

Master of International Management



## *Program Highlights*

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### **Course:**

Master of Science in International Management

### **Duration:**

Full time two year program

### **Language:**

All courses in English; integrated foreign language courses

### **International:**

Exchange semester abroad in the second year

### **Interdisciplinary:**

Seminars incorporating input from management, economics and the social sciences

### **Practical:**

Problem-oriented «integration seminars»

### **Faculty:**

Renowned professors of the University of St. Gallen

### **Location:**

St. Gallen, Switzerland – the heart of Europe

### **Admission:**

Competitive, October of each year

### **Tuition:**

1,200 CHF per semester

### **Living costs:**

Approximately 1,700 CHF per month

## Welcome!

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In a world of increasingly complex business relations, it is imperative that tomorrow's managers are prepared in both the hard skills as well as the soft. It is no longer sufficient to be a master in only one of these areas. Rather, managers are increasingly sought who are experts in their disciplines, but who also possess superb leadership, communication, intercultural as well as integration skills.

The University of St. Gallen's new Master of International management program includes integration seminars, an interdisciplinary approach to management together with our close ties to business executives in both industrial and service companies. In addition to deepening your knowledge of the traditional areas of management, the program includes courses in European cultures, requires you to improve your foreign language skills and strives to teach you intercultural communication skills needed by global managers. Mastering international management – and hence management education – cannot only take place in one location. Managers today need to be mobile: therefore, we have designed the program to include an exchange semester at one of our more than fifty academic exchange partners.

For more than 100 years, the University of St. Gallen has been recognized as a leader in European management, economics and legal education as well as fostering closer relations with business and academic partners around the world. The MIM continues this tradition by extending the possibilities to study at the University of St. Gallen in the *lingua franca* of today's business environment. We warmly welcome both domestic and international students to join us here in St. Gallen!

We trust that you find that the MIM meets your management education ideals and look forward to receiving your application.

Professor Dr. Georges Fischer  
President

Professor Dr. Peter Gomez  
President – elect



# The University of St. Gallen

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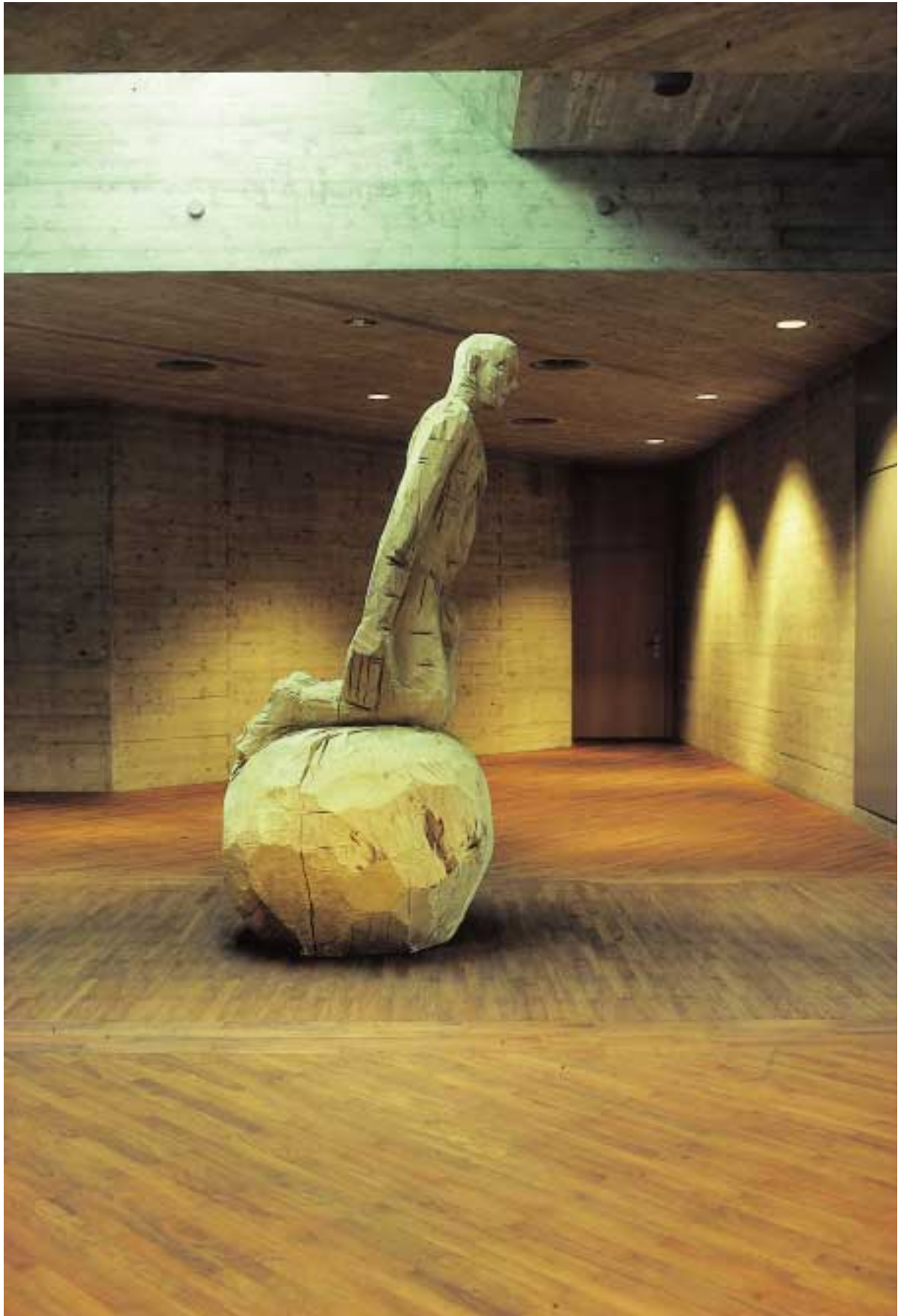
World leader in business,  
economics, law & social  
sciences

The University of St. Gallen enjoys an unique reputation in the German-speaking countries (the home of over 100 million affluent consumers). This reputation has been built on three pillars:

- ▲ The University of St. Gallen has a solid track record of working closely together with business. The University of St. Gallen attracts almost forty per cent of its funds from business: through in-company training, in-company research, sponsorships, and external courses. Numerous leading multinational firms, management consulting companies and banks regard St. Gallen as their preferred recruiting ground.
- ▲ The University of St. Gallen has been eager to pioneer with innovative forms of teaching and research. The University of St. Gallen acts as a leading supplier of executive education in Switzerland and Germany. Scholars are organized in largely autonomous institutes, enabling them to act in an entrepreneurial manner. Recent innovations include the founding of an Institute for Media and Communication Management (MCM) and a doctoral program in Multicultural Management.
- ▲ Teaching, research and consulting at St. Gallen has been guided by the idea that organizations should be regarded from an integrative perspective. Over the past decades, various professors of great repute in the German-speaking world have developed the "St. Gallen management concept" and management models, which have subsequently been applied in countless European companies.

The University of St. Gallen for Business Administration, Economics, Law and Social Sciences was founded in 1898 and began operating in 1899. It is one of the oldest universities of its kind in the world. St. Gallen's student body has about 4'500 students, over twenty-five percent of which are international students.





## Overview

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Meeting global needs for  
today and tomorrow

The Master of International Management (MIM-HSG) program is a two year program international management program having a comprehensive focus. The program is taught entirely in English, although it allows students to follow courses in other languages. The MIM program is designed for business and economics students having completed their second *Vordiplom* at a Swiss university or equivalent, and at non-German speaking students having completed their bachelors degree in business or economics at an accredited university.

The MIM program aims to strengthen future global manager's skills in the key areas of international management. It provides students with a further understanding of managerial economics, of international business law, and has a special focus on European cultures. A unique feature to the program are the Integrative Seminars which bring together professors and practitioners from various backgrounds in order to work together with students on interdisciplinary issues such as corporate governance and the management of professional services firms, among others. Because languages are one of *the* critical issues of international management, all students are required to complete a year of language courses. Non-German speakers will study German while native German speakers can develop yet another language competence. Finally, every student will spend at least one semester abroad at one of our renowned academic partners.





## The MIM Advantage

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### Interdisciplinary

The most important business problems are solved by combining ideas from various disciplines. Within the MIM, your ability to solve problems analytically will be soundly strengthened. The overlap of academia and practice will be at the heart of many of your seminars.

### Cross Cultural

The cross cultural nature of the program is at the foreground of the program. At least 25 percent of your time in the program will be spent abroad where you will be immersed in your host country's language, economics, politics, law, history, religion, and culture. The program is designed to incorporate a high percentage of its capacity to international students which will further increase your cultural awareness.

### Communication Skills

German-speaking students will be fully immersed in the *lingua franca* of the global business world. In this environment, their confidence and thought structures can be molded more to that of a native-speaker level. Non-German speaking students will emerge from the program confident in their ability to communicate effectively in German. The goal is to produce "Ambassadors" for the future.

