

EARN YOUR MBA ON TWO CONTINENTS AND
COMPLETE A FULLTIME INTERNSHIP IN LUXEMBOURG

The
Welch MBA
with Internship



Sacred Heart
UNIVERSITY

JOHN F. WELCH COLLEGE OF BUSINESS

Luxembourg

The Welch MBA with Internship at Sacred Heart University Luxembourg

The University has redesigned its approach to graduate business education in light of recent significant changes in the business market place. The Welch Master of Business Administration program is the outcome of this process and fills the gap in management education identified by business leaders and academics: to develop practitioners who are both decisive and accountable, who understand the entire organization and who have a global perspective. The goal of this program is to develop individuals who can think and act as leaders rather than solely as functional experts. The development of management skills, such as the ability to motivate and inspire others, to innovate, to demonstrate global awareness and to achieve excellence in an ethically responsible way, are features of the program.

With the 20th anniversary of SHU Luxembourg, the Welch College has launched a fulltime MBA in September 2012 which includes an internship in a world-class enterprise. This internship replaces the minimum of two years of professional experience usually required for participants who work full time. University graduates with and without work experience can therefore be admitted.

The program is designed for candidates who aspire to leadership positions in tomorrow's global economy. The changing business environment requires an integrated program characterized by multidisciplinary work. Entering students will be assessed to measure management skills, communication skills and content knowledge to help determine their individual curriculum. At Sacred Heart University, we take pride in offering rich, stimulating learning experiences. An international faculty mix of accomplished scholars and experienced business executives provides personal attention in the classroom where the emphasis is on applied and experiential learning with real-world examples of concepts/skills.



John Chalykoff, Ph.D.

Dean of the John F. Welch College of Business, Sacred Heart University





A WORLD-CLASS EDUCATION Fewer than 5 percent of business schools worldwide have met the rigorous standards required for AACSB accreditation. AACSB International is considered the premier global accrediting body for schools that offer undergraduate, master's and doctoral degrees in business and accounting.

What sets us apart from other MBA programs?

- Interdisciplinary process-based approach to teaching and learning
- Classes are taught by experienced international faculty and business executives
- 6 - 9 month paid internship (OR extensive project of personal choice, e.g. creating own enterprise)
- Program completion in 16 months
- Individual professional coaching of academic and career goals
- A diverse, international student body from over 30 countries
- Option to add courses in the United States on Sacred Heart's main campus in Fairfield, CT
- Non EU/EEA students graduating with an MBA are entitled to obtain a work permit in Luxembourg for another two-year period under certain conditions and provided that the salaried activity is related to the academic training.

Admission Requirements

- Bachelor's degree with a grade point average equivalent to a minimum of 3.0 on a 4-point scale
- GMAT (Graduate Management Admissions Test), minimum score of 500 (waiver possible)
- Proof of English proficiency (minimum TOEFL score of 570 or equivalent) or basic English plus intensive summer preparatory course
- Proof of adequate financial resources for the program
- Two letters of recommendation

Sacred Heart University helps students with the visa application process.

Why study in Luxembourg?

It is home to key European Union institutions, is one of the world's largest financial centers and is a pioneer in e-commerce, intellectual property and research and development. In 2014, Luxembourg's quality of living ranking was 19 out of 223 cities worldwide. The city blends historic heritage with the modern and offers cultural, sports, entertainment and dining opportunities.



“The new Welch MBA with Internship program is a commendably innovative program for students who are looking to be on the fast track to success in their careers. I feel that it was the right choice for me. I believe that the new course structure has really done what it was meant to do, which is to encompass all of the main organizational functions of study into the core part of the degree. I know I will complete this program with a comprehensive understanding and knowledge of the many different areas of business.”

ARUN MOHANAN, CLASS OF 2014
MBA WITH INTERNSHIP STUDENT

Internship

Some of the companies in Luxembourg include ArcelorMittal, ATOZ, Brown Brothers Harriman, Cargolux Airlines International, Citibank International, Clearstream Deutsche Börse Group, Delphi Automotive Systems, Lombard International Assurance, SES, PricewaterhouseCoopers and UBS.

