



EBS Master of Science Specialization in Family Business & Entrepreneurship (starting in 2007)

European Business School (EBS)

Sabine B. Klein
Chair of Strategy and Family Business



- 1 EBS – European Business School
- 2 EFBC – European Family Business Center
- 3 EBS Master of Science
Specialization in Family Business & Entrepreneurship

Who we are



**Prof. Dr. Dr. h.c. mult. Hans Tietmeyer ,
former President of the European Central Bank**

President of the European Business School

“As the oldest state-accredited private university of business administration in Germany, ebs takes great pride in more than thirty years of tradition while also living up to its claim to educate managers for the markets of tomorrow by placing a major emphasis on innovation in the areas of research and teaching.”



**Dr. Dr. h.c. Ulrich Brixner
Chairman of the Board, DZ Bank AG**

**Chairman of the Board of Trustees of the Foundation
for the Advancement of the European Business School**

“If there is such a thing as ideal conditions of study, then ebs must be very close. A wide range of courses, international atmosphere and close links to practice are some of the features which make ebs stand out.

If I had to start over again, I would apply to EBS.”

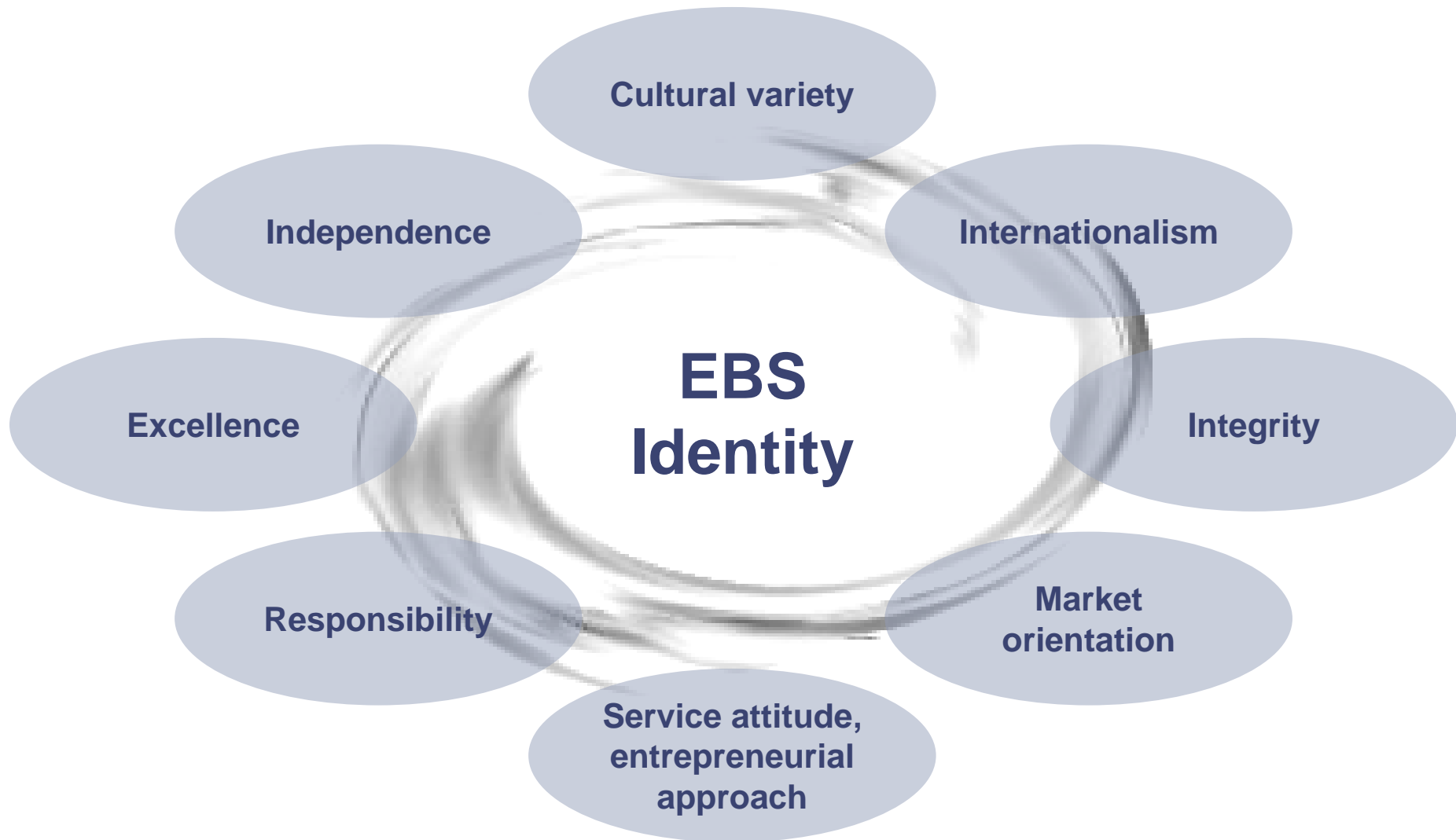
What are EBS strengths



EBS management concept™ Top 3 in all relevant rankings	✓
Five academic lighthouses	✓
Approximately 20 academic institutes	✓
Intellectual excellence of 44 full professors	✓
88 visiting professors	✓
Student-faculty ratio of 1:20, approximately 850 students	✓
