied intensively in 12 months (12 full-time weeks per year). The course consists of 450 contact hours.

### Tuition Fees

€15,000; living and travel expenses are not covered.

### Application Deadline

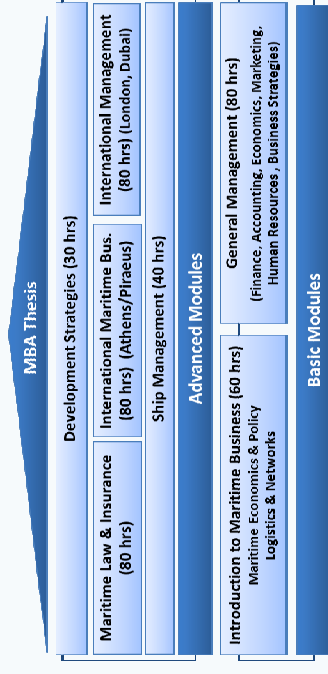
31. October 2011; study places are allocated on a first-come, first-served basis.

### Degree

Successful graduates are awarded the degree "Master in Business Administration (MBA)", which allows the graduates to apply for doctoral programs.

## Program Structure

The *curriculum* is structured in seven modules: two modules focus on management issues; five modules cover topics of the maritime industry. Courses take place in Hamburg (mainly), London, Athens/Piraeus and Dubai.



### Basic Modules

In the **General Management Module** business accounting, theoretical economic principles, strategy, marketing, human resources and organization as well as leadership are covered. In **Introduction to Maritime Business** students gain advanced knowledge and skills in the fields of maritime economics, transportation and logistics as well as policy-making with a focus on the IMO regulatory framework.

### Advanced Modules

The **Ship Management Module** combines issues related to ship finance, acquisition of ships as well as commercial and technical management of ships in an innovative, holistic and comprehensive way. In **Maritime Law & Insurance** Carriage of Goods by Sea, Charter Parties, Marine Insurance, Protection and Indemnity Schemes as well as Claims and Practical Implications are covered. In the module **International Management** students gain international experience and become acquainted with London and Dubai as leading global business centers. The focus of the module lies on financial issues and global business management (London) as well as on logistics issues and intercultural business management (Dubai). The module **International Maritime Business** takes place in Athens/Piraeus and focuses on business and chartering case studies, claims handling, technical management of ships and examples of business development. The module **Development Strategies** rounds up the program and confronts the students with integrated and innovative views on the factors determining success and growth of maritime ventures.

## Lecturers



**Prof. Orestis Schinas**  
Head of Maritime Business School at HSBA



**Max Johns**  
Verband Deutscher Reeder



**John Pachoulis**  
Hellenic Shipbroker Ass.



**Prof. Sönke Hartmann**  
HSBA



**Carsten Grau**  
DLA Piper

## Application and Admission

The MBA course is open to applicants with an academic background. Applicants with relevant professional experience (e.g. Schiffahrtskaufmann) lacking a university degree, are admitted under certain conditions. Prior to admission, HSBA carefully examines the applicant's academic, professional and personal suitability for the program. The application process consists of five steps; an additional Entrance Examination can be added, if applicable. In exceptional cases the standard admission procedure can be amended (e.g. for international applicants).



### Step 1: Written Application

The written application consists of, *inter alia*, (degree) certificates and academic or professional references

### Step 2: Telephone Interview

### Entrance Examination, if applicable

For applicants not holding a university degree

### Step 3: Admission Day

To examine the personal suitability for the program

### Step 4: Admission

The admission panel informs the applicant in writing.

### Step 5: Conclusion of Contract

Welcome at HSBA!

For enquiries please contact:

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Detailed information on admission available at

[www.hsba.de/mba-shipping](http://www.hsba.de/mba-shipping)