

Management Modules (MM)

Fundamental Economic Know-How for Successful Managers



MM 1: International Project Management

International Project Management is a key to the world of business. Participants will get to know the objectives of project management and scheduling, analysing planned projects and controlling project execution. Particular attention is paid to the construction of project networks and Gantt charts, heuristic solution procedures and rescheduling. Modelling, planning and scheduling, which arise in a great variety of practical situations, are also emphasized.

MM 2: Finance for Executives

Finance for Executives provides participants with an understanding of the key financial statements and the underlying accounting principles. The course gives an overview of investment rules and financial decisions.

MM 3: Management Accounting, Marketing and Strategy

This module comprises three important challenges in companies: business strategy, marketing and controlling. Particular emphasis is placed upon the strategic management processes, including strategic analysis, formulation and evaluation based on competitive advantage and portfolio strategy. In addition to these concepts, modern marketing approaches mainly based on business strategy are presented.

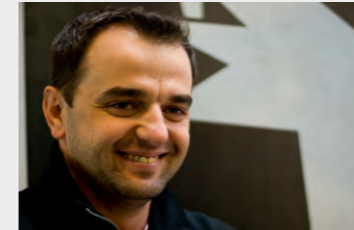
MM 4: Human Resource Management

Human Resource Management addresses challenges head on, exploring the key elements of innovation, creativity and leadership as well as the steps necessary to implement and manage them successfully. This multi-disciplinary module provides valuable experience in implementing the techniques needed to ensure continuing company success.

MM 5: Law & Contracts



This module comprises both economic and legal sections. In the economic section, the groundwork is laid by introducing decision theory, expected utility, risk and ambiguity, bargaining and basic incentive theory. In addition, fundamental problems regarding world economics are discussed, including stagnation and economic growth, unemployment and the international division of labor, and the harmonization of the international monetary system. The legal section is divided into lectures about business organization law as well as international patent, trademark and copyright law.

A HECTOR School Master: Leadership Know-how for Demanding Careers.



Armend Zenuni
Master in Electronic Systems Engineering & Management
Head of Department Electronics/Layout R&D, Endress + Hauser GmbH & Co.KG

»For me it was an effective way to gain an overview of the development areas of embedded systems and the disciplines surrounding them, e.g. financial activities, methods, constraints & opportunities, marketing based on customer behavior & price-product-promotion-place aspects, as well as the management of different resources during development. Also the outlook of future activities regarding new technologies and contacts to key people at one of Germany's elite universities are essential factors that will help me in the future in my decision making processes.«

 **Alumni Voices**
on our YouTube Channel 

Management Modules

MM 1: International Project Management

Courses: Project Management | Multi-Project Management in an International Setting | Development Management | Intercultural Management

MM 2: Finance for Executives

Courses: Introduction | Financial Accounting | Fundamentals of Finance | Case Studies

MM 3: Management Accounting, Marketing and Strategy

Courses: Business Strategy | Management Accounting | Marketing

MM 4: Human Resource Management

Courses: Human Resource Management | Leadership & Conflict Management | Management Training

MM 5: Law & Contracts

Courses: Decisions, Contracts, Markets & Trade | International Law – the Law of Business Organizations | International Intellectual Property Law

October 2017	November 2017	December 2017	January 2018
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>> Master Thesis:
9 months project work

MM Management Modules
EM Engineering Modules
Exam Days

The academic calendar for each program starting annually in October consists of 10 intensive modules, each with a duration of 10 days. At the end, all programs conclude with a master thesis.

Curriculum may be subject to change.