



**Working Cooperation Program
Placement of MBA Service Management students (INDIA)**

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| Study Basis | MBA Service Management in cooperation of the Indian Institute of Learning and Advanced Development (INLEAD) and ISS International Business School of Service Management |
| Target | Professional Support for Professional Enterprises in Service Management with Indian alumni graduated by ISS |
| Target Group | <ul style="list-style-type: none"> • B.A.'s from various business sectors requiring to foster their competences in professional service management • Companies from services industries, aiming at qualifying of their future leaders worldwide |
| May - December 2011 January - April 2012 | Service Management studies at INLEAD in New Delhi, India Accompanied master thesis at ISS International Business School in Hamburg and within a company in Germany |
| Thesis/Internship | At a salary of 650 EUR / 40k INR per month |
| Tuition Fee | 12.500 EUR / 770k INR for 12 month paid by the Indian student |
| Prerequisites | <ul style="list-style-type: none"> • Accredited bachelor, diploma or master degree • Minimum 3 month professional experience / internship • Fluency in English and if necessary German |
| MBA Program | 12 months fulltime: Strategic and Operational Service Management, Service Marketing, Skill Training, Potential Analysis, Finances, Service Controlling, Service Logistics, Supply Chain Management, International Law, HR Management, Corporate Governance, Ethics, Efficient Process and Project Management, Innovation and Change Management, Service Sales Management, Consultative Selling - including 4 months of Master thesis in Germany |
| Specialisation | Industrial Service Management (Maintenance, Risk Management, Service Engineering), Hospitality Management or IT Services |
| Additional Benefits | <ul style="list-style-type: none"> • Study time in India and Germany • Individual student advisory service and care • Mentoring and intensive care of Master thesis • Alumni and service network |
| Accreditation / Approval | ISS University of Applied Sciences since 2007, MBA study program is made for FIBAA-accreditation |
| Placement | Graduates can be employed in a wide range of companies from public sector, private sector and multinational corporations. Alumni might occupy top managerial positions in industry, within and outside the country for approximately 3.500 Euro / 215k INR. |