Professional MBA Automotive Industry
TU Wien | Slovak University of Technology in Bratislava

Postgraduate MBA Program
Master of Business Administration
4 semesters, part-time

EUROPEAN UNION
European Regional Development Fund

creating the future
Program zur grenzüberschreitenden Zusammenarbeit SLOVAKIA-ÖSTERREICH 2007-2013
Program cezhraničné spolupráce SLOVENSKÁ REPUBLIKA – RAKOUSKO 2007-2013
The automotive sector in Europe represents a main component of the industrial backbone underlying economic stability and growth. Besides direct employment at car manufacturers and component suppliers, the sector has an important multiplier effect by linking various industries and business services together along the value chain.

Within the European Union, the automotive industry accounts for more than 12 million jobs and contributes around 4% to the EU’s GDP. The Central European Region (CENTROPE) consisting of Austria, Hungary, Slovakia and the Czech Republic positioned itself as a power house of Europe’s automotive industry with an annual production of around 4 million cars.

The automotive sector has always been critical to public interest due to its social and economic importance. Recently, high attention is drawn by developments such as the transformation of vehicles from products towards integrated transportation services or disruptive technologies enabling smart and connected driving.

These visionary concepts call for a new generation of leaders with the ability of interdisciplinary and interconnected thinking in an uncertain and complex environment. Future decision makers in the automotive sector are required to operate anywhere in the world with the same efficiency, thus they need to think globally and act locally.

To meet these requirements, in cooperation with the Vienna Business Agency, the TU Wien and the Slovak University of Technology in Bratislava offer this MBA Program to train a generation of leaders in the automotive and component supply sector with a strong focus on the CENTROPE region.

“We can currently observe that those who ignore trends in the automotive industry quickly lose competitive advantage. Our MBA students are equipped with the practical knowledge and analytical skills to be aware of potential risks as well as great market opportunities in this industry. The transnational studies combine different student’s viewpoints and backgrounds with diverse academic and practical experiences. We offer our students the chance to directly learn from those leaders and managers who already achieved great things in the automotive industry and who are willing to share their experience with the future generation that should follow their footsteps.”

Univ.Prof.Dr.-Ing.Dipl.Wirtsch.-Ing.Prof.eh.Dr.h.c. Wilfried Sihn
Academic Director, TU Wien and Managing Director Fraunhofer AUSTRIA
### Module A
**Accounting & Controlling**
- General Overview of Bookkeeping & Cost Accounting Systems
- Balanced Sheet Analysis
- Budgeting
- Activity-based Accounting
- Consolidated Balance Sheet
- Automotive Case Studies

### Module B
**Management Science**
- Project Management: Overview
- Project Planning & Controlling
- Project Calculation
- Quantitative Methods: Optimization
- Linear Programming
- DEA
- Regression Analysis
- Business Models
- Automotive Case Studies

### Module C
**Organizational Behavior & Human Resource Management**
- Teambuilding
- Automotive Structure of Organizations & Incentives
- Organization & Innovation
- Leadership
- Negotiation
- Communication Skills
- Change Management in the Automotive Industry
- Automotive Case Studies

### Module D
**Marketing & Competition Strategy**
- Marketing Goals & Instruments (General, OEM, Supplier, Service Provider)
- Market Analysis: Marketing Research
- Data Analysis
- Strategic Marketing and Pricing
- Brand Marketing
- International (Global) Marketing
- Customer Orientation & Postponement Strategy
- Product Management
- Lead User Techniques
- Public Relations
- Automotive Product Life Cycle Management
- Key Account Management
- Sales
- Automotive Case Studies

### Module E
**Corporate Finance**
- Shareholder & Stakeholder Approach
- Cash Flow & Dynamic Methods
- Discounted Cash Flow Method
- Capital Market Theory (CAPM)
- Capital Structure Theory
- Financing Models in the Automotive Industry
- Automotive Case Studies

