



KOZMINSKI UNIVERSITY

# Kozminski MBA

## WHY MBA AT KOZMINSKI UNIVERSITY

Personal development is a philosophy, an attitude, a way of life. We make it the highest value because it is both the goal and the essence of the decisions we make. A constant search for the unknown, exploration of ideas, and experiencing the new broadens our horizons and makes us become better, more ready to take up the challenges put out to us by the changing world. Here at Kozminski Executive Business School we educate entrepreneurs and senior and middle level managers working for national and global companies and institutions. The postgraduate, development, and training programmes we offer inspire, improve, and develop entrepreneurial and managerial skills.

Kozminski MBA is 520 hours of intense managerial education finishing with being conferred the title of MBA in one of the following 4 specializations:

- MBA IN FINANCE
- MBA FOR IT MANAGERS
- MBA FOR ENGINEERS
- MBA HR
- MBA IN SUPPLY CHAIN MANAGEMENT

## WHAT MAKES US STAND OUT?

### QUALITY

The quality of our programmes is checked and verified by international institutions.

We are a holder of three most important international accreditations:

**EQUIS** – we've been accredited as the 16th university in Europe, joining the ranks of London Business School, INSEAD

**AMBA** – MBA education accreditation, awarded by the Association of MBAs

**AACSB** – accreditation awarded by the world's oldest institution accrediting business schools. It is held by only 5 per cent of business schools in the world, including universities like Yale or Harvard University.



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Moreover, Kozminski University has been listed in the prestigious Business School Rankings of the “Financial Times”, competing with the best schools and universities from all around the world. Since 2009 we have been ranked as one of the finest 100 universities with the highest level of education among 13,000 business schools worldwide.

We’ve been ranked number one non-public Polish tertiary education institution in the national ranking of the “Perspektywy” magazine for 18 years in a row now. KU has also received three awards from the Polish Accreditation Committee - for the quality of education in the fields of management, law, and administration.

Professional institutional and corporate HR departments have come to appreciate the brand and the presence of development programme providers in international rankings. This is because of the much diversified level of the quality of education services available in the Polish market, offered by a great number of education institutions having emerged on the market thanks to the inflow of European funds.

#### KOZMINSKI MBA - THE IDEA

A completed KU MBA programme is an important asset in the CVs of our graduates, who stand out from among not only other managers but also other MBA graduates in Poland.

The quality of our MBA programmes is proven by international certificates and accreditations: AACSB, EQUIS, and AMBA. They form the so-called Triple Crown, and all of the best business schools aspire to obtain all three of them. Among around 13,500 such schools in the world, there are only 87 that have been awarded all three accreditations. Such distinction is a certain obligation, which requires us to develop in a continuous manner.

This gives employers hiring graduates of a university awarded the said accreditations a certainty that their new employees have the right knowledge and skills to pursue and accomplish the tasks and duties they are entrusted with.

Another thing that makes our offer exceptional is our high position in rankings of tertiary education institutions. We were ranked 64th in the European Business Schools 2017 ranking of the “Financial Times”. “FT” has ranked our Executive MBA 34th in Europe among over 16 thousand MBA programmes offered on our continent.

We’ve been ranked number one non-public Polish tertiary education institution in the national ranking of the “Perspektywy” magazine for 19 years in a row now. We’re also considered one of the most internationalized education institutions in Poland.



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## KOZMINSKI MBA

**520 hours of classes = four semesters of studies.** A time that will be enough to let one understand the functioning of an organization as a whole and as an element of its business environment. The studies will take our course participants from economics and finance through organizational strategy to effective cooperation and building business relationships.

**Education starts with a so-called common general management programme (400 teaching hours),** regardless of the selected specialization. Because our course participants are first managers, and then specialists in certain areas, e.g. financiers, HR managers, etc. This was the idea that motivated the authors of the first MBA programmes. Today, this approach remains a conscious policy applied to MBA education. We teach how companies function in a holistic perspective, and offer managerial know-how. Since the programme brings together people from different industries, it will be an opportunity for the course participants to exchange business experience with other managers and entrepreneurs they'll get to know during the studies.

We care about making classes diverse by admitting people with different views and experience. To give everyone an opportunity to meet people who think outside the box, have different ideas. Therefore, everybody extends their network of business contacts significantly.

The studies encourage participants to build relationships through joint tasks, teamwork, and developing consulting projects in groups.