Course Description

The program begins in mid-August or in mid-July for students lacking prior courses in economics, statistics or management. Courses are held in the evening from 6:30 to 9:30 p.m. The internship typically starts in November and ends in July of the following year, thus allowing students to get settled in Luxembourg before adding the work experience to their study program.

The MBA program focuses on the development of key competencies:

- Persuasive communication that is articulate, candid, to the point and leads to action
- Executional excellence and continuous improvement through attention to detail, rigorous analysis and decision-making
- Accountability for decisions and actions of team and self, putting team goals ahead of individual goals, with the focus on contribution to the organization

I encourage you to learn more about our Welch MBA program through the website or by contacting my office at (352) 22-76-13-1 or mba@shu.lu.

Sincerely,



Dr. Alfred Steinherr, Ph.D.

Academic Director of the John F. Welch College of Business, Sacred Heart University Luxembourg



Alfred Steinherr served as the chief economist of the European Investment Bank and was the founding rector of the Free University of Bolzano. He recently served as an advisor for the Asian Development Bank and for the United Arab Emirates Minister of Finance. His areas of research include international monetary arrangements and macroeconomic policy.

“The MBA with Internship program offered by SHU is an opportunity that has allowed me to meet, study and work with people from around the world in a beautiful and lively country. When I began my internship at Lombard International Assurances S.A. I found the work/class balance very manageable. With Germany, France and Belgium just a short train ride away, it is also easy to make the most of the weekends.”

THOMAS DRABEK, CLASS OF 2013
MBA WITH INTERNSHIP STUDENT

DEGREE REQUIREMENTS

Students with an undergraduate degree in business will take a 36-credit hour program. Those with other undergraduate degrees may be required to take Foundation Courses, adding 3 or 6 credit hours.

FOUNDATION COURSES *Required for students without an undergraduate degree in business.*

- WGB 520 Introduction to Economics and Statistics (3 credits)
- WGB 521 Fundamentals of Management (3 credits)

PLANNING & ASSESSMENT

- WGB 600 Professional Planning (1 credit)

BREADTH: QUANTITATIVE COMPETENCIES *Students with strong quantitative competencies may substitute these breadth courses with two approved accounting, economics or finance electives taken any time during the program.*

- WGB 601 Accounting and Information Systems (3 credits)
- WGB 603 Corporate Financial Management (3 credits)

BREADTH: LEADERSHIP COMPETENCIES *Students may take these required courses at any point before the capstone.*

- WGB 612 Leading and Influencing with Integrity (3 credits)
- WGB 614 Social and Legal Responsibilities in Business (3 credits)

INTEGRATED CORE *Must be taken in sequence.*

- WGB 640 Dynamic Business Management I (6 credits)
- WGB 641 Dynamic Business Management II (6 credits)

ELECTIVES *A minimum of nine credits in finance OR management OR across all disciplines. (See website for descriptions.)*

CAPSTONE *Should be taken as one of the last two courses.*

- WGB 691 Welch Competency Demonstration and Implementation (2 credits)

INTERNSHIP *Must be completed before graduation.*

The MBA Faculty at Sacred Heart University

FAIRFIELD FACULTY

Bridget Lyons, D.P.S., is a professor of Finance, former chair of the Department of Economics and Finance and the recipient of both teaching and research awards. She teaches, researches and consults in the areas of financial modeling, corporate finance and valuation.

Anca C. Micu, Ph.D., is an associate professor of Marketing and Associate Dean of the John F. Welch College of Business. She teaches courses in internet marketing, consumer behavior and marketing research. She has collaborated on research projects with The Advertising Research Foundation, Time Inc. and Millward Brown, among others.

Lucjan T. Orlowski, Ph.D., is a professor of Economics and International Finance and chair of the Department of Economics and Finance. He teaches courses in managerial economics, financial markets and institutions, econometrics and forecasting. His research concentrates on international financial markets, monetary policy regimes and their impact on macroeconomic and financial stability.

Stephen Rubb, Ph.D., is an associate professor of Business Economics. He teaches courses in statistics, economics and strategic behavior within industries. His research interests include labor market issues related to education, earnings, migration and Social Security.

Eunsup Shim, Ph.D., is a professor of Accounting. He teaches MBA introductory and advanced level managerial accounting courses. He has published many articles on corporate governance, CEO compensation, corporate performance, strategic cost management and international accounting and reporting.

Jing'an Tang, Ph.D., is an assistant professor of Management. He teaches strategic management and international business courses. His research is focused on international strategy, foreign peer networks and foreign subsidiary performance.

David G. Taylor, Ph.D., is an assistant professor of Marketing and teaches courses in market research, internet marketing, services marketing and other areas. His research is focused on internet marketing, online word of mouth and consumer behavior. Before his academic career, he spent more than 10 years as a marketing practitioner.

Mary G. Trefry, Ph.D., is an associate professor of Management and the USA Liaison for Luxembourg programs. She has been a recipient of the university's teaching award and Discovery Award, and served previously as MBA director and as chair of the Management Department. She teaches courses in managing change, comparative management and leading and influencing with integrity. Her research interests include cross-cultural issues, organizational learning and change management.

Michael J. Zhang, D.B.A., is an associate professor of Management. He teaches courses in strategic management and contemporary issues in global management. His current research interests focus on the strategic impact of the interplay between information systems and organizational competencies.

LUXEMBOURG FACULTY

Me Guy Castegnaro, LL.M., University of Paris I, is an adjunct professor of Management. He teaches European Law. He is the author and co-author of various articles and books on employment law. He is the founder of CASTEGNARO, the first employment law niche firm in Luxembourg and founding member of the international alliance Ius Laboris, Global Human Resources Lawyers.

Pedro J. F. de Lima, Ph.D. (economics), University of Wisconsin, is an adjunct professor of Economics and Finance. He teaches Risk Management. He is currently economic advisor and head of the Development Economics Unit at the European Investment Bank, in charge of country risk assessment for non-EU countries, design of financial sector strategies and overseeing of the Bank's activities in the area of worker's remittances.

Tony de Luca, MBA, Harvard University, MSc (engineering), University of Bologna, is an adjunct professor of Management and Finance. As President of Warner International NV, he specializes in helping companies and their executives get the best out of each other to sustainably improve corporate performance. He is an Executive Fellow of The Conference Board of New York, and a Seminar Leader for European Case Clearing House.

“On behalf of visiting USA-based faculty and Luxembourg adjunct faculty, I encourage your consideration of the fulltime MBA with internship program. Sacred Heart University Luxembourg provides a dynamic learning environment in which you can explore both concepts and cutting-edge practices with outstanding and dedicated faculty members, while also learning from your fellow MBA colleagues and your internship experience. ”

**MARY TREFRY, PH.D., ASSOCIATE PROFESSOR
SACRED HEART UNIVERSITY**

Bernard Herman, MA (economics), Namur University, is an adjunct professor of Finance. He teaches Portfolio Management. He works as an independent consultant in corporate finance, risk management and restructuring of financial institutions. He is also a non-executive director on the board of a bank, several private equity and hedge funds as well as family offices.

Dr. Hakan Lucius, MBA, INSEAD, Ph.D. (engineering), University of Vienna, is an adjunct professor of Management. He is part of the integrated core team. He is currently working as the Head of Corporate Responsibility and Civil Society at the European Investment Bank. He has taught internationally since 2008 at masters and executive MBA programs in parallel to his professional career. He specializes on sustainability issues in finance, together with the challenges of cross-cultural management.

Marcus Müller, MBA, Melbourne Business School, Ph.D. (organizational psychology), University of the Sunshine Coast, is a full time faculty member of Management. He has worked in the finance industry for 16 years in the fields of strategy, mergers and acquisitions, as well as private equity. He coordinates the integrated core courses and teaches courses in leadership, organizational behaviour & design, negotiations, and management. His research interests include work motivation, performance, and health as well as the psychology of senior executives. He is the founder of ActSmart, the Academic Center for Senior Management Research and Training.