### Module F
**European & International Business Law**
- Trade Law & International Trade Law & CEE Specifics
- Company Law
- Technical Norms & Standards in the Automotive Industry
- Product Liability
- Intellectual Property Rights
- Tender (Structures & Regulations)
- Warranties in the Automotive Industry
- Automotive Case Studies

### Module G
**Managerial Economics**
- Microeconomics
- Macroeconomics
- Industrial Organization
- International Trade Theory
- Production Strategies
- Automotive Production Management
- Innovation Management
- Automotive Case Studies

### Module H
**Communication Skills & Social Competence**
- Interdisciplinary Projects
- Problem Solving Methods
- Automotive Case Studies

### Module I
**Process & Quality Management in Automotive Industry**
- Processes & Process Management
- Quality Management
- Methods & Tools (FMEA, QFD etc.)
- Six Sigma
- Automotive Certification & Auditing
- Maintenance & TPM
- Innovation Management
- Automotive Case Studies

### Module J
**Automotive Production & Logistics**
- Automotive Production Processes & Systems
- Production Planning & Control
- Industrial Engineering
- Factory Planning
- Methods & Tools (MTM, SCOR etc.)
- Lean Management in the Automotive Industry
- Vehicle Development Process
- Automotive Supply Chain Management
- Delivery Forms & Logistics
- Transportation
- Information Management
- Automotive Case Studies

### Module K
**Master's Thesis**
The Master's Thesis is a practice-oriented course of study that aims to enhance participants' skills in the subject area based on academic criteria.

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**“Any company that wants to be successful in the face of global competition will in future have to focus even more on factors such as qualification, competency, know-how and innovative capacity. This applies particularly to the automotive industry and its traditional markets in the West, if this is to remain competitive and meet the challenge of the new emerging markets. For this reason, we have to support all initiatives and programs that help in improving the qualification structure and contribute to professional training and continuing education that is needs-based and future-oriented.”**

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**Prof. KR Ing. Siegfried Wolf**
Chairman of the Board of Directors of Russian Machines
The automotive industry, and particularly its supplier network, is one of the sectors with the fastest development in Central European countries. Given the world-class supplier base, highly-educated human capital and a level of productivity that readily meets European standards, these countries are in a better position to satisfy customer needs more competitively than the rest of Europe has ever been.

Ing. Jan Lesinsky, PhD. Assoc.Prof.
Academic Director, Slovak University of Technology in Bratislava

PROGRAM OBJECTIVES
The main goal of Professional MBA Automotive Industry is to provide managers & high-potentials in the automotive or components supply industry with additional knowledge and to upgrade their skills. The aim of this program is to

- challenge existing perspectives and empower personal development
- motivate for international career engagements
- offer a broad and sustainable professional network
- reveal leadership potential
- build and develop management skills and help to gain confidence on high management level
- equip with the knowledge and skills to create new career paths within the automotive industry

TARGET GROUPS
The program is primarily targeted at persons operating in the automotive and components supply industry:

- Professionals who want to outperform with expert knowledge about the automotive sector
- Employees who are ready to take on management and leadership positions
- Managers and leaders who want to enhance their skills and broaden their network
- Entrepreneurs who seek for fundamental business knowledge in the automotive sector
- Governments and industry professionals with fundamental interest in the transportation industry

ADMISSION REQUIREMENTS
Admission will be granted to persons holding an internationally recognized degree, at least two years of relevant work experience, and a good knowledge of English. In individual cases, and where there is good reason, interested applicants with equivalent qualifications may also be granted admission. This applies to persons holding a position equivalent to that normally held by a college graduate, or who have appropriate work experience.

FINAL DEGREE
The Professional MBA program is concluded with a Master's Thesis. The final degree “Master of Business Administration Automotive Industry (MBA)” is granted by TU Wien in cooperation with Slovak University of Technology in Bratislava.

ACCREDITATION
Accredited by FIBAA (Foundation for International Business Administration Accreditation), reaccreditation in 2013.

DURATION
The part-time program is presented in modules and takes 4 semesters.