Roughly 350 doctoral candidates in advanced programs	✓
Research ranked in top 5	✓
Modern approach to faculty hiring with doctorates and “accumulated <i>habilitation</i> ”	✓
160 corporate partners, including many from Germany’s blue-chip DAX Index	✓
Executive MBA programmes	✓
500 corporate leaders annually in continuing education programs	✓

First German university to convert completely to Bachelor’s and Master’s degree programs	✓
8 business languages taught by 24 trainers	✓
140 partner universities around the world, with partners on every continent	✓
Dual degree option with renowned partner universities	✓
Elective course of business law available at New York University, a top-three US law school	✓
2 campuses: Schloss Reichartshausen (Oestrich-Winkel) and Rheingau Palais (Wiesbaden)	✓
Business ethics institute, corporate citizenship projects	✓
Personal development and general studies	✓

What is our identity?



Who is part of our world-wide network?

Academic network:

Selected joint degree partners:

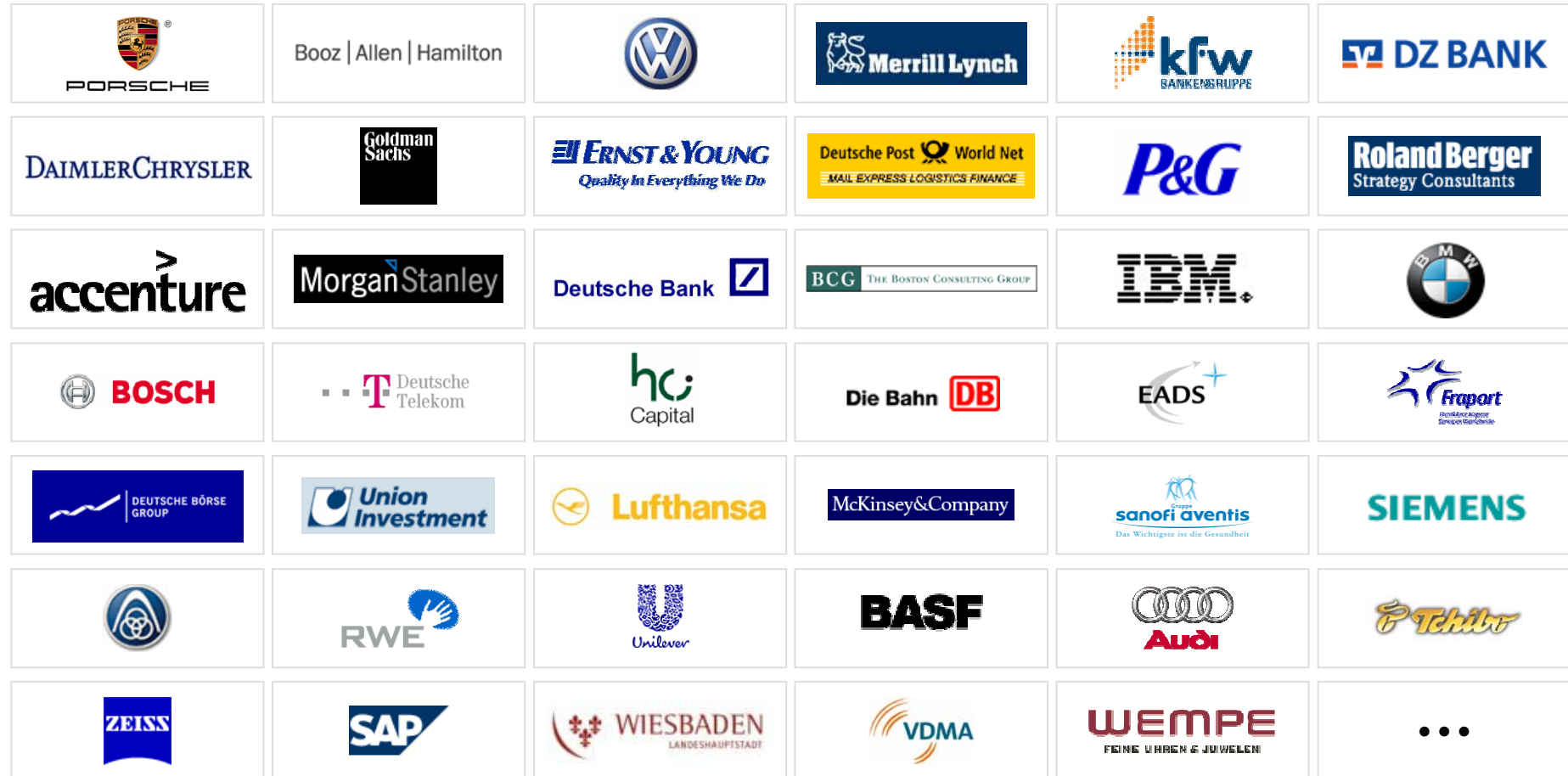
- University of Pittsburgh, Joseph M. Katz Graduate School of Business
- Georgia State University, Robinson College of Business
- Bond University, Schools of Business, Law & Information Technology, Gold Coast, Australia
- Escuela de Administración de Empresas (EAE), Barcelona
- Audencia Nantes, École de Management
- EDHEC Business School Nice & Lille
- Toulouse Business School
- Euromed Marseille
- Ecole de Management Grenoble
- Universidad Adolfo Ibanez (UAI), Chile
- Tongji University in China (from 2007)
- Academy of National Economy Russia (as of 2007)

