

# Education for the Global Generation



Undergraduate & Postgraduate  
Prospectus **2019 - 2020**



# Contents

<b>Welcome from our Academic Director</b>	4
<b>About us</b>	
Overview	6
Why study at BSBI?	8
Our partners	10
Our campus	18
Career services	20
What our students say	22
<b>Studying in Germany</b>	
About Germany	26
<b>Why Berlin?</b>	
10 reasons to study in Berlin	28
Cost of living	30
<b>Programmes</b>	
<b>Undergraduate</b>	
BA in Economics and Business Administration with Foundation Diploma	34
BA in Economics and Business Administration	36
<b>Postgraduate</b>	
Global MBA	38
MBA	40
MBA Maritime and Shipping Management	42
MA in Innovation and Entrepreneurship	44
MA in Strategic Marketing	46
MA in Finance and Investments	48
MA in International Tourism, Hospitality and Event Management	50
MSc in International Health Management	52
<b>Doctorate</b>	
DBA Doctorate in Business Administration	54
Entry requirements	56
<b>Admissions</b>	
Admissions process	58
Visa information	60
<b>Where we are</b>	
Campus location	62



# Welcome from our Academic Director

Dear students,

I want to give you a warm welcome to Berlin, your new home for the coming years and I want to thank you for selecting Berlin School of Business and Innovation (BSBI) as your higher education provider.

BSBI will provide you with an environment that supports all your learning needs, from the core modules for your chosen programme of study, visiting speakers from a range of backgrounds to free German language classes.

You will engage with lecturers who are subject experts in your chosen programme, as well as being provided with small group study skills support for all subject areas, so that, when it comes to writing your dissertation, you will have all the necessary skills to complete this final, important part of your programme successfully.

BSBI also focuses on employability and students should take advantage of our careers and student support services.

I look forward to meeting you and engaging with you during your time here at BSBI in Berlin.



Dr Alexandra Gray



**Dr Alexandra Gray**  
Academic Director





# Overview

Today's business world is constantly changing, bringing with it exciting new opportunities as well as daily challenges.

That's why at BSBI, we are dedicated to training students to effectively shape the future by overcoming these challenges and becoming tomorrow's business leaders.

With enterprise, leadership and success at its core, BSBI offers industry-relevant programmes which focus on developing the practical business skills needed to ensure your professional success. Located in the heart of Berlin and with students from more than 30 countries, we are a truly international business school that provides academic excellence.



# Why study at BSBI?

Here are just a few of the reasons why BSBI is the perfect place for you to study!



**Central location** - Study in a well-equipped campus located in the heart of Berlin, Germany's capital. Germany is the most popular option for international students looking to study in Europe\*.



**Excellent student support** - We provide excellent academic tuition, guaranteed small-sized classes, industry experts and guest speaker presentations.



**Free Executive Education course** - BSBI and London School of Business and Finance (Executive Education) have partnered to offer BSBI students the chance to attend a FREE five-day executive course while pursuing their degree.



**Free German language lessons** - This will help you increase your employment opportunities in Germany after graduation.



**Online resources** - BSBI has integrated the Virtual Learning Environment (VLE) and e-learning programmes into the heart of its teaching.



**Dedicated career service** - From CV workshops and networking events to personalised career advice, the team are on hand to provide students with the specialised services needed to fulfill their career aspirations.



**Post study German visa** - After graduation, if you would like to extend your residence permit in Germany, you can apply for a job-seeking visa for up to 18 months that will allow you to work without any limitation. In order to benefit from career opportunities in Germany, a good level of German is necessary.

\*Based on an annual survey by IOEF in 2018.

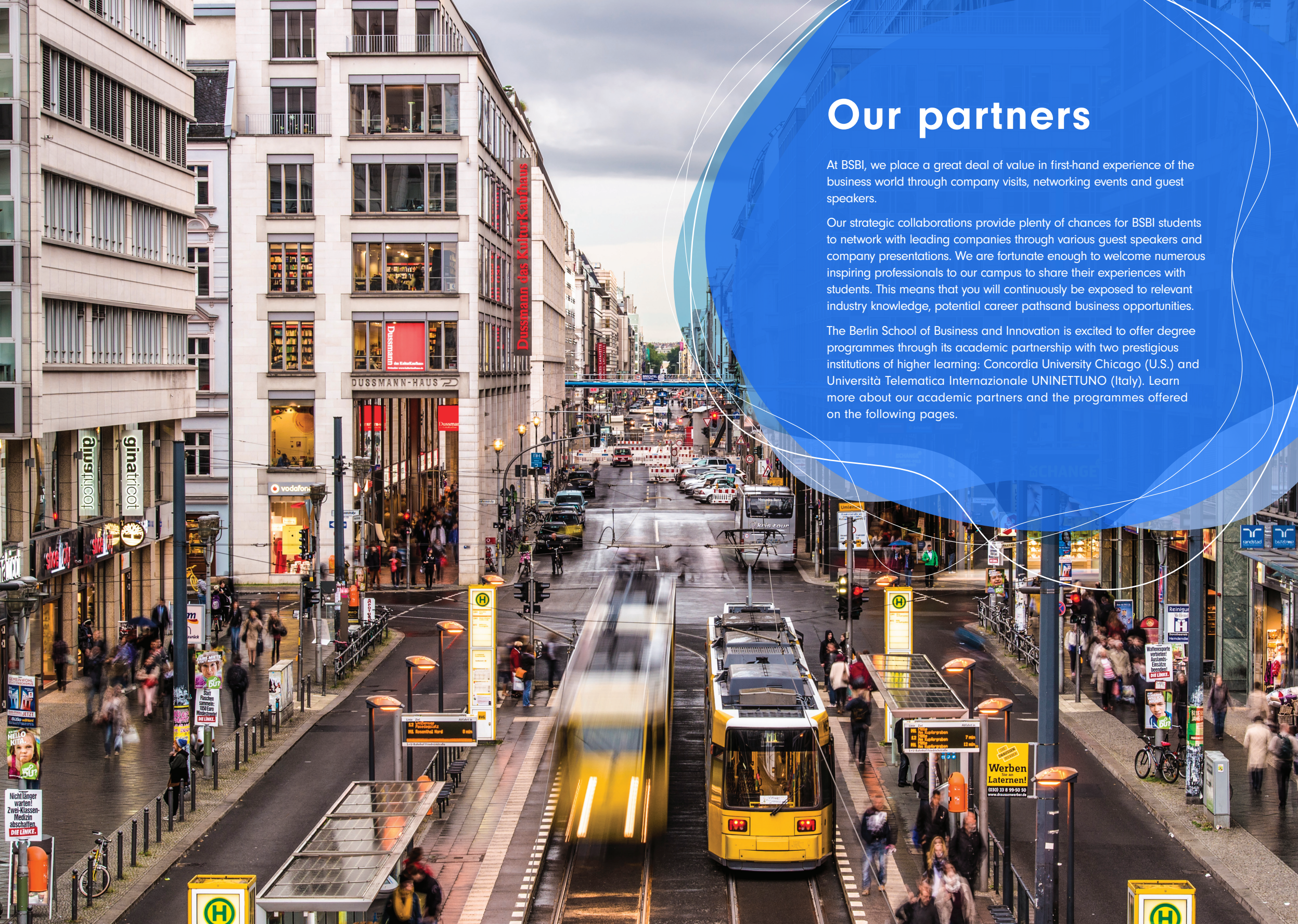


# Our partners

At BSBI, we place a great deal of value in first-hand experience of the business world through company visits, networking events and guest speakers.

Our strategic collaborations provide plenty of chances for BSBI students to network with leading companies through various guest speakers and company presentations. We are fortunate enough to welcome numerous inspiring professionals to our campus to share their experiences with students. This means that you will continuously be exposed to relevant industry knowledge, potential career paths and business opportunities.

The Berlin School of Business and Innovation is excited to offer degree programmes through its academic partnership with two prestigious institutions of higher learning: Concordia University Chicago (U.S.) and Università Telematica Internazionale UNINETTUNO (Italy). Learn more about our academic partners and the programmes offered on the following pages.





# Our academic partners

## Concordia University Chicago (U.S.)

BSBI is proud to offer two of Concordia-Chicago's most bespoke degree programmes, which are taught at our central Berlin campus. The programmes are delivered using face-to-face sessions ensuring students have extensive personal contact with professors and their peers. In this way, students have the opportunity to network and build relationships that will benefit them after graduation as they establish successful careers.

Concordia-Chicago has a history of academic excellence spanning more than 150 years. By offering prestigious business degrees, Concordia-Chicago has asserted itself within the global marketplace as a university that emphasises innovation, agility and business profitability.

This unique opportunity will allow BSBI students to earn a degree from a U.S. institution without having to travel and study in the U.S. In addition, the programmes offered by Concordia-Chicago are fully accredited by the Higher Learning Commission (HLC). In addition, the University's College of Business is a member of the Accreditation Council for Business Schools and Programs (ACBSP).

### Partnership Programmes:

- Master's in Business Administration (MBA)
- MA in Innovation and Entrepreneurship (MAIE)



## Università Telematica Internazionale UNINETTUNO (Italy)

BSBI is excited to be in academic partnership with Università Telematica Internazionale UNINETTUNO to offer a range of bachelor's and master's programmes delivered at our Berlin Campus and also validated by UNINETTUNO.

Established in 2005, UNINETTUNO delivers both undergraduate and postgraduate degrees acknowledged throughout the world. As a distance teaching university, UNINETTUNO cooperates with traditional universities from Europe, the Arab World, the United States and Asia.

UNINETTUNO is recognised by the Ministry of Education, University and Research in Italy. Furthermore, it is the only Italian Telematic University that was positively assessed by the CNVSU, the National Committee established to assess the university institutions in Italy.

### Partnership Programmes:

- BA in Economics and Business Administration
- BA in Economics and Business Administration with Foundation Diploma
- Global MBA
- MBA Maritime and Shipping Management
- MA in Strategic Marketing
- MA in Finance and Investments
- MA in International Tourism, Hospitality and Event Management
- MSc in International Health Management
- DBA (Doctorate in Business Administration)



UNIVERSITÀ TELEMATICA  
INTERNAZIONALE UNINETTUNO



# Our academic partners

We are partnered with some of the leading institutions from around the world to help our students reach their full academic potential.

BSBI is part of Global University Systems, an international network of higher education institutions. This means we work closely with specialist colleges and universities, such as LCCA and BAC-accredited LSBF (Executive Education). Furthermore, our strategic partnership with award-winning innovative learning platform, InterActive, offers students the flexibility to study online. We focus on developing and maintaining these relationships to offer the best education and professional opportunities for our students.





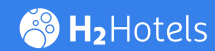
# Commercial partners

We develop partnerships with leading corporations to provide unique networking events for our students to meet top industry professionals.

Our various collaborations are an excellent way for you to build the connections needed to ensure the best start in your career.

Our commercial partnerships with leading recruitment companies such as Young Capital and Moberries support BSBI students through experienced job coaching. They also provide useful insights into the recruitment process via inspiring talks from guest speakers.

From discounted booking rates for student accommodation to exclusive offers on gym memberships, bike hires and boat rentals, our collaborations all have your student experience in mind.







## Our campus

BSBI is situated in Schöneberg, a lively district with good transport links and many beautiful green spaces.

This vibrant neighbourhood has many shops, trendy restaurants and local cafes for you to explore. The city centre is also easily reachable via public transport, meaning you will never be at a loose end with things to see and do.

We are also conveniently surrounded by great career opportunities for students to pursue after graduation. Just walking distance from our campus is Potsdamer Platz, home to several big corporations including Sony, Deutsche Bahn and Daimler.

The newly refurbished campus boasts bright and welcoming lecture rooms, a modern student lounge and wireless internet, with great access to all the nearby amenities too!



# Career services

The Careers Centre at BSBI is designed to help students achieve their career goals. Through our specialised services, we provide a platform to prepare students for successful employment after their time at our school.

## These services include:



**Career guidance** - We offer personalised support to help you make decisions about your future and plan for how you're going to get to where you want to be.



**Employability service** - By combining theory with practice, BSBI bridges the gap between education and the rapidly changing needs of today's global market place.



**Coaching** - When you begin the job application process, the careers centre is on-hand to help you tailor your application for any position.



**Networking events** - BSBI organises networking events to link students with businesses. Our networking opportunities are unique as we give students the chance to work on certain topics and develop ideas with company representatives.



