



Scholarships for Young Professionals from China

The Kühne School of Logistics and Management enables young professionals to qualify as logistics managers.

Suitably qualified university graduates with more than one year's work experience who apply for the full-time MBA program starting in October 2009 can finance up to 100% of their tuition fees of € 19,800 through a scholarship.

To find out more, visit www.kuehneschool.de or e-mail studylogistics@kuehneschool.de.

Supercharged Career Woman in a Slow-motion World

By graduating with an MBA in Logistics Management from the Kühne School in Hamburg, Germany, Sophonia Siu Man Tsang has laid the foundation stone for an international career.



It was a bit of a culture shock, leaving the turbulent, fast-living world of Hong Kong and landing in a quiet campus in the North German city of Hamburg, population 1.7 million. On visiting her future business school for the first time in summer 2007, Sophonia Siu Man Tsang was amazed at the slow pace of people in Hamburg and at shop opening times. Everyone moved noticeably more slowly than in Hong Kong. Away from the campus, she found that even food stores in the North German city close early in the evening and that it is practically impossible to shop on Sundays. In the stores, it was not always possible to get by in English because some salespeople spoke only German.

Tsang, 27, had left Hong Kong to join a one-year Master of Business Administration (MBA) program at the Kühne School of Logistics and Management. Here in far-off Germany she wanted to learn more about how logistics processes and companies are managed. She had previously spent several years working in Hong Kong for the Swiss shipping and logistics group Kühne & Nagel, which operates worldwide. Initially in sales and marketing, she subsequently became a shipping trainee in operational cargo traffic. Now she had arrived in a different world, armed with a scholarship from the Kühne School that covered 75 percent of her tuition fees totaling €19,800. Tsang's German boss in Hong Kong had told her that Hamburg was Germany's leading port. Prior to applying, she had surmised that since her employer Kühne & Nagel had not only lent its name to the Kühne School but also backed it financially, the work undertaken there would be of high quality and in accordance with international standards.

“Our aim is to prepare young professionals from companies that control logistics processes for management responsibilities,” said Martina Heinrich, the Kühne School’s Head of Recruitment and Student Affairs, explaining the goal of the one-year program that is held entirely in English. The course, which lasts four terms, combines modules on logistics and management subjects with training in interpersonal abilities such as intercultural communication, conflict management and negotiating skills. Participants round off the year with a three-month Master’s thesis.

Tsang’s expectations were not disappointed. “At the Kühne School you get a good mix of theory and practice, both in terms of general management and of logistics subjects,” she said, summing up her year in Germany. The Kühne School signs lecturers and professors from well-known universities around the world to teach on its programs. Courses are also taught by professors of the Hamburg University of Technology (TUHH), on whose campus the Kühne School is located, and by practitioners from business enterprises. “The curriculum is very crowded, so time management is a challenge,” Tsang says, looking back. “Often we had classes from 9 a.m. to 5 p.m. on Mondays to Fridays, and exams at the weekend.” On top of that there were excursions, for example to industrial and trading companies and the Hamburg container port.

Tsang especially liked the program’s international orientation. Her 16 fellow students were from ten different Asian, European and American countries. That entailed intercultural communication and intercultural learning on a daily basis, not only in the seminar room but also privately. She shared her apartment with a Slovenian man, a Korean woman and a Frenchman. Tsang is still benefiting from the experience of getting on with people from different countries and cultures. After obtaining her MBA in the late summer of 2008 she found an interesting job with the American pharmaceutical company Mylan in Zurich, Switzerland, where she is now a supply chain analyst. She and her colleagues are involved in improving the group’s global logistics processes and she is happy to be working on the customer’s side now. “The theoretical models I learned at the Kühne School help me in my everyday work here,” Tsang said. “My new employer is very pleased with my integrated view of processes. Another reason why he employed me was my international and intercultural experience, including my experience in Hamburg.” This ambitious young lady’s future expectations make it clear that her first job after the MBA program is only the start of an international career. “It should be possible to achieve a supervisor’s post in two years and in five years a manager’s post,” she said.

The Kühne School of Logistics and Management in Hamburg

The Kühne School of Logistics and Management was founded in 2003 as a joint venture by the Hamburg University of Technology and the Kühne Foundation, based in Schindellegi, Switzerland. In addition to the one-year full-time program the Kühne School offers a two-year part-time in-service MBA program and two Master’s programs in International Industrial Engineering and in Logistics, Infrastructure and Mobility. The business school is also building up a research center and holds expert forums and in-service training for logistics experts. To qualify for admission, candidates must pass the Graduate Management Admission Test (GMAT) and the Test of English as a Foreign Language (TOEFL). Candidates may apply for a Kühne School scholarship.

For further information, visit:

www.kuehne-school.de

Hamburg – Trade and Logistics Hub for China in Europe

Hamburg and its port is the hub of China's trade with Europe. Twinned with Shanghai, this city of 1.7 million people has a long tradition of ties with China. The first Chinese trading vessel arrived in the port of Hamburg from Canton back in 1731. Now, around 400 Chinese companies have located in Northern Europe's leading logistics metropolis. Many have their German or European headquarters here. The city has Europe's second-largest container port, its largest rail traffic junction, and one of its most modern airports. Hamburg is also the number one location for ship financing and transport law. It is the seat of the International Maritime Court and the international Logistics Court of Arbitration, and has around 100 consulates. The city has profited especially from growing trade with China since the 1990s. From Hamburg, Chinese companies have good connections with Central and Eastern European countries. The biennial Hamburg summit "China meets Europe" is further evidence of the importance of relations between Hamburg and China. In 2006 and 2008 it brought politicians and entrepreneurs such as Wen Jiabao, Zang Dejiang, Xie Qihua, Wong Wai Shing and Zhu Yanfeng to the city on the Elbe River. Hamburg is also a base for aerospace companies Airbus and Lufthansa, each of which employs more than 10,000 people in the city.

For further information, visit:

http://www.hamburg-economy.de/index_cn.html and www.hamburg.de



Different culture, different food – Ms Tsang in Germany



Hamburg – Germany's leading port



MBA program participants in 2008 – Siu Man Tsang is on the right in the second row from the bottom



Containers from China in the port of Hamburg



Graduation ceremony in September 2008 – Siu Man Tsang is on the left



Graduation ceremony – Siu Man Tsang receives her MBA diploma