Hedda Pahlson-Moller, MBA, INSEAD, is an adjunct professor of Management. She teaches Entrepreneurship and is part of the integrated core team. She is the founder and owner of Omnisource International (OMSINT) a management & venture firm providing services of outsourcing/off shoring consulting and program management to seed capital and management for start-ups in technology-driven services.

Frederick Portal, MBA, Open University, is an adjunct professor of Management. He teaches Operational Excellence and is part of the integrated core team. He is a chartered engineer, a lean sensei and a Six Sigma black belt. He now works as an operations consultant to businesses where his three decades of experience applying lean principles help them towards business excellence in quality, delivery, cost and speed to market.

Christian Schaack, Ecole Polytechnique (ing.), Ph.D. (mathematics) Massachusetts Institute of Technology, is an adjunct professor of Finance. He teaches Mathematics for Finance Practitioners. He works as an independent management consultant. He is also a non-executive director for several banks, holding companies and investment funds, a.o., entities of banking groups Intesa Sanpaolo and TD Bank.

Dr. Thomas Schröder, Ph.D. (physics), Heidelberg University, Ph.D. (economics) Keele University, is an adjunct professor of Economics and Finance. He teaches Corporate Financial Management and Risk Management. He is author of several academic articles in theoretical particle physics, mathematical economics and finance. He is the Managerial Adviser in the Capital Markets Department at the European Investment Bank.

Lydia Schröder-Keitel, MA (business), Hamburg University, is an adjunct professor of Management. She teaches Professional Planning and works with students for individualized coaching. She is working as a freelance coach and consultant in Luxembourg and Hamburg, Germany. She has also recently published a self coaching book with Wiley-VCH.

Dr. Alfred Steinherr, Ph.D. (economics) Cornell University, Dr. h.c. University of Nancy, is a professor of Economics and Finance and the Academic Director of the Luxembourg campus of Sacred Heart University. Previously he served as the chief economist of the European Investment Bank and was the founding rector of the Free University of Bolzano. He teaches international finance courses.

Julian Troian, MSc, University of Udine, is an adjunct professor of Strategic Human Resource Management. He teaches Human Resources and Career Development. He now works as the HR Director for Etix Group. He has held senior HR roles in industrial multinationals, private equity owned companies, retail business and banking. He specializes in engagement programs, leadership development, strategic recruitment, personnel well-being, organization analysis and re-design.

For more information on the Luxembourg Faculty, please visit www.shu.lu.

About the John F. Welch College of Business

In addition to AACSB accreditation, earned by only 5% of business schools worldwide, the Princeton Review includes Sacred Heart University in its guides “Best 379 Colleges - 2015 Edition” and “Best 295 Business Schools - 2014 Edition”.

In January 2006, the University’s College of Business was named for the legendary former Chairman and CEO of the General Electric Company, John F. Welch. Identified throughout the world of business simply as “Jack,” he was associated with GE for an incredible 41 years. Fortune magazine has called him the Manager of the Century, and Business Week dubbed him “one of the greatest innovators of the past 75 years.”

Sacred Heart University began offering business education in 1965, just two years after its founding. The University boasts more than 7,000 alumni with undergraduate degrees in business and over 3,000 with graduate business degrees. At present, some 1,200 students are pursuing degrees in business – 280 of them on the graduate level.

The MBA program in Luxembourg was started in 1991. Since then, more than 425 business leaders have graduated from more than 30 different countries. The MBA is formally recognized by the Luxembourg Ministry of Higher Education and well respected by the business and finance community. Located in the Chamber of Commerce in Kirchberg, the heart of the financial sector and the European Institutions, Sacred Heart University benefits from a vibrant environment in a modern facility.

In addition to the MBA program, professional certificates can be earned in Global Investments, Corporate Finance, Risk Management, Leadership and Modern Business Management.

For Graduate Admissions information, please contact:

Sacred Heart University Luxembourg

(352) 22-76-13-1

mba@shu.lu



**Sacred Heart
UNIVERSITY**

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John F. Welch College of Business
Sacred Heart University Luxembourg
7, rue Alcide de Gasperi
c/o Chambre de Commerce
L-2981 Luxembourg
www.shu.lu & www.sacredheart.edu