It will be also possible to establish new business contacts thanks to additional themed meetings organized free of charge for both graduates and participants of MBA studies.

**After the semesters covering a general management programme, education continues in the selected specialization semester (FINANCE, IT, HR, SUPPLY CHAIN MANAGEMENT, for engineers) of 120 teaching hours.** This will be the time to improve and perfect the competence designed for a given specialization.

Course participants vote for so-called modules they would like to have featured in their specialization semester. From among the modules to be selected for a given field of study, the university will launch the ones with the biggest number of votes of participants who have chosen a given MBA specialization.

All this will not only let you get to know people from your area of specialization better, but also give you a chance to engage in extensive networking and offer you an in-depth business perspective. And this is the main purpose of MBA education.





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## TARGET AUDIENCE

- Managers
- Business owners
- People aspiring to become top executives

## BENEFITS OF COMPLETING OUR MBA STUDIES

- Acquisition of a body of knowledge about the latest economic issues presented from a global perspective
- Acquisition of extensive knowledge concerning all essential areas of business operation (strategy - also international, finance, marketing, corporate behaviour)
- Acquisition of knowledge covering the most contemporary solutions and methodologies applied in organization management
- Acquisition of skills to create and manage project teams (including implementation of challenging projects in multicultural organizations)
- Acquisition of skills to develop and implement strategies according to the most popular and latest methodologies
- Learning how to operate a universal management language that lets one communicate freely with representatives of all departments of an organization
- Development of leadership and negotiation skills, and of abilities to implement and manage change
- Acquisition of knowledge in the scope of cooperation in a multicultural environment

## THE AIM OF THE STUDIES

The aim of the studies is to provide course participants with contemporary knowledge covering the broadly understood field of management, which is the basis for developing practical managerial skills:

- analysing and developing methods of in-company problem-solving
- formulating development strategies
- effective decision-making





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- effective negotiation
- communication
- cooperation

The program introduces its participants to general economic, cultural, social, and political conditions related to regional and global economies where managers and their organizations operate.

Graduates of the program receive a diploma that is recognized and valued in the environment of executives and entrepreneurs as it is a proof of high managerial competence, supporting the holder's further professional development.

### PROGRAMME OF STUDIES

#### General management programme (400 teaching hours)

- Integration-information session
- Self-Management, Team Management, and Taking Responsibility for One's Decisions
- Managerial Economics
- Management
- Financial and Management Accounting
- Business Statistics
- Marketing
- Corporate Finance
- Strategic Management
- E-business Strategies
- Human Resources Management
- Civil and Commercial Law
- Leadership
- Change Management





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- Decision Support Systems
- Negotiations
- Creating Competitive Advantage based on Trust and Ethics
- Networking
- Financial Analysis in Consulting Projects
- Consulting Project
- Consultations
- Simulation Game

After the semesters covering a general management programme, education continues in the selected specialization semester (FINANCE, IT, SUPPLY CHAIN MANAGEMENT, for engineers) of 120 teaching hours

### **MBA IN FINANCE (the group chooses 3 out of 5 boxes)**

#### USING CONTROLLING TOOLS IN CORPORATE MANAGEMENT

- Operational Controlling and Internal Reporting
- Strategic Controlling
- Emotion Management, Effective Feedback, and Efficient Communication in Controlling

#### EXTERNAL CORPORATE GROWTH

- Company Valuation – Computer Workshop
- Mergers and Acquisitions
- Strategic Negotiations

#### FINANCIAL DECISIONS IN CORPORATE MANAGEMENT

- Investment Project Appraisal – Computer Workshop
- Financial Planning, including Project Finance Modelling





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- Intuition and Decision Rules in Financial Decisions

#### REPORTING AND FINANCIAL ANALYSIS

- Interpreting Financial Statements – Advanced Topics, Analysing Financial Statements – Workshop
- Financial Analysis
- Team Coaching as the Device Supporting Corporate Finance Management

#### FINANCIAL MARKETS AND CORPORATE FINANCE MANAGEMENT

- Financial Markets and Instruments
- Derivatives and Futures – Financial Risk Management
- Financial Markets Psychology

#### **MBA FOR IT MANAGERS (the group chooses 3 out of 5 boxes)**

- MANAGEMENT 2.0
- Dynamic Management
- Crisis Management
- Change Management – Simulation

#### EFFECTIVE ORGANIZATION

- Team Building
- Enterprise Budgeting
- Business Process Modelling

#### IT MANAGEMENT

- IT Project Management
- Managing Project Portfolio
- Management in Social Media