Selected partner universities:

- Université Libre de Bruxelles (ULB), École de Commerce Solvay, Brussels
- Copenhagen Business School (CBS), Copenhagen
- Université de Lausanne, École des Hautes Études Commerciales (HEC), Lausanne
- Moscow State University, Graduate School of Business, Moscow
- University of Bath, Bath, United Kingdom
- Indian Institute of Management Ahmedabad (IIMA), Ahmedabad
- École des Hautes Etudes Commerciales, HEC Montréal, Montréal, Québec
- Korea University, Korea University Business School, Seoul
- Universidad Panamericana (UP), Mexico D.F. & Guadalajara
- University of Stellenbosch Business School (USB), Bellville
- Chulalongkorn University, Faculty of Commerce and Accounting, Bangkok
- Nagoya University of Commerce & Business, Nagoya

Who supports our work?

Nearly 160 companies of all sizes support the development of EBS.



How do we measure up?



Recent university rankings consistently place EBS near the top of the list.

	Rank: 3 – Overall ranking, No. 1 private university	April 2007
	Rank: 1 – Overall ranking of German business universities	April 2007
	Rank: 4 – Comparison of private business universities	March 2006
	Rank: 6 – Overall ranking	March 2006
	Rank: 2 – Overall ranking in time to degree (Based on: <i>Diploma</i>)	October 2005
	Rank: 3 – Overall ranking	May 2005
	Rank: 3 – Overall ranking	April 2005
	Rank: 4 – Overall ranking , No. 1 private university	March 2005
	Rank: 4 – Overall ranking , No. 1 private university	March 2005



1 EBS – European Business School

2 EFBC – European Family Business Center

3 EBS Master of Science
Specialization in Family Business & Entrepreneurship

EFBC team



Prof. Dr. Sabine Klein
Chair of Strategy and FB
Head of Department



Prof. Dr. Peter Jaskiewicz
Assistant Professor



Dipl.-Kfm. Fabian Bernhard, MBA
Research Assistant



B. Com. Niki Kux-Kardos
Project Assistant



Dipl.-Kffr. Angela Daberkow
Research Assistant



Nicole Barth
Office Management

Welcome to the European Family Business Center!