### Networking

Because of the export orientation of Swiss industry – our upstream partners in this adventure – upon graduation, your network will expand from your classmates to a broader network of St. Gallen alumni in management positions around the globe. St. Gallen alumni offer one another valuable experience, contacts and frequently open doors to opportunities otherwise unimaginable.

# Program Structure

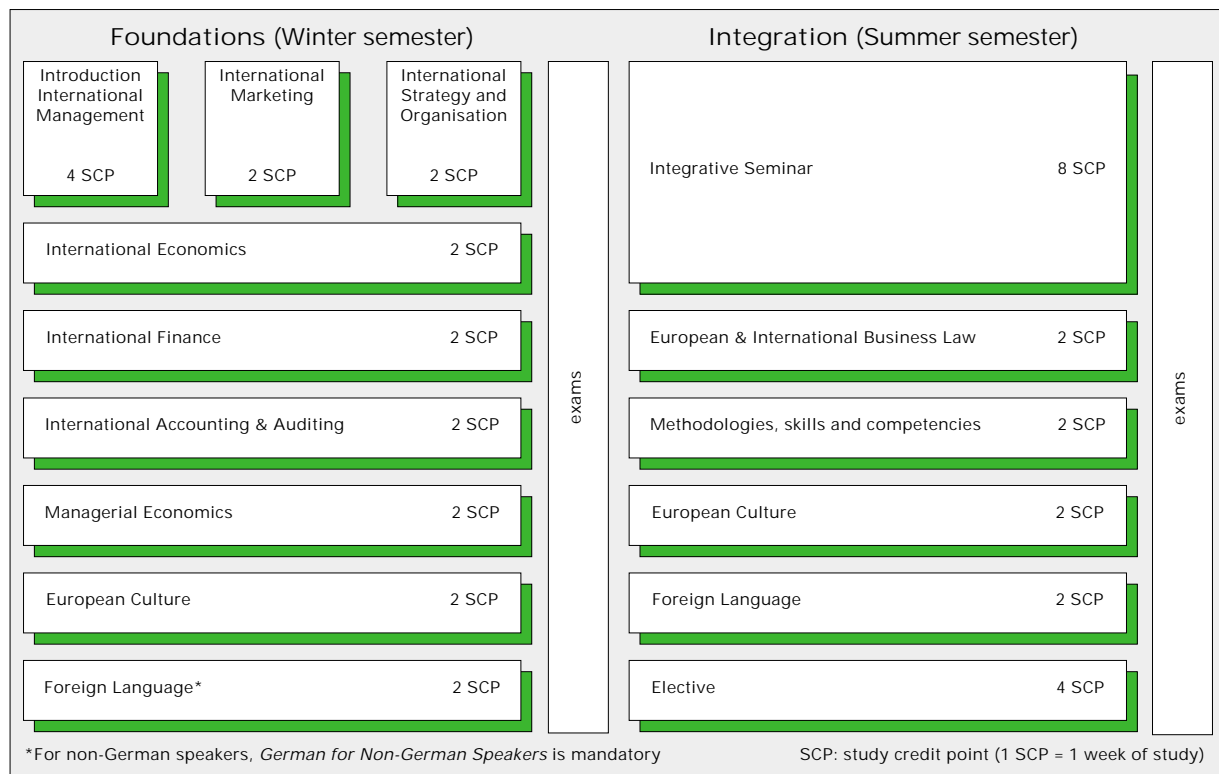
Mastering international management.

The MIM is a two year full-time program leading to a Master of Science in International Management. Courses begin in mid October of each year and end in July.