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- COMMUNICATION AND NEGOTIATION
- Interpersonal Communication
- Professional Presentation

Strategic Negotiations

LATEST TRENDS IN MANAGEMENT

- Business and System Gamification
- IT Systems Implementation – Gamification Method – Simulation
- UX Design

**MBA FOR ENGINEERS (the group chooses 2 out of 4 boxes)**

BASE, OBLIGATORY BOX

- Professional Presentation
- Team Coaching
- Interpersonal Communication

CRISIS MANAGEMENT

- Health and Safety Training
- Communication in Crisis
- Decision-Making Psychology – Traps and Mistakes
- Crisis Management

LEAN MANAGEMENT

- Lean Thinking – Workshop and Simulation Game
- Lean Leadership
- Gemba Coaching
- Value Stream Mapping



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- Goal Setting for Lean

#### EFFECTIVE STRATEGIC NEGOTIATIONS AND RELATIONSHIP BUILDING

- Solving Conflicts and Building Relationships
- Strategic Negotiations
- Team Building

#### CHANGE MANAGEMENT AND DECISION-MAKING

- Change Management – Simulation Game
- Organization Lifecycle Management
- Data-Driven Decision-Making – Simulation Game

### MBA HR

Like MBA Executive, MBA HR follows a specially designed uniform curriculum covering various HR trends - 120 h of classes taught by industry practitioners:

- Contemporary recruitment and selection
- Big Data in HR
- Developing managers and employees – managing careers and talent
- Employee experience – Building employee engagement through positive experiences with the organization
- Strategic HR management

Topics covered during the specialization semester:

- How to combine aspects of predisposition and competence successfully – from a HR and CEO point of view and experience
- Contemporary recruitment and selection
- Principles of appropriate and effective collaboration with external partners in the scope of recruitment and selection





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- How to work with a headhunter in the area of executive search?
- Strategic HR management
- Cascading an organizational strategy in the light of human capital management
- Developing managers and employees – managing careers and talent
- Managing diversity
- Employee experience – building employee engagement through positive experiences with the organization
- Managing the energy of managers and their teams in a conscious way
- Big Data in HR
- 4 dimensions of gamification in HR
- Digital transformation

### **MBA IN SUPPLY CHAIN MANAGEMENT (the group chooses 1 out of 2 boxes)**

#### BASE, OBLIGATORY BOX

- Operational Management in Supply Chains
- Integrated Enterprise Logistics System
- Operational Controlling in Supply Chains
- Managing International and Intermodal Transport

#### BASE, OBLIGATORY BOX

- Inventory Management
- Purchase and Supply Management
- Managing Production and Material Flow
- Distribution Management and Supply Planning

#### LOGISTICS MANAGEMENT





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- Warehouse Management
- Business Process Mapping and Value Analysis. Process Modelling and Simulation
- Activity Based Management
- Outsourcing and Contract Logistics

#### SUPPLY CHAIN MANAGEMENT

- International Supply Networks and Logistics Centres
- Contracts and Insurance in International Supply Chains
- Logistic IT Systems and Systems of Automatic Identification in Supply Chains
- Team and Conflict Management in Supply Chains

#### CONDITIONS TO COMPLETE THE STUDIES

The studies finish with a written consulting project covering a solution to a specific management problem. The final project is developed in groups of 3-4, and is to be defended before an examination board. An additional condition to finish the studies is to pass all courses taught during four semesters of the program.

#### SCHEDULE

Number of semesters	4 (2 years)
Frequency	2 times per month: Fridays: 17:00 - 20:15 Saturdays: 08:45 - 15:45 Sundays: 08:45 - 15:45

#### ADMISSION SCHEDULE





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Frequency	2 times per year
Dates	September February

### REQUIRED DOCUMENTS

- A copy of one's diploma of higher education
- CV (covering one's professional experience as a manager)
- A motivational letter
- A photo in a digital format (JPG)
- A copy of the candidate's ID
- A copy of a proof of payment of the admissions procedure fee

### TUITION FEES

Admissions procedure fee	PLN 400.00
Price	PLN 33,000.00
Possible payment in three instalments	PLN 11,000.00 each
Price including discount for one-off payment	PLN 30,600.00
Price including discount for KU graduates	PLN 29,700.00
Possible payment in three instalments	PLN 9,900.00 each