Advisory Board:

- Professor Joseph H. Astrachan, Wachovia Eminent Scholar Chair for Family Business, Kennesaw State University, USA
- Ilona Gräfin Krockow, Sal. Oppenheim jr. & Cie, Cologne
- Hubertus Rau, Walter Rau Lebensmittelwerke, Hilter
- Peter Prinz zur Sayn-Wittgenstein, Chairman of the Board Villeroy & Boch AG, Mettlach

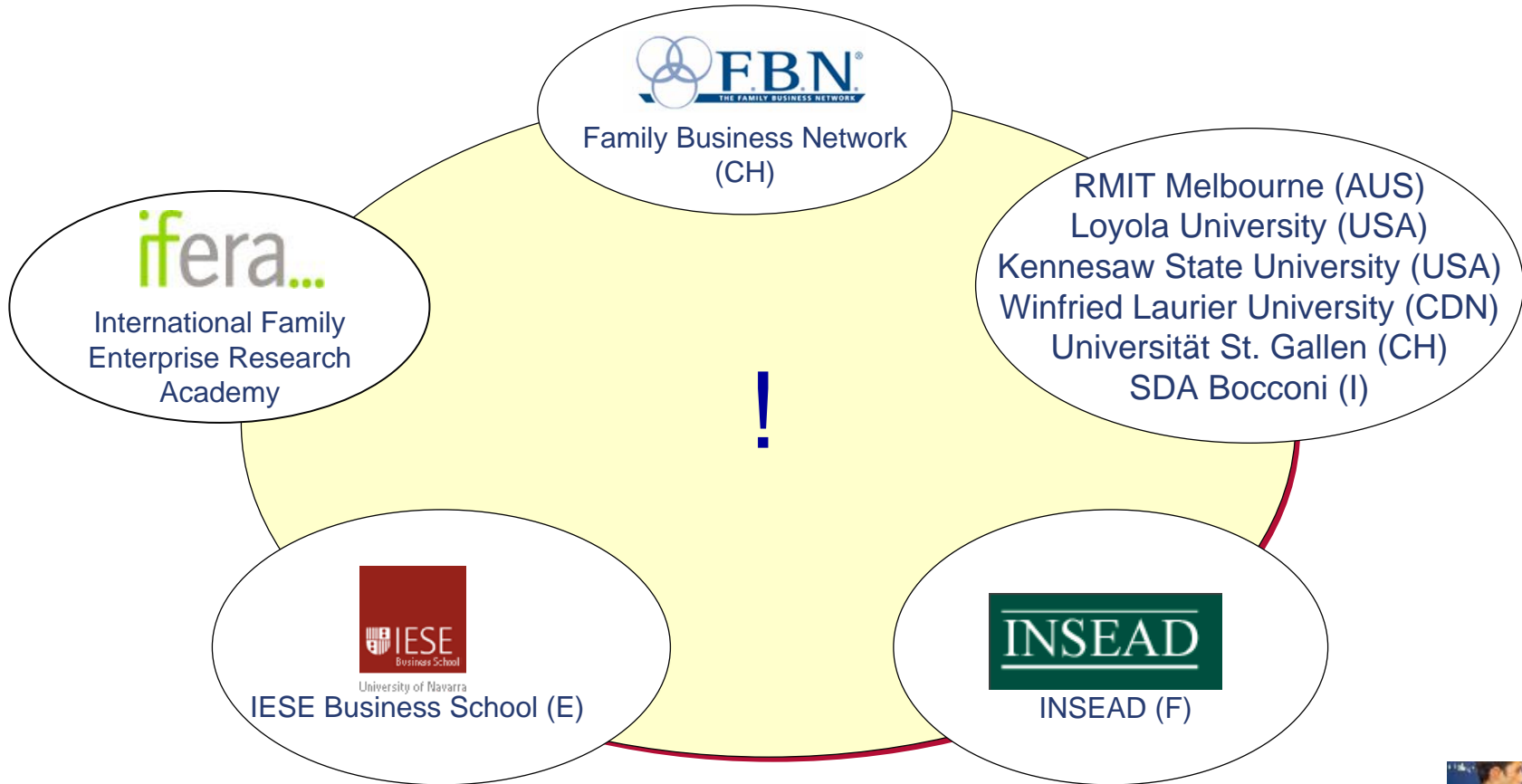
Sponsors: *Sal. Oppenheim* EQUA-Stiftung **ERFURT.** *intherma*® **Peek.Cloppenburg**

- Sal. Oppenheim jr. & Cie, KGaA Cologne
- Equa-Stiftung, Herrsching a.A.
- ControlWare GmbH, Dietzenbach
- Erfurt & Sohn KG, Wuppertal
- intherma GmbH & