International Business Management

SCHOOL OF MANAGEMENT MASTER'S DEGREE PROGRAM

HIGHLY PRACTICE-ORIENTED
Internationally operating companies are looking for people who are multilingual, culturally aware and solution-oriented, and combine broad generalist business knowledge with in-depth expertise in specific business functions. Graduates of our International Business Management program will meet all of these requirements, and are equipped with all the necessary skills and abilities to effectively design and implement solutions for complex challenges in a global business environment.

It’s a pleasure for us to introduce our Master of Arts program in International Business Management with this brochure. Our program is widely known for providing a combination of cutting-edge teaching and learning methods and a unique focus on practice, all offered at a location with a beautiful Alpine scenery at the crossroads of three major European cultures.

Take your chance to inform yourself about our curriculum, our challenge-based and teamwork-oriented learning approach, the modern study environment and the numerous career prospects for our alumni.

In our program, we combine the latest findings from management research and practical business expertise to offer both a comprehensive core curriculum in international management and the possibility to immerse yourself in two out of four fields of specialization – International Human Resource Management or International Supply Chain Management, and International Marketing and Sales Management or International Finance and Accounting. In addition, our students get the chance to further extend their competence profile through building strategic thinking, leadership and intercultural teamwork skills and acquiring a new foreign language.

We would like to emphasize that for us, learning means more than simply transmitting knowledge. We believe that learning can be a transformative experience which provides opportunities for opening new perspectives, building new friendships and personal growth. We strive to create an inspiring and engaging atmosphere, in which we all, the students, professors and experienced managers and experts who contribute their know-how as part-time lecturers, will learn from each other and grow together.

We welcome you to be part of this journey!

FH-Prof. Dr. Dietmar Sternad BSc MBA
Program Director, International Business Management

FH-Prof. Dr. Dietmar Brodel
Dean, School of Management

**Strong practice-orientation**

International Business Management is a highly practice-oriented master’s program that is entirely taught in English. Problem-based learning, real-life case studies, online simulations, consulting projects for international companies, team challenges or excursions provide opportunities to learn about international business in an interactive way, and to get in touch with companies in Austria and abroad.

**Internationally recognized high-class education**

CUAS professors, internationally experienced managers, experts and guest lecturers from different parts of the world ensure a highly interactive and engaging state-of-the-art management education that has been recognized with numerous awards (e.g. the Austrian State Prize for Teaching Excellence) and top positions in national and international rankings.

**Successful alumni**

The practical business knowledge, internationality, solution-oriented approach, intercultural and multilingual communication competence of our students are highly valued by employers both in Austria as well as around the world, as the impressive careers of our alumni in many different sectors (including, for example, consulting, banking, industry, retail, media, services, public administration, and research) prove.

A unique combination of generalist and specialist knowledge

Internationally active companies and organizations are very demanding when they recruit new employees. They usually look for people who are both generalists and specialists at the same time.

International Business Management offers both, a well-grounded general business education in an international context, and the opportunity to immerse yourself in two out of four fields of specialization – International Human Resource Management or International Supply Chain Management, and International Marketing and Sales Management or International Finance and Accounting.

**International networks and double degree programs**

With regular students coming from all over the world, International Business Management provides a perfect opportunity to create a global network. The wide network of international university partners enables our students to spend the fourth semester abroad, thus gaining additional contacts and unforgettable experiences. In addition, our students have the possibility to participate in a double degree program and receive master’s degrees from both CUAS (Austria) and one of our partner universities in Germany (TH Köln / Cologne University of Applied Science) or Italy (University of Udine).

**Learn a new foreign language**

The International Business Management program allows you to learn a new foreign language. As part of the curriculum, students can choose from German, Italian, Russian and Slovene language courses. In addition, the School of Management Language Center offers elective language courses in French and Spanish, for example. Together with a curriculum that is taught entirely in English and the location in a German-speaking country, studying at CUAS is a great opportunity to upgrade your language skills.

**Excellent conditions for studying**

Boutique-size classes, a modern infrastructure, lots of opportunities for teamwork, low drop-out rates, personal service of our administration and intensive interaction with our faculty – that’s what you can expect in an environment that is characterized by a passion for teaching and learning, high quality orientation, and a personal touch.

**A great place to study and live**

Embedded between lakes and mountains, the lively city of Villach is located in the very South of Austria, close to the borders to Italy and Slovenia. The location is ideal for city trips to Venice, Ljubljana and Salzburg, for swimming or hiking in summer, and for skiing and other winter sports activities in winter. It’s a unique opportunity to study an exceptional program in a region with an exceptional quality of life.
KEY LEARNING OUTCOMES

Graduates of the master’s degree program in International Business Management at Carinthia University of Applied Sciences are able to:

- effectively collaborate with others to responsibly manage complex business challenges in an expert or managerial role in an internationally active company,
- create and implement international business development strategies, business models, business plans and marketing strategies,
- take an active and leading role in achieving joint goals in a team together with other people from a variety of different cultural backgrounds,
- effectively communicate with others about international business-related issues,
- apply extended foreign language skills (in at least one foreign language besides English),
- understand the specifics of doing business in Central Eastern and South Eastern Europe,
- recognize the opportunities and limitations that digital technologies offer as a support tool for managers in internationally active companies,
- consider ethical issues as well as potential societal and environmental impacts when making business decisions,
- analyze financial and non-financial data as well as institutional, legal and economic framework conditions as a basis for making and implementing international management-related decisions,
- use methods and tools for effective problem-solving in selected functional specialization areas in the management of internationally active companies (International Human Resource Management or International Supply Chain Management, and International Marketing and Sales Management or International Finance and Accounting).

INTERNATIONAL BUSINESS MANAGEMENT AT A GLANCE

<table>
<thead>
<tr>
<th>Title &amp; academic degree</th>
<th>Master’s degree program in International Business Management, Master of Arts in Business (M.A.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Language of instruction</td>
<td>English</td>
</tr>
<tr>
<td>Duration of study</td>
<td>4 semesters</td>
</tr>
<tr>
<td>ECTS credits</td>
<td>120 ECTS</td>
</tr>
<tr>
<td>Location</td>
<td>Villach, Austria</td>
</tr>
<tr>
<td>Recognition</td>
<td>Officially recognized Master program according to the Austrian Universities of Applied Sciences Law (FHStG 1993 as amended). Alumni of the program have the right to be admitted to doctoral studies in social and economic sciences according to the Act of the Austrian Federal Minister for Science and Research (BGBl. II Nr. 253/2008).</td>
</tr>
<tr>
<td>Organizational form</td>
<td>Full-time, work-friendly Monday, Wednesday, Thursday after 4 p.m., Friday after 1:30 p.m. and occasionally on Saturdays In addition: 5 full attendance days per semester</td>
</tr>
<tr>
<td>Academic year</td>
<td>Autumn semester: mid September-January Spring semester: end of February-June</td>
</tr>
<tr>
<td>Structure of the program</td>
<td>Semesters 1-3: core curriculum, practical business laboratories, electives, language immersion program Semester 4: master thesis, master exam, Sustainable Global Management Practice module</td>
</tr>
<tr>
<td>Specialization options</td>
<td>Students can choose two out of four fields of specialization: Semester 2: • International Human Resource Management or • International Supply Chain Management Semester 3: • International Marketing and Sales Management or • International Finance and Accounting</td>
</tr>
<tr>
<td>Application</td>
<td>Apply online at <a href="http://www.fh-kaernten.at/ibm">www.fh-kaernten.at/ibm</a> Please consider the deadlines and additional requirements for non-EU applicants</td>
</tr>
<tr>
<td>Admission requirement</td>
<td>Business- or management-related Bachelor’s degree or equivalent</td>
</tr>
<tr>
<td>Selection process</td>
<td>Formal application, academic &amp; career background, grade point average of Bachelor’s degree, personal interview (on-site or via video-conference)</td>
</tr>
<tr>
<td>Study places per year</td>
<td>30</td>
</tr>
<tr>
<td>Tuition</td>
<td>Tuition fees EUR 363.36 per semester plus membership fee for the Austrian Student Union (Österreichische Hochschülerschaft) currently EUR 20.20 per semester</td>
</tr>
<tr>
<td>Internationality</td>
<td>Possibility to gain additional international experience by: • spending the fourth semester abroad at one of our partner universities around the world; • taking an optional internship abroad during the fourth semester, or • participating in an international double degree program</td>
</tr>
<tr>
<td>Website for further information</td>
<td><a href="http://www.fh-kaernten.at/ibm">www.fh-kaernten.at/ibm</a></td>
</tr>
</tbody>
</table>

WHAT OUR STUDENTS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

“At CUAS, the IBM study program is not just a regular study program, it helps you to start thinking and seeing more globally. It is a privilege to learn from the professors and guest lecturers who are inspiring and always equipped with their interesting experiences from their own lives. The program has helped me to build the skills, understanding, insights and hands-on business know-how to navigate in the international business field.”

Eva Kobin, Estonia
THE INTERNATIONAL BUSINESS MANAGEMENT CURRICULUM IN DETAIL

The aim of the curriculum of the International Business Management master’s degree is to prepare students for an expert or managerial role in an internationally active company and equip them with the necessary skills to contribute to the creation of sustainable international businesses.

With its flexible specialization structure, International Business Management allows students to gain both, a well-grounded general business education in an international context, and the opportunity to immerse themselves in two out of four fields of specialization – International Human Resource Management or International Supply Chain Management, and International Marketing and Sales Management or International Finance and Accounting.

“Studying International Business Management provides three major benefits. First, the classes are structured to be small and interactive. This allows for a close relationship with the professors and encourages input from all the students in the class. Second, the diversity of the student base is phenomenal, which introduces so many new perspectives that I was never exposed to in my bachelor’s studies in the United States. Third, the experience and passion of the professors proves the program’s excellence.”

Matt Coss, USA

WHAT OUR STUDENTS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

There are five types of modules in the curriculum (in addition to the master thesis and master exam):

- **Core curriculum**: covers the knowledge and skills that all students are expected to learn in order to prepare themselves for an expert or managerial role in an internationally active company.

- **Practical business laboratories**: allow students to take part in real-life business projects in which student teams will be coached by lecturers with relevant managerial experience.

- **Electives**: provide students with the possibility to get more in-depth knowledge in selected functional areas of international management. In semester 2, students can choose between International Human Resource Management and International Supply Chain Management, and in semester 3 between International Marketing and Sales Management and International Finance and Accounting.

- **Personal development program**: this module in semester 1 is designed to support students in developing key competencies for succeeding in a managerial role in an international business context.

- **Language immersion courses**: Students can choose one foreign language in which they upgrade their language skills in three intensive language courses during semesters 1-3 (3 out of the following 4 languages are offered depending on the number of students who enroll for the language courses: German as a foreign language, Russian, Italian, Slovene).

To get a detailed description of all modules of the curriculum, please visit [www.fh-kaernten.at/ibm](http://www.fh-kaernten.at/ibm).
PRACTICE ORIENTATION

As a University of Applied Sciences, we are highly concerned with the practical relevance of our programs. Therefore, the International Business Management curriculum is strongly oriented toward introducing students to approaches and strategies for dealing with real-life challenges in the international business world.

Real-life case studies, online simulations, problem-based learning, consulting projects for international companies, team challenges, or excursions provide ample opportunities to learn about international business in an engaging and interactive way.

We are also aware of the growing demand for people who are able to effectively work together with others in intercultural teams. Hence, we put a special emphasis on providing our students with possibilities to acquire and extend teamwork skills during team assignments, team presentations and team projects.

EXPECT ENGAGING ACTIVITIES DURING THE CURRICULUM

- Short excursions (1-3 days) to leading internationally active firms in Austria and other European countries.
- Real-life consulting projects in which student teams develop internationalization strategies for companies.
- Gaining additional experience through working on international business cases.
- A unique combination of state-of-the-art scientific knowledge and practical approaches to solving international business challenges.
- Engaging team challenges and business simulations.

WHAT OUR STUDENTS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

“It is a very practically oriented study program which allows us to discuss everything in the classes. We are going through numerous practical business cases and many excursions are organized. I am also able to improve my intercultural communication skills due to being a student in a class with 17 different nationalities. Moreover, this university creates a great study environment with amazing and qualified professors who have a passion for teaching and sharing their own practical and theoretical knowledge.”

Dominika Kovácsová, Slovakia

“...the program director and the management team are concerned with every detail of our learning experience, bringing top-level teachers, who have years of experience in business and are concerned about how knowledge is passed on to their students. In the boutique classes, we can create an eye-level relationship with the teaching team. In addition, learning is done in a practical way, including cases and contacts with companies, so that we can learn about the day-to-day work of an international manager in a real way.”

Luana Fabre de Almeida, Brazil
INTERNATIONALITY

In addition to experiencing a very international program in Austria – both regarding course contents and the mix of students from all parts of the world – we offer our students different possibilities to gain additional international experiences abroad.

Carinthia University of Applied Sciences has a wide network of international university partners. The fourth semester of the International Business Management master’s program can optionally be taken abroad at one of our more than 60 partner universities around the globe. Many of CUAS’ partner universities also offer summer schools in a range of diverse subjects.

Find out more about the numerous possibilities to study abroad on our website: www.fh-kaernten.at/en/international/partner-institutions

Some of our students also want to further develop their intercultural skills and gain valuable experience through working abroad. The schedule of the curriculum allows our students to complete an optional internship abroad during the fourth semester.

WHAT OUR STUDENTS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

“What really makes the program unique from a social point of view are the students. Students from all over the world are part of the IBM program and this not only gives you the opportunity to build up new friendships but also to learn about other nations, cultures and values. The quality, the practical orientation, the students, CUAS itself and, of course, the city of Villach – all of this together makes this program unique and amazing.”

Jeff Betzen, Luxembourg

OppoRTUNITY TO PARTICIPATE IN A DOUBLE DEGREE PROGRAM

To gain additional international experience, students have the opportunity to participate in one of our two double degree programs.

Selected students can spend their second semester in Germany and take part in the double degree program with the International Business master’s program at TH Köln / Cologne University of Applied Sciences.

As a second option, selected students can spend their third semester in Italy and participate in the double degree program with the International Marketing, Management and Organization program at the University of Udine.

3 GOOD REASONS TO PARTICIPATE IN A DOUBLE DEGREE PROGRAM

1. Receive master’s degrees from two renowned institutions from Austria and either Germany or Italy within two years
2. Gain international experience, build your network and develop yourself
3. Enjoy a unique combination of study locations

To get more information about our double degree programs, please visit www.fh-kaernten.at/ibm.

WHAT OUR STUDENTS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

“The International Business Management Master’s program allows you to develop new theoretical and practical skills, challenge yourself with classmates from all over the world, and engage with highly qualified professors. A key quality of this master's program is the possibility to participate in a double degree program: an excellent opportunity to put you to the test, spend a semester abroad and enrich your curriculum vitae. If your goal is to specialize in business management with an international perspective, this master is for you!”

Michela Bearzi, Italy

FACT

International Business Management has alumni representing more than 35 different nationalities from 4 continents.*
VOICEs FROM THE INTERNATIONAL BUSINESS MANAGEMENT COMMUNITY

"Why I loved studying International Business Management is a question that can easily be answered: The program does not only offer a wide range of highly relevant courses on international business topics providing the right know-how for an international career. It also helped me to develop personally by working on and leading various real-life projects for international companies. Many of the lecturers are teaching part-time and working full-time in well-known businesses worldwide — an aspect that makes the program unique."

Corina Schmiedt, MA
International Business Management Alumna
Business Development and International Sales, on point medicals GmbH, Klagenfurt

"The structure of the program — a combination of theoretical knowledge and practical implementation — promotes creativity, teamwork and diversity. 24-hour challenges, modern business case studies and real projects with local and international companies added further value to the program. Currently I am able to apply all competencies acquired during my studies as I am now working in a team with 17 diverse nationalities. Being part of the International Business Management family was definitely a unique experience."

Nikoleta Gurra, MA
International Business Management Alumna
Investment Specialist, Illiquid Products, Nordea Asset Management, Luxembourg

"The curriculum, the teaching staff, as well as the composition of our cohort — all of them were amazingly diverse but still well balanced. Directly after graduating from the program, I got a new task as the Assistant to the CEO of the Rosenbauer Group, a world-leading Austrian exporter of firefighting trucks and equipment. Being involved in senior management decisions day in and out still seems a bit unreal to me. However, my time at CUAS gave me just the right fundament for further pursuing my goals within this great international company."

Manuel Beisser, MA
International Business Management Alumnus
Assistant to the Chief Executive Officer, Rosenbauer International AG, Linz

"One thing I valued most while studying International Business Management was the bonus benefit of gaining intercultural competence on the fly — a crucial skill set in today’s global workplace. With students from all over the world, all joint projects are delivered in a truly international team, where you have to handle different values, manners and habits."

Romana Mrkalj, MA
International Business Management Alumna
Senior Consultant in the Field of Supply Chain & Operations at Ernst & Young Management Consulting GmbH, Vienna

"The International Business Management program is a perfect opportunity for students to enrich and advance their professional career. The core areas provide participants with the necessary tools and knowledge to make both strategic and management decisions and enable effective communication within the company. Furthermore, the master program has a perfect structure to combine both studies and professional work. In addition, the intercultural mixture of participants helps to build a lifelong network from a wide range of cultural and professional backgrounds."

Dipl.-Ing. Silke Sorger
Vice President Procurement, Infineon Technologies AG

WHAT PARTNERS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

"The cooperation with the students in our market research project was characterized by a surprising level of professionalism. At the final presentation, we had the impression we were facing an established agency rather than a group of students. A successful demonstration of the practically relevant education at Carinthia University of Applied Sciences."

Christoph Kutterer, M.Sc. (London Business School)
CEO HASSLACHER GROUP

"The master’s degree program in International Business Management has a strong practical orientation which is very important for potential employers. Together with a modern international management approach in teaching this master’s program prepares students best for a career in the field of International Business Management."

MMag. Dr. Meinrad Höfferer
Deputy Director, Wirtschaftskammer Kärnten (Carinthian Economic Chamber)

"Meeting the International Business Management students is always an exceptional experience. As a guest lecturer, I get the opportunity to meet students from various parts of the globe, each with a different set of educational and professional background, each with a unique personal story, and finally all with the same enthusiasm and endless drive for learning, discovering, connecting, and building the future beyond the average — something I admire most! With the specifics of the program — highly practice-oriented, entirely taught in English, boutique-sized classes and a real business and personal touch approach — it’s not only highly efficient, but in my view also super exciting and fun. A perfect combination to learn the most!"

Saša Praprotnik
Chief of Staff, Office of the Senior Vice President, Customer Experience, EMEA North at SAP AG
CAREER AND JOB OPPORTUNITIES

Due to the holistic and comprehensive nature of the International Business Management program, it opens a range of different career opportunities.

In addition to having a profound international business education, our alumni combine intercultural and communication skills, strategic and analytic thinking capabilities, an entrepreneurial approach and the ability to effectively solve complex business problems in collaboration with others – competences that are widely sought by employers in different professional fields – in multinational companies, SMEs and entrepreneurial start-ups as well as in international institutions.

Typical job profiles and responsibilities of International Business Management graduates include, for example:

• Planning and implementing international projects
• International marketing and brand management
• Export management
• Consulting and international business development
• International supply chain management & strategic procurement
• Human resource management in an international context
• Financial management & international controlling
• Management trainee & top management assistance
• Key account management in an international environment
• Product management
• Entrepreneur in an international new venture

APPLICATION PROCESS & ADMISSION PROCEDURE

A business- or management-related 180 ECTS Bachelor’s degree or the completion of an equivalent degree program at a recognized tertiary institution (with at least 15 ECTS in subjects related to business administration, 30 ECTS in accounting and finance-related subjects and 5 ECTS in economics) is a general prerequisite for being able to apply for a place in the International Business Management master’s degree program at the Carinthia University of Applied Sciences.

The application process consists of three phases:

1. Applicants submit a formal application on the CUAS website. Only complete applications including all required documents will be considered.

2. Applicants fulfilling all the required admission criteria will be invited to a personal interview (either on-site or via videoconference).

3. After an evaluation of the application documents and interview results, the applicants will be notified whether they are accepted into the program.

The following documents are needed to apply:

• Application form: completed and signed, including a color photo
• Curriculum vitae
• Letter of motivation
• Certified copy of the secondary (school leaving certificate) and tertiary (Bachelor's degree or equivalent) qualifications
• Certified copy of the transcript of academic records for all university courses taken
• Copy of all relevant additional qualifications
• Copy of results of an English language proficiency test (TOEFL, IELTS or equivalent)
• Summary of the Bachelor thesis (if already available)
• Two letters of recommendation
• Copy of a valid passport

Please also consider the special regulations for the translation and legalization of documents for international/non-EU applicants.

WHAT OUR STUDENTS SAY ABOUT INTERNATIONAL BUSINESS MANAGEMENT

“My favorite part of the degree was sharing so many insights and experiences with classmates and teachers, having open talks about different topics, and learning a new language. Trips, excursions and get-togethers were not missing. I’m confident we all developed a set of skills that will lead us to have successful professional lives. All the best to those who are about to choose this journey!”

Chris Annette Pineda Aguirre, Mexico
MORE ABOUT THE CARINTHIA UNIVERSITY OF APPLIED SCIENCES

FACTS ABOUT CARINTHIA UNIVERSITY OF APPLIED SCIENCES
- Founded in 1995
- Around 2,500 students
- 5 locations: Villach (location of the CUAS School of Management), Klagenfurt (2 locations), Feldkirchen, Spittal an der Drau
- 4 faculties: Engineering & IT, Civil Engineering & Architecture, Health Sciences & Social Work, School of Management
- 39 Bachelor and Master degree programs
- 140 international partner universities

ACCOMMODATION
There is a modern, well-equipped student dorm near the CUAS campus in Villach. Many students also rent private apartments or rooms during their studies. The CUAS Info Center supports international students in organizing accommodation if they send an e-mail at least two months before their arrival to info@fh-kaernten.at.

Get more information about the student dorm: https://www.stuwo.at/en/dormitories/villach/

SPORTS AT CUAS
FH Kärnten Sport (CUAS Sports) is a platform for sporty students, staff and graduates who engage in sports activities together, ranging from recreational to competitive sports. Special offers for students include, for example, running, triathlon, cycling, climbing, football, beach volleyball, and fitness activities like Yoga, Qi Gong or Aikido.

ABOUT AUSTRIA

Austria offers a rich cultural heritage, a unique traditional cuisine and a large variety of beautiful landscapes: quiet forests, stunning mountainous areas and crystal-clear lakes, all embedded in a picturesque scenery. Nature lovers and sports enthusiasts will find a large number of activities on offer, both in winter and in summer: downhill and cross-country skiing, snowboarding, hiking, kayaking and mountain biking are just a few examples of your possibilities in Carinthia, the southernmost Austria state.

Carinthia is also the perfect place to start your career. Numerous international companies, for example Infineon Technologies Austria AG, LAM Research AG or Intel Austria GmbH, are based in Villach and provide opportunities to complete internships and start impressive career paths. Moreover, fast growing start-ups, for instance Bitmovin GmbH in Klagenfurt, are looking for students with a practice-oriented management education and a hands-on approach.

ABOUT VILLACH

The lively city of Villach is located in the very South of Austria, just a few minutes by car from the borders to Italy and Slovenia. The location is perfect to discover the heart of Europe. Making short city trips to Venice, Ljubljana, Graz or Salzburg, spending one day on top of the mountains and the next on the Mediterranean beaches of Grado or Lignano – it’s all possible within a short distance.

Around Villach, there are numerous lakes as well as spas to relax and unwind. The Wörthersee (Lake Wörth), Faaker See (Lake Faak) and Ossiacher See (Lake Ossiach) are well-known holiday destinations that attract tourists from around the world. Just five minutes by bike from CUAS, the Silbersee recreation area is a popular meeting place where students enjoy some time together, play volleyball, or just relax.

To get more information about Villach, please visit www.visitvillach.at or download the student guide from our website www.fh-kaernten.at/en/international/incoming-exchange-students.
CARINTHIA UNIVERSITY OF APPLIED SCIENCES
SCHOOL OF MANAGEMENT
INTERNATIONAL BUSINESS MANAGEMENT

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