**Coaching pool** - BSBI supports life-long learning and developing our students into tomorrow's success stories. Our coaching pool enables you to work with experts from a range of sectors and enhance skills.



**Company presentations** - Company representatives from leading German and international firms are invited to BSBI to teach students about their work. The visits give students the chance to learn about organisational value and any open recruitment positions.



# What our students say

“

I love Berlin. The lifestyle and state of mind here is very similar to my culture in Greece, and the fact that this programme is taught in English helped me to choose this specific master's.”

Alexandra Dalla - BSBI student



“

The vibe at BSBI is really cool and friendly. All the staff and students are very helpful and everyone has their own stories and experiences to share. BSBI creates an open environment so we can talk about our future goals and aspirations.”

Chahat Kalra - BSBI student





## What our students say

“

I chose BSBI because the school is innovative - it has different techniques and different methods of teaching which I like.”

Regez Rashdan - BSBI student



“

Berlin is an awesome place to study. The people here are really friendly and helpful.”

Manali Shetty - BSBI student







# About Germany

Recognised as a hub for technology, research and innovation, Germany is an increasingly popular study destination for international students. The country's rich cultural history, high-quality education and flourishing economy attracts ambitious students from all over the world.

International students enjoy a number of added benefits from studying in Germany, such as part-time job opportunities and various financing options. Part-time jobs are readily available in Germany allowing you to help finance your studies. What's more, Germany's student visa and residency permit enables you to explore the rest of Europe from the country's central location. Given Germany's extensive transport system and well-connected flight and rail links, travel couldn't be easier!



# 10

## Reasons to study in Berlin



### 1. Berlin's strong economy

As the capital of Germany – the fourth largest economy in the world – Berlin is a major international centre of business, research, tourism and creative industries.

### 2. Start-up capital of Europe

As well as hosting some of the world's biggest corporations, Berlin has become a heaven for budding entrepreneurs with many new creative, financial and tech start-up's being established in the city.

### 3. Excellent transport connections

Berlin is known to have one of the best transport systems of any major city in the world, as well as being an international flight and rail hub.

### 4. Berlin's unique culture

Berliners are known for their unique outlook on life – they care less about the small things, interfere less in other people's business and enjoy life more.

### 5. Affordable living costs

Living expenses in the city are far cheaper than other student destinations such as the UK, US and Australia.

### 6. Berlin's social scene

Shows, parties, openings, restaurants, workshops, talks, open air festivals, bars and lots of events – Berlin has something for all kinds of people, whenever you want!

### 7. Low levels of unemployment

Thanks to its strong economy, Germany has always maintained a low level of unemployment compared to other European capital cities.

### 8. Students can work part-time

International students are given the opportunity of being able to work part-time. This means it's easier to gain work experience and make the most of the city.

### 9. Top ten rated student city

Berlin has been ranked 7th in the 2018 QS rankings for best student cities in the world – higher than Boston, Toronto and Sydney!

### 10. Berlin's many parks

Everywhere you look, every corner you turn you'll find either a park or community garden. Berlin has hundreds of official parks making it one of the greenest cities in Europe!



# The cost of living in Berlin

Berlin is a multicultural city that boasts an ever-expanding student population. One of the reasons for this increasing popularity is Berlin’s low costs, making it one of the most affordable cities in Europe to live and study in.

In addition to its rich history and thriving business scene, Berlin offers cheap rents and living expenses which are generally lower than other places in Germany and other popular student destinations such as London, Sydney and Toronto. With the added benefit of low tuition fees as compared to the rest of the EU, USA and Canada, it’s no wonder so many students flock to this vibrant city every year.

### Average living costs in Berlin

Expenses						
Rent	Food	Books	Transport	Phone/Internet	Health	other
↓	↓	↓	↓	↓	↓	↓
From	€200	€20	€45	€40	€45	€80
€400	€300	€40	€75	€60	€80	€120
Per month						

Average total €830 - €1,475





# Our programmes

Our programmes have been designed to develop the practical business skills needed to thrive in today's global business market. With enterprise, leadership and success at their core, our programmes combine theory with practice to keep students up-to-date with the latest industry trends.

We offer undergraduate, postgraduate and doctorate programmes, all of which focus on helping you become an exceptional leader in your field. Designed and delivered by industry experts, our programmes will provide you with a competitive edge needed to stand out in the global job market.





# BA in Economics and Business Administration

## with Foundation Diploma

This is the ideal programme for you if you are looking to improve your knowledge as well as your practical skills in business. The one-year Foundation Diploma will bring you up to speed in terms of technical and industry skills, therefore you will be ready for the following three years of your Bachelor's degree. This four-year programme is perfect for those who want to reach their full potential and kick-start their career.

### Why study this programme?

#### Students will:

- Cover a broad range of knowledge areas such as finance, marketing, human resources and much more;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

### Who should take this programme?

This programme has been designed for international students from non-English speaking countries aiming to gain the knowledge, skills and tools to succeed in a bachelor's degree.

Proactive and ambitious students, interested in acquiring practical insight in economics and business are ideal candidates for this four-year degree.

### Career progression

After successful completion of the BA in Economics and Business Administration with Foundation Diploma programme, students will have opportunities to work in areas such as banking, finance and accounting.

Alternatively, successful graduates on this programme will be eligible to progress in their academic studies by choosing one of BSBI's master's degrees.

They will receive a 50% discount when opting for a postgraduate programme two months before graduating from their BA.\*

### Programme content

#### Foundation year

- Introduction to the Business Environment
- Introduction to Marketing
- Employability Skills and Professional Development
- Managing Financial Accounting
- Introduction to German Language
- Academic English

#### BA - First year

- Economics
- Introduction to Business Administration
- Mathematics
- Introduction to Law
- Business Management
- Organisational Dynamics and Behaviour
- Information Management
- Strategic Management and Leadership (in partnership with LSBF Executive Education)
- Introduction to German Language

#### BA - Second year

- Monetary Economics
- Statistics and Business Statistics
- International Contract Law
- Banking and Finance
- Marketing
- Financial Accounting
- Issues in Human Resources Management
- Design Thinking and Innovation (in partnership with LSBF Executive Education)
- Advanced German Language

#### BA - Third year

- Public Economics
- Management Accounting
- Industrial Organisations
- Business Law
- Financial Mathematics
- Strategic Management
- Management Consulting and Project Management (in partnership with LSBF Executive Education)
- Business German Language
- Research Methods and Dissertation

**Intakes** February | May | October

**Delivery\*** Blended  
(on campus and online)

**Campus** Berlin, Germany

**Duration** 4 years

**Awarded by** Università Telematica Internazionale UNINETTUNO

**Official Italian title** Laurea

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# BA in Economics and Business Administration

With this programme you will gain a fundamental understanding of essential management topics such as economics, accounting, information systems, business law, human resources and marketing.

