

International Marketing and Sales

December 29, 2017 - January 19, 2018

The Winter University Programme

The Winter University Programme is organized by Hochschule Darmstadt, one of the biggest Universities of Applied Sciences in Germany. During this 3-week intensive English programme, scientific knowledge will be enhanced by practical learning with hands-on experiences. The offered courses provide students with the opportunity to extend their network and establish valuable contacts for their future career.

Modules

(Students can choose between two modules)

Mechanical Engineering in Modern Power Plants

This module deals with energy efficiency in modern fossil power plants. The focus will be on modern thermal power generation. Students will be introduced into the major components of steam plants, gas turbine plants and combined cycle arrangements.

International Marketing and Sales

This module deals with the growing importance of Marketing Management for the success of a product and the company. Students will learn how to manage complex international marketing concepts. Different requirements of B2B and B2C customer segments, various industries as well as of selling services or products are considered in this module study.

The programme includes

- Academic seminars, project work and lectures
- Hands-on experiences in labs & during field trips
- New Years Trip to Munich
- Sightseeing and other cultural activities
- An international and intercultural classroom
- Instruction by professors, practitioners & other experts
- German language course
- 6 ECTS-credits in total

Why Darmstadt?

Darmstadt, also known as the "City of Science," is home to several scientific institutions, universities and high-technology companies. The city is rich of old art nouveau establishments, such as the Mathildenhöhe. Darmstadt is located in the vibrant metropolitan Rhine-Main area, right next to Europe's financial centre Frankfurt/Main and within easy reach of many major European cities.

Programme fee

Early-bird-fee: 1.790 € for applications received

before September 1, 2017

Regular fee: 1.990 € for applications received

after September 1, 2017

Application deadline: November 1, 2017

The package fee includes:

- Accommodation
- Tuition and course related activities
- Excursions
- Lecture material for all seminars
- Cultural & leisure activities
- Public transportation within Darmstadt
- Health, accident, and liability insurance

For more information, please visit our website: https://wup.h-da.de/

Winter University Team

Academic Directors Engineering Module

Prof. Dr. Brita Pyttel

Prof. Dr. Bernhard Schetter

Academic Directors Marketing Module

Prof. Dr. Matthias Neu Dr. Gerald Reckert

Programme Coordinator and Contact:

Jessica Mayer M.A. International Office wup.international@h-da.de