LANGUAGE OF INSTRUCTION
English

FACULTY
Internationally renowned experts are members of this highly acclaimed faculty, based on their sound interdisciplinary specialized knowledge or on their extensive practical experience in the automotive and components supply industries.
STUDENT PROFILE

- 26 Nationalities
- 128 Students & Alumni
- 65% International students
- 35 years Average age
- 9.9 years Work experience

Business areas
- Supplier: 55%
- Logistics: 22%
- OEM: 20%
- Others: 3%

“I made the decision to study the MBA at TU Wien in cooperation with STU Bratislava because of a rapidly changing environment and the reputation of the faculty. The course exceeded my expectations because of the taught trends which are tightly linked to my current business life. I can only recommend this program to everyone who wants to improve their career opportunities.”

Štefan Rosina, doc. Ing. PhD. MBA
President, MATADOR Group
Alumnus 2011–2013

Ready to speed up your career?

- Unique automotive network
- Close cooperation with the industry
- On Site lectures at & excursions to OEMs
- Internationally recognized MBA degree
- Perfect compatibility of job & education
- Study in the most liveable city of the world
Professional MBA
Automotive Industry

TU Wien | Slovak University of Technology in Bratislava
Class 2018–2020

PROGRAM START
March 22, 2018

LOCATIONS
The Professional MBA Program takes place at TU Wien and at the Slovak University of Technology in Bratislava. It begins with an outdoor module on “Team Building” and an “Introduction to the Automotive Industry”.

DURATION AND TIME SCHEDULE
In order to optimally combine study and work, the lectures will be held in blocks every 4 to 6 weeks. They will take place at weekends from Thursday morning till Sunday evening from 9.00 am to 7.00 pm daily. In addition, excursions, discussions, lectures and informal talks will be offered by well-known figures (guest speakers) from the industry.

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<thead>
<tr>
<th>FIRST SEMESTER</th>
<th>SECOND SEMESTER</th>
<th>THIRD SEMESTER</th>
<th>FOURTH SEMESTER</th>
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<tr>
<td>Wed Mar 21, 2018</td>
<td>Thu Aug 30, 2018</td>
<td>Thu Feb 14, 2019</td>
<td>Master’s Thesis</td>
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<tr>
<td>Welcome Reception</td>
<td>Fri Aug 31, 2018</td>
<td>Fri Feb 15, 2019</td>
<td>Master’s Thesis submission deadline</td>
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<tr>
<td>Thu Mar 22, 2018</td>
<td>Sat Sep 01, 2018</td>
<td>Sat Feb 16, 2019</td>
<td>End of Feb., 2020</td>
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<td>Sun Sep 02, 2018</td>
<td>Sun Feb 17, 2019</td>
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<td>Sat Mar 24, 2018</td>
<td>Thu Oct 11, 2018</td>
<td>Thu Mar 21, 2019</td>
<td>Presentation of Master’s Thesis</td>
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<td>Thu Apr 19, 2018</td>
<td>Sat Oct 13, 2018</td>
<td>Sat Mar 23, 2019</td>
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<td>Fri Apr 20, 2018</td>
<td>Sun Oct 14, 2018</td>
<td>Sun Mar 24, 2019</td>
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<td>Sat Apr 21, 2018</td>
<td>Thu Nov 15, 2018</td>
<td>Thu May 16, 2019</td>
<td>Graduation Ceremony</td>
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<td>Sun Apr 22, 2018</td>
<td>Fri Nov 16, 2018</td>
<td>Fri May 17, 2019</td>
<td>April/May 2020</td>
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<td>Sat May 18, 2019</td>
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<td>Sat May 26, 2018</td>
<td>Thu Dec 13, 2018</td>
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<td>Fri Dec 14, 2018</td>
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<td>Sun Dec 16, 2018</td>
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<td>SUN Jan 13, 2019</td>
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Subject to modification

Ready to speed up your career?
TUITION FEE
EUR 20,000 (VAT-free) including course materials, iPad Air and refreshments during breaks.
The tuition fee does not include the cost of trips and overnight stays.