## Why study this programme?

### Students will:

- Get acquainted with modern business principles, such as entrepreneurship, innovation, technology management and international business;
- Have the option to learn German for three hours a week;
- Access to the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Access to textbooks, academic and trade journals, online lectures and more;
- Work with tutors and your fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

Proactive and ambitious students, interested in acquiring a practical insight into economics and business are ideal candidates for this three-year degree.

## Career progression

Upon graduating, students will be equipped with a range of inter-functional skills which can be applied in areas of banking, finance and accounting.

Alternatively, successful graduates on this programme will be eligible to progress in their academic studies by choosing one of BSBI's master's degrees.

They will receive a 50% discount when opting for a postgraduate programme two months before graduating from their BA\*.

## Programme content

### Year one

- Economics
- Introduction to Business Administration
- Mathematics
- Introduction to Law
- Business Management
- Organisational Dynamics and Behaviour
- Information Management
- Strategic Management and Leadership (in partnership with LSBF Executive Education)
- Introduction to German Language

### Year two

- Monetary Economics
- Statistics and Business Statistics
- International Contract Law
- Banking and Finance
- Marketing
- Financial Accounting
- Issues in Human Resources Management
- Design Thinking and Innovation (in partnership with LSBF Executive Education)
- Advanced German Language

### Year three

- Public Economics
- Management Accounting
- Industrial Organisations
- Business Law
- Financial Mathematics
- Strategic Management
- Management Consulting and Project Management (in partnership with LSBF Executive Education)
- Business German Language
- Research Methods and Dissertation

**Intakes** February | May | October

**Delivery\*** Blended  
(on campus and online)

**Campus** Berlin, Germany

**Duration** 3 years

**Awarded by** Università Telematica Internazionale UNINETTUNO

**Official Italian title** Laurea

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# Global MBA

As well as developing a solid understanding of essential management topics, including marketing, finance, operations and leadership, you can choose from a range of electives and adapt this degree to fit your career path.

Our pathways are ideal if you want to take a leadership role in HR, if you want to succeed as a project manager or start your own business. Each module covers the latest trends and techniques, reflecting the changing nature of the global business environment that you will soon enter and thrive within. You'll learn through a practical and interactive teaching approach, discussing new concepts with your tutors and classmates.

## Why study this programme?

### Students will

- Develop a wide range of skills and gain a solid understanding of the most important topics in successful business management. These topics include administration, management, business processes and inter-functional problem solving;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

Ambitious candidates who are motivated to gain the skills and understanding to lead a global brand are ideal candidates for this 18-month programme.

## Career progression

After taking this programme, you will be able to pursue a career in project management, as well as taking on leadership roles in HR. You will also have the knowledge and skills to successfully start and manage your own global brand.

Alternatively, you could progress to pursue a research degree, including a doctorate in a relevant area.

## Pathways

Pathway	Module 1	Module 2
<b>Global MBA Entrepreneurship</b>	Entrepreneurial Business Management	Innovation and Product Development
<b>Project Management</b>	Project Management and Leadership	Cross-Cultural Management
<b>HR Management</b>	Human Capital Management	Cross-Cultural Management

## Programme content

This programme consists of four terms – the modules will be taught across a period of three terms (10 weeks each) and the final term will allow you to work on your dissertation (12 weeks).

The modules of this programme are offered via a blended learning method. Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.

## Modules

- Marketing and Business Environment (blended)
- Accounting and Managerial Finance (blended)
- Systems and Operations Management
- Strategic Management and Leadership
- Elective Pathways (choose 1 of the 3 pathways)

- Leadership Development Programme (LSBF Executive Education)
- German Language Studies
- Research Methods and Dissertation

**Intakes** February | May | October

**Delivery\*** Blended (on campus and online)

**Campus** Berlin, Germany

**Duration** 18 months

**Awarded by** Università Telematica Internazionale UNINETTUNO

**Official Italian title** Master di Primo / Secondo Livello

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# Master's in Business Administration (MBA)

BSBI has partnered with Concordia University Chicago to provide an MBA designed and taught by business leaders and educators who are passionate about preparing ethical leaders for the global marketplace. For aspiring business leaders seeking to advance to a senior position or develop a global business, the MBA provides the knowledge and practical skills to make those goals attainable.

## Benefits of the BSBI Concordia-Chicago MBA

### Students will:

- Study in Berlin, a city filled with historical landmarks, quirky coffee shops and endless restaurants to explore outside of studying;
- Learn to speak like a local with our option of learning German for three hours a week;
- Expand their knowledge with textbooks, academic journals, online lectures and many more;
- Work collaboratively with tutors and fellow students to discuss topics and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Features of the Concordia University Chicago MBA

### Students will:

- Receive an academically rigorous and professionally relevant business programme that covers a range of topics: finance, leadership, innovation and entrepreneurialism, digital marketing, economics and more.
- Demonstrate an ability to create a business proposal for a new and innovative idea through a capstone course synthesising theoretical business knowledge and its practical application.
- Develop excellent communication and collaboration skills through team interaction with peers.
- Analyse organisational and business challenges using case studies; apply critical and creative thinking to develop innovative business outcomes.
- Select appropriate data analytics and technologies to develop business solutions and improve organisational performance.
- Integrate a global interconnectedness perspective into business philosophy and practice.

## The Concordia-Chicago MBA difference

All courses offered by Concordia University integrate the Four Pillars of Knowledge. These core principles are essential to ensuring that students receive a competitive edge as they move forward, both while pursuing a degree and after completion. The Four Pillars are:

- Ethics and Social Responsibility
- Critical Thinking and Entrepreneurial Mindset
- Communication and Human Relations
- Global Interconnectedness and Inclusiveness

## Who should take this programme?

The Concordia-Chicago MBA programme is for creative, innovative and aspirational individuals who are highly motivated to build and lead businesses. Students and professionals with ambitious business career goals will thrive in and out of the classroom, gaining practical and theoretical knowledge that will help them create their future and that of the society they serve.

## Career progression

The MBA programme increases self-confidence while developing essential soft skills. Students continuing their studies with the MBA programme will be equipped to access more employment opportunities when they launch their careers. Employed professionals will acquire knowledge to help them achieve promotions or assist in growing a business. An abundance of career options are available to MBA graduates in areas including: entrepreneurship, marketing management and executive leadership positions.

## Programme content

The 12 modules comprising the Concordia-Chicago MBA cover all aspects of business leadership. Each module is designed to build on previous modules toward the development of skilled professionals who are ready to apply an ethical business philosophy to the international marketplace. A thesis is not required.

## Modules

- Managing and Leading Effective Organizations
- Global Marketing in Digital Era
- Ethics, Law and Communication in Decision Making
- Organizational Behavior for Competitive Advantage
- Economics for Managers
- Accounting for Decision Making
- Strategy for Innovation and Entrepreneurship
- Managing Human Capital
- Statistics Applied to Managerial Problems
- Global Management
- Financial Management
- Capstone\*

\*Note: This is the final module of the programme and should be taken after all other modules are completed.

**Intakes** March | May | October

**Delivery** On-campus

**Campus** Berlin, Germany

**Duration** 2 years

**Awarded by** Concordia University Chicago



# MBA Maritime and Shipping Management

The MBA Maritime and Shipping Management has been designed to give the necessary knowledge and expertise to managers and leaders within the sector. Students will gain a distinctive business degree that will allow them work overseas, in a wide range of industrial positions, ship operations, marine science, maritime management and operation.

BSBI collaborates with a number of international and local shipping organisations and companies such as port authorities, ship owners and shipbrokers for the purpose of providing students with practical experience as well as excellent employment prospects.

## Why study this programme?

### Students will:

- Cover a broad range of knowledge areas such as the maritime domain, shipping management, research methods and more;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

This postgraduate degree has been designed for all maritime professionals, shipping managers, shipbrokers, mariners, officers and marine practitioners working in the maritime and shipping sector and/or who have responsibility for managing maritime organisations and companies.

## Career progression

Upon successful completion, students will be able to work in shipping organisations such as port authorities, ship owners' and ship brokers' companies.

Alternatively, successful graduates can progress in their academic studies by pursuing BSBI's DBA and focus on the maritime and shipping sector.

## Programme content

This programme consists of four terms – the modules will be taught across a period of three terms (10 weeks each) and the final term will allow you to work on your dissertation (12 weeks).

The modules of this programme are taught via a blended learning method. Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.

## Modules

- Principles of Maritime and Shipping Management
- International Law of the Sea
- Marine Geography and Oceanography (blended)
- Port and Ship Cargo Operations and Management (blended)
- The Law of Carriage of Goods by Sea
- Marine Insurance
- Chartering (blended)
- Marine Environment and Pollution (blended)
- Leadership Development Programme (LSBF Executive Education)
- German Language Studies
- Research Methods and Dissertation (preparation and submission, on-campus supervision)

During the online modules, students will have the opportunity to attend extracurricular on-campus seminars. Students will also be able to access the online version of the modules they will attend on campus. This way, a holistic approach is achieved.

**Intakes** February | October

**Delivery\*** Blended  
(on campus and online)

**Campus** Berlin, Germany

**Duration** 18 months

**Awarded by** Università Telematica  
Internazionale UNINETTUNO

**Official Italian title** Master di Primo /  
Secondo Livello

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# MA in Innovation and Entrepreneurship (MAIE)

BSBI and Concordia University Chicago's MA in Innovation and Entrepreneurship MAIE is designed to help students understand the challenges and opportunities that can arise when embarking on a new business venture or leading a period of change within an organisation. The MAIE teaches individuals the necessary skills to thrive in a fast-paced, international environment.

## Benefits of the BSBI Concordia-Chicago MAIE

### Students will:

- Study in Berlin, a city filled with historical landmarks, quirky coffee shops and endless restaurants to explore outside of studying;
- Learn to speak like a local with our option of learning German for three hours a week;
- Expand their knowledge with textbooks, academic journals, online lectures and many more;
- Work collaboratively with tutors and fellow students to discuss topics and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Features of the MA in Innovation and Entrepreneurship

### Students will:

- Understand and apply the theory, process and practice of entrepreneurship and new venture formation;
- Build the skills for successful corporate innovation, consulting and project management;
- Create and assess new business ideas by harnessing individual creativity, imagination, ingenuity and originality;
- Analyse and apply appropriate innovative frameworks and technologies to filter opportunities, companies and their customers;
- Shape an ethical, innovative and global culture by leading teams from an ethos of vision, diversity, inclusion and change;
- Collect and analyse data to assess viability of new opportunities as they relate to the global market, the industry and the team.

## Who should take this programme?

The MA in Innovation and Entrepreneurship speaks to innovators who want to generate ideas and respond to fast-changing business environments. The programme equips aspiring business leaders to identify and manage new business opportunities for their organisation or for themselves.

## Career progression

Learn what is involved in taking a business international and prepare for the exciting challenges of making it happen successfully. For students who want an edge over other candidates in the job market or visualise themselves as the next CEO of a large company, the MA in Innovation and Entrepreneurship will develop the essential skills required to achieve the next level.

## Programme content

The ten modules comprising the MA in Innovation and Entrepreneurship explore the components that make up a successful business. These modules provide a progressive immersion in industry-relevant knowledge that will add relevance and value to your organisation.

## Modules

- Creative Thinking and Practice
- Leading Innovation in the Digital Age
- Entrepreneurship for the Global Society
- Prototyping/Co-Designing Solutions
- Social Media Marketing Communications
- Leaders as Agents of Change
- Financial Accounting for the Entrepreneurial Firm
- Ethics, Law and Communication in Decision Making
- Strategy for Innovation and Entrepreneurship
- Capstone: Innovation and Entrepreneurship

Intakes **March** | May | October

Delivery On-campus

Campus Berlin, Germany

Duration 2 years

Awarded by Concordia University Chicago



# MA in Strategic Marketing

You'll learn through a practical and interactive teaching approach, discussing pioneering changes while developing your own concepts of marketing.

This programme is designed to capture the dynamic global changes that are happening across the market, particularly as new countries become major consumers of goods and services.

## Why study this programme?

### Students will

- Develop a wide range of skills and gain a solid understanding of the most important topics in successful business management. These topics include administration, management, business processes and inter-functional problem solving;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

Ambitious and creative candidates looking to refine their creative thinking and acquire the sharp analytic skills needed to lead effective campaigns.

## Career progression

After graduating, you'll be able to apply for roles in marketing, design and brand management. Alternatively, you could progress to pursue a research degree, including a doctorate in a relevant area.

## Programme content

This programme consists of four terms – the modules will be taught across a period of three terms (10 weeks each) and the final term will allow you to work on your dissertation (12 weeks).

The modules of this programme are offered via a blended learning method. Students attend the online modules via the Uninettuno University e-learning platform and the face-to-face modules at the BSBI campus in Berlin.

## Modules

- Strategic Marketing (blended)
- Management and Marketing Communication (blended)
- Marketing Communications (blended)
- Consumer Behaviour and Research
- Cross-Cultural Management
- Project Management and Leadership
- Global Marketing Management
- Leadership Development Programme (LSBF Executive Education)
- German Language Studies
- Research Methods and Dissertation

**Intakes** February | October

**Delivery\*** Blended  
(on campus and online)

**Campus** Berlin, Germany

**Duration** 18 months

**Awarded by** Università Telematica  
Internazionale UNINETTUNO

**Official Italian title** Master di Primo /  
Secondo Livello

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# MA in Finance and Investments

This programme covers a variety of core topics such as financial analysis, corporate finance, quantitative finance and financial markets, making sure that you have a fundamental understanding of how to be effective in this complex field.

You will also be taught the best methods to use for academic research, meaning you'll have a good foundation if you want to take a route into academia.

## Why study this programme?

### Students will:

- Develop a wide range of skills and gain a solid understanding of the most important topics in successful business management. These topics include administration, management, business processes and inter-functional problem solving;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

Candidates who work well under pressure and who have a sharp eye for detail are ideal candidates for this 18-month degree programme.

## Career progression

This degree programme can prepare you for a PHD in finance and a variety of financial roles. Potential careers include investment analysis which entails market research, analysis of funds and strategic planning. Successful graduates could also consider investment or portfolio management, which involves dealing with client's portfolios and completing transactions.

## Programme content

This programme consists of four terms – the modules will be taught across a period of three terms (10 weeks each) and the final term will allow you to work on your dissertation (12 weeks).

The modules of this programme are offered via a blended learning method. Students attend the online modules via the Uninettuno University e-learning platform and the face-to-face modules at the BSBI campus in Berlin.

## Modules

- Corporate Finance
- Business and Financial Analysis (blended)
- Derivatives and Alternative investments (blended)
- Quantitative Finance and Financial Markets
- German Language Studies
- Islamic Banking Operations
- Mergers and Acquisitions and Private Equity
- Leadership Development Programme (LSBF Executive Education)
- Research Methods and Dissertation

**Intakes** February | October

**Delivery\*** Blended (on campus and online)

**Campus** Berlin, Germany

**Duration** 18 months

**Awarded by** Università Telematica Internazionale UNINETTUNO

**Official Italian title** Master di Primo / Secondo Livello

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# MA in International Tourism, Hospitality and Event Management

During this programme you will gain the practical knowledge and understanding needed for success in your chosen field. Discussing the latest industry trends and techniques, you'll explore what it takes to lead a cross-cultural team.

Each module is designed to transform your approach by covering the latest trends and practical techniques of management, including business strategy, strategic marketing, project management and cross-culture leadership.

Throughout the programme, you will gain the vital qualities needed for success in your chosen field.

## Why study this programme?

### Students will:

- Develop a wide range of skills and gain a solid understanding of the most important topics in successful business management. These topics include administration, management, business processes and inter-functional problem solving;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

Proactive and ambitious candidates who are motivated to acquire the practical skills needed for management in the tourism, hospitality and events sector are ideal candidates for this 18-month degree programme.

## Career progression

After studying with us, you will be able to apply for a range of managerial roles in public or private tourism, hospitality and events organisations both in Europe and internationally. Alternatively, you could progress to pursue a research degree including a PhD in a subject related area.

## Programme content

This programme consists of four terms – the modules will be taught across a period of three terms (10 weeks each) and the final term will allow you to work on your dissertation (12 weeks).

The modules of this programme are taught via a blended learning method. Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.

## Modules

- Tourism and Hospitality Business Strategy
- Strategic Approach in Marketing Planning for Hospitality (blended)
- Cross Cultural Management (blended)
- Business Decision Making for Hospitality and Events (blended)
- Hospitality Operations Management
- Event Management (Strategic & Contemporary Issues)
- International Project Management
- Entrepreneurship in Tourism and Events
- Leadership Development Programme (LSBF Executive Education)
- German Language Studies
- Research Methods and Dissertation

**Intakes** February | May | October

**Delivery\*** Blended  
(on campus and online)

**Campus** Berlin, Germany

**Duration** 18 months

**Awarded by** Università Telematica  
Internazionale UNINETTUNO

**Official Italian title** Master di Primo /  
Secondo Livello

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# MSc in International Health Management

The MSc in International Health Management has been designed to provide students with the necessary knowledge and expertise to become managers and leaders within the health sector.

With a core focus on health management in a global and national context, the programme draws on emerging bodies of knowledge and up-to-date evidence to allow comparisons across different countries.

## Why study this programme?

### Students will

- Understand a broad range of areas such as health management, leadership, research methods and much more;
- Join an international community of students, scholars and health management professionals around the world;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

This postgraduate degree has been designed with health professionals in mind and is suitable for any senior or mid-level manager who is responsible for a public or national health care system. Whether you are a doctor, physician, nurse or health practitioner, this is the programme for you!

## Career progression

Upon completion of this programme, students will be qualified to work in the public or private healthcare sector, in the health industry and also in areas such as hospital management and health administration.

Additionally, successful graduates will be eligible to progress in their academic studies with the BSBI Doctorate in Business Administration and its healthcare pathway.

## Programme content

This programme consists of four terms – the modules will be taught across a period of three terms (10 weeks each) and the final term will allow you to work on your dissertation (12 weeks).

The modules of this programme are offered via a blended learning method. Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.

## Modules

- Principles of Health Management (blended)
- Financial and Economic Management of Health Organisations (blended)
- Human Resources Management and Health Organisations
- Information Technology in Health Systems
- Decision Making, Planning and Leadership
- Anthropology and Sociology of Health and Medical Care (blended)

- National Health Systems and Health Policy (blended)
- Ethical, Cultural and Behavioural Aspects of Health (blended)
- Management of Health Organisations
- Socioeconomic Research in Health Services
- Leadership Development Programme (LSBF Executive Education)
- German Language Studies
- Dissertation (preparation and submission, face-to-face supervision)

**Intakes** February | May | October

**Delivery\*** Blended (on campus and online)

**Campus** Berlin, Germany

**Duration** 18 months

**Awarded by** Università Telematica Internazionale UNINETTUNO

**Official Italian title** Master di Primo / Secondo Livello

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.



# DBA (Doctorate in Business Administration)

The Doctorate in Business Administration has been designed in order to provide the necessary knowledge and expertise to managers and leaders in the business and industrial sector. The doctorate combines modules in advanced management theory and practice alongside training in the necessary methodologies and techniques to carry out research in business and management. The main aim of this Doctorate of Business Administration is to assist career professionals who wish to enhance, contribute and transform how they work.

## Why study this programme?

### Students will:

- Cover a broad range of knowledge areas such as business administration, management, leadership, research methods and more;
- Have the option to learn German for three hours a week;
- Access the Virtual Learning Environment (VLE) which has a wealth of e-resources;
- Expand your knowledge further with textbooks, academic journals, online lectures and much more;
- Work with tutors and fellow students to discuss each topic and work on interactive projects;
- Attend field trips, practical workshops and guest speaker events.

## Who should take this programme?

This postgraduate degree has been designed for all business professionals, executives, senior and mid-level managers working in the industry and those who have responsibility for the management of business organisations.

## Career progression

Upon successful completion of this programme, students will have opportunities to work in top positions in the business sector in areas such as senior management and executive administration. Additionally, successful graduates will have also acquired the necessary academic skills to publish papers and books in their chosen area of research.

## Programme content

The modules of this programme are offered via a blended learning method. Students attend the online modules via the Uninettuno University e-learning platform and the face-to-face modules at the BSBI campus in Berlin.

### Years 1 and 2

- Introduction to Doctoral Studies
- People in Organisations (blended)
- Strategy in Business
- Change and Management (blended)
- Research Methods
- Innovation and Creativity (blended)
- Knowledge Development and Management Complexity
- Communication and Decision-Making

Upon successful completion of the first two years, students will receive an MSc in Management Research.

### Years 3 and 4

- Research stage with supervision (blended)

## Direct DBA entry to year three

Applicants with a postgraduate degree in a business related field and with a research component such as: MSc, MPhil, MRes or PhD will not be considered for direct entry into the third year of the DBA programme.

**Intakes** February | October

**Delivery\*** Blended (on campus and online)

**Campus** Berlin, Germany

**Duration** 4 years (possibility for direct entry in to year 3)

**Awarded by** Università Telematica Internazionale UNINETTUNO

**Official Italian title** As DBA is not an official Italian title, it is offered in the form of a high calibre professional qualification

\*Students will study the online modules via the Uninettuno University e-learning platform and attend the face-to-face modules at BSBI's campus in Berlin.





# Entry requirements

## BA with Foundation Diploma

### Minimum age

17 years old

### Academic qualifications\*

NARIC equivalent to GCSE  
(titles awarded upon completion of  
at least 11 years of schooling).

### English language requirements\*\*

IELTS minimum score of 5.0  
(not less than 4.5 in any component),  
PTE 42 + score or equivalent.

### Supporting documents

- Completed application form
- Scanned colour copy of passport  
(ID for EU applicants)
- Proof of English proficiency
- High school certificate  
and transcripts
- Personal statement
- CV/résumé
- Parental consent form for  
applicants under 18

## Undergraduate

### Minimum age

18 years old

### Academic qualifications\*

High school (titles awarded upon  
completion of at least 12 years of schooling).

### English language requirements\*\*

IELTS minimum score of 6.0  
(not less than 5.5 in any component),  
PTE 50 + score or equivalent.

### Supporting documents

- Completed application form
- Scanned colour copy of passport  
(ID for EU applicants)
- Proof of English proficiency
- High school certificate  
and transcripts
- Personal statement
- CV/résumé
- Recent passport size photograph







## Postgraduate

### Uninettuno programmes

#### Minimum age

21 years old

#### Academic qualifications\*

Undergraduate degree from a recognised University.

#### English language requirements\*\*

IELTS minimum score of 6.0  
(not less than 5.5 in any component),  
PTE 50 + score or equivalent.

#### Supporting documents

- Completed application form
- Scanned colour copy of passport (ID for EU applicants)
- Proof of English proficiency
- Degree certificate and transcripts
- Personal statement
- CV/résumé
- One reference letter
- Recent passport size photograph

## Postgraduate

### Concordia University Chicago programmes

#### Minimum age

21 years old

#### Academic qualifications^

Bachelor's degree from a U.S. equivalent, regionally accredited institution.

GPA earned 2.25 or above.

#### English language requirements^^

IELTS – minimum score of 6.0, or;  
TOFEL – minimum score of 72 (internet-based), or;  
PASSWORD – minimum score of 6.0.

#### Supporting documents

- Completed application;
- Objective statement;
- Copy of official transcript;
- Copy of passport;
- Two letters of recommendation;
- Declaration of finances/  
bank statement;

\*If you do not meet the above academic requirements, applicants with professional qualifications and/or relevant work experience may be considered on an individual basis.

\*\*English language requirements may be waived for native English speakers and/or applicants who have completed their education in English. Applicants are assessed on an individual basis.

^^International students who have earned an advanced degree from an accredited institution in the United States, or students from an international English-speaking university (in which the lingua franca is English) do not need to submit English language scores





# Doctorate

## Minimum age

23 years old

## Academic qualifications\*

A bachelor's degree from a recognised institution in a business related discipline;

A master's degree or a level seven postgraduate qualification or an MBA from a recognised institution.

## English language requirements\*\*

IELTS minimum score of 7.0 (not less than 6.0 in each component), PTE 65 + score or equivalent.

