



## Mannheim MBA Team Project 2011

Grace Hoos – Program Director Mannheim MBA – November 2010



**MANNHEIM**  
BUSINESS SCHOOL

Term 1 (Sep-Dec)	Term 2 (Jan-Mar)	Term 3 (Apr-Jun)	Term 4 (Jul-Sep)
<b>Core Courses</b>	<b>Core Courses / Elective Courses</b>	<b>Elective Courses</b>	<b>Company Project &amp; Master Thesis</b>
<p><b>Soft Skills</b></p> <ul style="list-style-type: none"> <li>Teambuilding</li> <li>Intercultural Competence</li> <li>Presentation Training</li> <li>Crisis Management</li> <li>Entrepreneurship</li> </ul> <p><b>Core Courses</b></p> <ul style="list-style-type: none"> <li>Decision Analysis</li> <li>Financial Accounting</li> <li>Managerial Accounting</li> <li>Marketing</li> <li>Economics</li> <li>Corporate Finance</li> </ul>	<p><b>Core Courses</b></p> <ul style="list-style-type: none"> <li>Strategic Management</li> <li>Ethics and Corporate Social Responsibility</li> <li>Fundamentals of IS</li> <li>Organizational Design and Change Management</li> </ul> <p><b>Elective Courses</b></p> <ul style="list-style-type: none"> <li>Negotiation</li> <li>European Business Law</li> <li>Supply Chain Operations</li> <li>Innovation Management</li> <li>Company Valuation</li> <li>Consumer Behavior</li> </ul>	<p><b>International &amp; European Electives</b></p> <ul style="list-style-type: none"> <li>Cross-Cultural Management</li> <li>States and Markets</li> <li>European Taxation</li> <li>International Marketing</li> <li>Strategic Leadership</li> <li>Challenges of Strategic HRM</li> <li>Global Information Management</li> <li>Strategic Management of the Global Corporation</li> <li>Production Operations</li> <li>Corporate Mergers &amp; Restructuring</li> </ul> <p>Career Week</p>	<p>Previous project sponsors:</p>

**Business consulting project** conducted by a multi-competence team (MCT) of the Mannheim Fulltime MBA cohort in cooperation with a sponsoring company

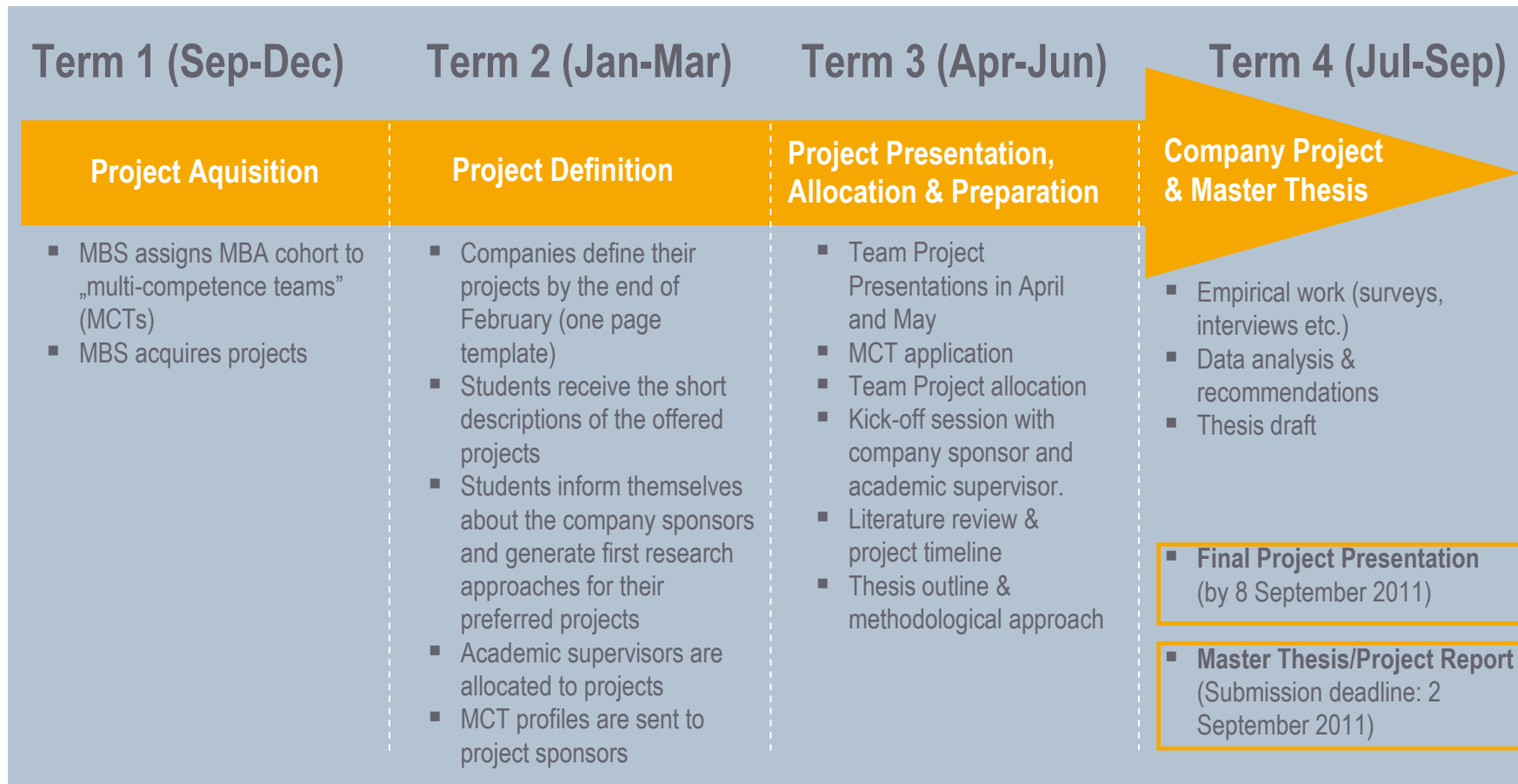
- ✓ Strategically relevant and conceptually demanding general management topic
- ✓ Typically new business development / market intelligence project: new venture, major corporate innovation, competitor analysis / benchmark studies, development of a business strategy

**Strategic business solutions** require a broad range of skills

- ✓ Generation of creative approaches by combination of team members' diverse expertise
- ✓ Company challenges will be analyzed from a fresh external perspective with a solid research toolset

**Your benefits**

- ✓ A well grounded solution for an international business problem
- ✓ Four MBA students with comprehensive current business knowledge working fulltime on your project for ten to twelve weeks
- ✓ A unique chance to recruit highly talented young professionals with a sound academic background and strong international orientation



## Mode of practice:

- MCTs can work on the company's premises if required but also remotely from Mannheim campus
- MBS provides „offices“ to MCTs where they can carry out their day to day project work

## Involvement of company representatives:

- Depends on preferred communication and interaction channels of project sponsors
- Mostly a mix of several elements is applied, e.g. weekly skype or MSN calls/conference calls/email reporting and monthly personal meetings
- Support and supervision by an MBS academic (professor or PhD student)

## Confidentiality requirements:

- MBS provides non-disclosure agreements: the thesis will not be available for external third parties

## Financial arrangements:

- Companies are not obliged to financially compensate the project work
- Expenses directly related to the project such as telephone costs, travel costs, or accommodation at site have to be discussed in advance and have to be covered by the project sponsor
- Most companies reward the project teams in terms of: internship salaries, success-related bonuses or other company-related incentives



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