INFO SESSIONS
Presentations of Professional MBA Automotive Industry are held in Vienna and Bratislava in the form of information sessions designed for the discussion of questions concerning content and organization.

Info Sessions in Vienna
October 23, 2017  5.00 pm
November 28, 2017  5.00 pm
January 23, 2018  5.00 pm

Info Sessions in Bratislava
October 24, 2017  4.00 pm
November 29, 2017  4.00 pm
January 30, 2018  4.00 pm

Online Info Sessions
December 19, 2017  4.00 pm

Registration:
automotive@tuwien.ac.at

ADMISSION/APPLICATION
Application deadline: January 31, 2018
After receiving your full application an individual admission interview with the academic directors is planned.
Admission Interviews will take place after individual appointment.

Start Online Application
https://automotive.tuwien.ac.at

PERSONAL ADVISORY SERVICE AND APPLICATION

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http://automotive.tuwien.ac.at

FACULTY
We have succeeded in gaining renowned international experts from the respective specialized fields. These include, inter alia:

Dr. Rainer Beetz, LL.M. Sonn & Partner Patentanwälte
PhDr. Eva Bircáková Adamas Coaching & Consulting
Hon.-Prof. Dr. Walter Brugger DORDA BRUGGER JORDIS Rechtsanwälte GmbH
Mgr. Ing. Peter Daniel, PhD. Johnson Controls International Bratislava
Mag. Gerhard Doliner MAGNA STEYR AG & Co KG
Mag. Michael Druml MAGNA STEYR AG & Co KG
Prof. Ing. Jozef Gasparik, PhD. Slovak University of Technology in Bratislava
Prof. Ing. Milan Gregor, PhD. University of Zlina
Prof. Dr.-Ing. Bernd Hellingrath University of Münster
Dipl.-Wirt.-Ing.(FH) Dipl.-Ing.(BA) Jesko Herrmann Bertrandt Projektgmbh
Prof. Dr. Vera Hummel ESB Business School/Reutlingen University
Assoc.Prof. Ing. Peter Kristofik, PhD. Matej Bel University, Banska Bystrica
KR Dipl.-Kfm. Brigitte Kroll-Thaller, MBA
Prof. Dale Lehman, PhD. Loras College
Assoc.Prof. Ing. Jan Lesinsky, PhD. Slovak University of Technology in Bratislava
Dipl.-Ing. Albert Lidauer Senior Vice President Mahnnt Extravers EU
Ing. Michal Matusiek, PhD. MBA AIP Management, s.r.o.
Dipl.-Ing. Dr. Walter Mayrhofer, MBA
Dr.-Ing. M.S.M. Thomas P Meichsner Chief Restructuring Officer
Dipl.-Ing. Jürgen Minichmayr Wacker Neuson SE
Dipl.-Ing. Hanno Milorini, MBA Robert Bosch AG
Ing. Silvia Nosálová Slovnaft Bratislava
Prof. Dipl.-Ing. Dr. Daniel Palm ESB Business School/Reutlingen University
Dipl.-Ing. Marco Schlimpert Lenzing AG
Prof. Dr. Werner Seebacher Seebacher Unternehmensberatung GmbH
Univ.Prof. Dr.-Ing.Dipl.Wirtsch.-Ing.Prof. Dr.h.c. Wilfried Sihn TU Wien and Fraunhofer Austria Research GmbH
Dr. Ferry W. Stocker
Dl Johannes Strobl Sonn & Partner Patentanwälte
Ing. Stanka Švecová, MSc.HR
Mgr. Ján Uriga, PhD. PricewaterhouseCoopers
Assoc.Prof. Mgr. Vozár Martin, PhD. Comenius University in Bratislava
Dr. Christoph Wecht BGW AG Management Advisory Group St. Gallen – Vienna

This represents a selection of the faculty of class 2016–2018.