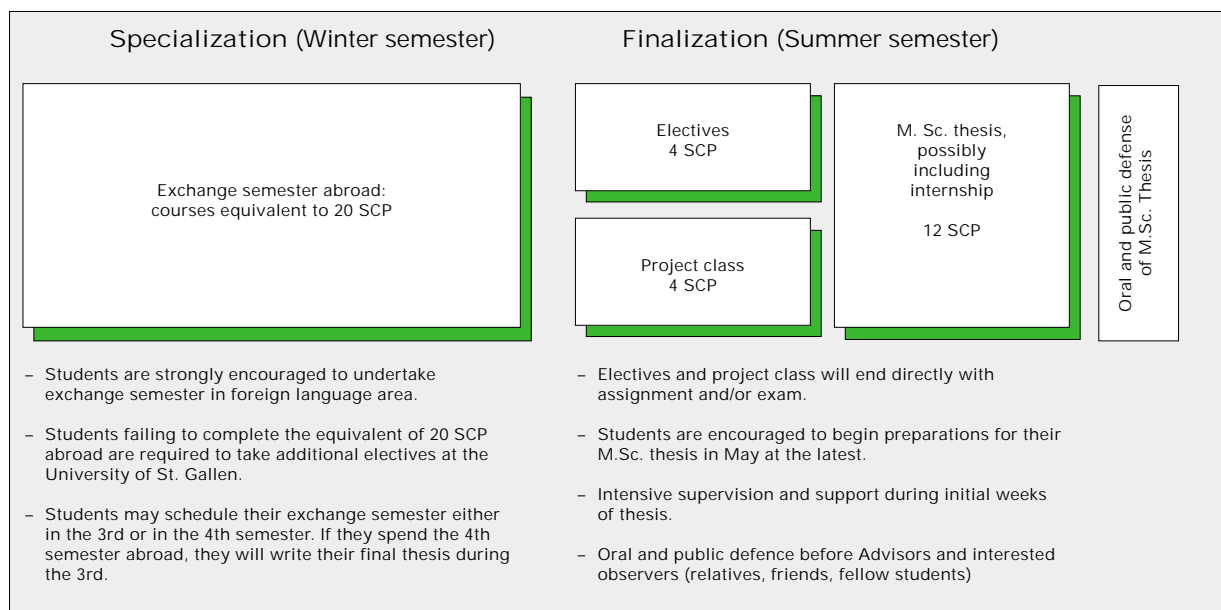
The MIM curriculum integrates four main themes:

1. **Foundations** of International Management including all functional areas of management, economics, law, languages and culture.
2. **Integration** of various global management functions and disciplines through integrative, interdisciplinary courses.

## MIM Course Structure: Year 1



## MIM Course Structure: Year 2



**3. Specialization** by spending a semester abroad allows students to pursue geographical interests or special research topics.

**4. Finalization** through a rigorous master's thesis project which students can write in combination with an internship.



## MIM *Faculty*

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Researching, teaching,  
consulting – a strong trio

All of the individuals involved in the MIM program are exclusively University of St. Gallen professors and full-time lecturers. Many base their teaching on their international research reputation, others on their international consulting activities. This dual approach provides you with the analytical and pragmatic approaches needed in today's increasingly complex business environment.

Partial list of faculty contributing to the MIM curriculum:

Prof. Dr. Johannes Andereg	German Language & Culture
Prof. Dr. Carl Baudenbacher	European Business Law
Prof. Dr. Jean-Max Baumer	International Economics
Prof. Dr. Li Choy Chong	Asian Management
Professor Dr. Karl Frauendorfer	Operations Management
Prof. Dr. Andreas Grünbichler	International Finance
Dr. Thomas Gysler	International Accounting & Auditing
Dr. Thomas Eberle	Sociology
Dr. Andreas Härter	German Language & Culture
Prof. Dr. Heinz Hauser	International Economics
Prof. Dr. Martin Hilb	International Human Resource Management
Prof. Dr. Georg von Krogh	Strategy & Organization
Prof. Dr. Vincent Kaufmann	French Language & Culture
Dr. Tina Kiefer	Organizational Psychology
Prof. Dr. Ernst Mohr	Managerial Economics
Prof. Dr. Günter Müller-Stewens	Organization & Strategy
Prof. Dr. Alan Robinson	English Language & Culture
Prof. Dr. Winfried Ruigrok	International Management
Prof. Dr. Flemming Ruud	International Accounting & Auditing
Prof. Dr. Günther Schuh	Technology Management
Dr. Christoph Senn	International Marketing
Dr. Robert Straw	International Management

## Academic Partners

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Global research, teaching  
& exchange networks

In the second year of the program, MIM participants are required to undertake an exchange semester. To this end, the University of St. Gallen enjoys cooperation agreements with more than fifty leading business schools around the globe:

### Community of European Management Schools (CEMS)



- Wirtschaftsuniversität Wien – Austria
- Université Catholique de Louvain – Belgium
- Prague University of Economics – Czech Republic
- Copenhagen Business School – Denmark
- London School of Economics – England
- Helsinki School of Economics – Finland
- HEC – France
- Universität zu Köln – Germany
- Erasmus Universiteit Rotterdam – Holland
- Budapest University of Economics – Hungary
- Università Luigi Bocconi – Italy
- Norwegian School of Economics – Norway
- Warsaw School of Economics – Poland
- ESADE Barcelona – Spain
- Stockholm School of Economics – Sweden

### Other European Partners

- Manchester School of Management – England
- University of Lancaster – England
- Warwick Business School – England
- E.M. Lyon – France
- ESCP – France
- Fondation Nationale des «Sciences Po» – France
- Universität Mannheim – Germany
- Handelshøyskolen BI – Norway
- Lund University – Sweden
- University of Göteborg – Sweden