## Supporting documents

- Completed application form
- Scanned colour copy of passport (ID for EU applicants)
- Proof of English proficiency
- Degree certificate and transcripts
- Personal statement
- CV/résumé
- One reference letter
- Recent passport size photograph

## Research proposal

Applicants should also submit a detailed research proposal which will include: research topic rationale, aims and objectives, primary and secondary research questions, methodology, research structure and design, initial literature review.





# Admissions process

We are looking for ambitious students with a passion for their field and a drive for success. Apply today and let us help you reach your full potential.

Applying to study with BSBI has never been easier! Here's how it works:

1. Create an account here: [apply.berlinsbi.com](https://apply.berlinsbi.com)
2. Select the programme and intake you would like to apply for;
3. Complete all sections of the online application
4. Submit your application;
5. Our admissions team will liaise with you with regards to the next steps.







# Visa information

Once you have been accepted, you need to apply for a German student visa as soon as possible. This means you must:



**Book your appointment** - Make an appointment with the German embassy in your country and complete an application form (the administrative fees for this are usually around €60).



**Collect supporting documents** - Ensure that you provide all of the correct documents to avoid refusal.



**Attend the visa interview at the Embassy** - The main point of this interview is to show your interest in studying in Germany and to give some background about who you are.



**Await for your student visa** - Your visa confirmation will take on average two to three months depending on your country

The Student Visa or Visum Zu Studienzwecken only lasts three to six months, so you'll need to apply for a Residence Permit at the Foreigners Office before your visa expires. For more information on the visa process, visit [www.germany-visa.org/application-process](http://www.germany-visa.org/application-process)

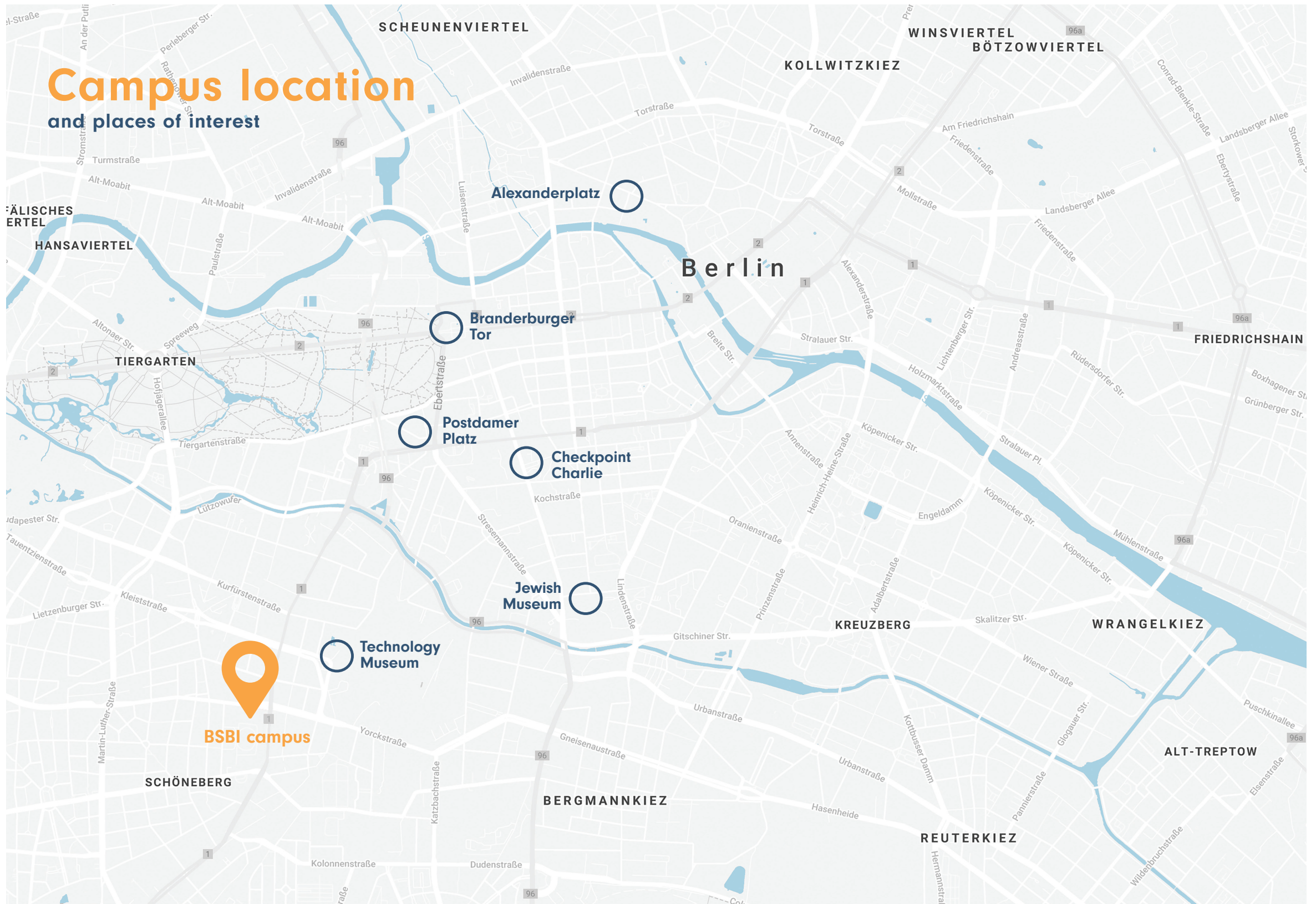
## Post-study residence permit

Upon successful graduation, if you would like to extend your stay in Germany, you can apply for an 18-month job-seeking residence permit with the Foreigners Office. This will allow you to work in Germany without any limitations while you look for a job that corresponds to your qualification. In order to benefit from career opportunities, a good level of German is essential.



# Campus location

and places of interest





Berlin School of Business and  
Innovation GmbH

Potsdamer Straße 180-182  
10783 Berlin, Germany  
Phone: +49 305 85840959  
Email: [info@berlinsbi.com](mailto:info@berlinsbi.com)

**berlinsbi.com**

In academic partnership with:



UNIVERSITÀ TELEMATICA  
INTERNAZIONALE UNINETTUNO



CONCORDIA  
UNIVERSITY  
CHICAGO

1864