### *Asian & Australian Partners*

- Melbourne Business School – Australia
- Chinese University of Hong Kong – Hong Kong
- Sophia University – Japan
- Universiti Sains Malaysia – Malaysia
- Asian Institute of Management – Philippines
- Nanyang Business School – Singapore
- National University of Singapore – Singapore
- National Taiwan University – Taiwan
- Thammasat University – Thailand



### *North American Partners*

- HEC – Montreal, Canada
- Queen's University – Ontario, Canada
- University of British Columbia – Vancouver, Canada
- University of Western Ontario – Ontario, Canada
- Instituto Tecnológico Autónoma de México
- ITESM – Monterrey, Mexico
- University of Michigan – Ann Arbor
- University of Texas – Austin
- University of California – Berkeley
- Indiana University – Bloomington
- Babson College – Boston
- University of North Carolina – Chapel Hill
- University of Chicago – Chicago
- Duke University – Durham
- Cornell University – Ithaca
- University of California (UCLA) – Los Angeles
- University of Southern California (USC) – Los Angeles
- University of Minnesota – Minneapolis
- Columbia University – New York
- New York University – New York
- Rensselaer Polytechnic Institute – Troy, NY

### *South American Partners*

- Fundacao Getúlio Vargas – Brazil
- Pontificia University Católica de Chile
- Universidad Adolfo Ibanez, Vina del Mar – Chile

# Admission

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Application deadline:

June 30 for entrance in  
October

The University of St. Gallen MIM program invites students with outstanding credentials and a commitment to a career in international management to apply for admission.

Admission to the MIM program is very competitive and applicants are encouraged to apply early. In order to be considered for admission, all applicants are required to submit the following:

- ▲ Transcripts from a Bachelor's degree in business or economics, or a *Vordiplom* from the University of St. Gallen or equivalent.
- ▲ GMAT score. The GMAT (Graduate Management Admission Test) it is designed to provide some measure of your potential to perform in a graduate management program. The GMAT website provides comprehensive information: [www.gmat.org](http://www.gmat.org). The University of St. Gallen's code is 0198.
- ▲ Applicants whose native language is not English are required to provide evidence of their mastery of the English language – preferably via the TOEFL (Test of English as a Foreign Language). This requirement will be waived if the applicant holds a degree from a university in which the language of instruction was English.
- ▲ A completed application package which can be conveniently downloaded from our website [www.mim.unisg.ch](http://www.mim.unisg.ch) or can be ordered from the MIM Office.

For admission in October, completed applications must be received by June 30. Please send to: MIM Program, University of St. Gallen, Dufourstrasse 50, CH-9000 St. Gallen.

## *Tuition & Fees*

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MIM tuition and administration fees are approximately 1,000 CHF per semester for Swiss citizens (allgemeine Gebühr) and approximately 1,200 CHF for international students.

Cost of living expenses will vary from person to person, however, the average person will need approximately 1,700 CHF per month for all expenses during their time in St. Gallen.

The University Housing Office offers advice in locating private housing.



## *St. Gallen, Switzerland*

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Distinctly Swiss -  
thoroughly international

The University of St. Gallen is situated in Switzerland, a small and mountainous yet highly developed economy in the heart of Europe, enjoying among the highest per capita income figures in Europe. St. Gallen has about 75,000 inhabitants.

Despite its size (7.3 million people living on 41,290 square kilometers), four official languages are spoken in Switzerland (German, French, Italian and Raeto-Romanic).

St. Gallen - just minutes from Austria, Germany and the Principality of Liechtenstein - is nestled between Lake Constance, the Alps and the Rhiine river. Furthermore, St. Gallen is less than four hours away from Italy and France.

St. Gallen is a cradle of modern European civilization being home to the German language and to the music note system as we know them today. The Abbey Library of St. Gallen is one of the oldest libraries of the Western world.

St. Gallen offers foreign students interested in an international career an excellent base to explore diversity in Europe. Last but not least, Switzerland is renowned for both its summer and winter sport possibilities.



(hintere Klappe)

## *Program Administration*

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The MIM is directed by the following individuals:

Professor Dr. Winfried Ruigrok  
Academic Director

Dr. Robert Straw  
Executive Director

University of St. Gallen  
MIM -HSG  
Dufourstrasse 50  
CH-9000 St. Gallen  
Switzerland

Tel. +41 71 224 2449

Fax. +41 71 224 2447

e-mail: [mim@unisg.ch](mailto:mim@unisg.ch)

Internet: [www.mim.unisg.ch](http://www.mim.unisg.ch)

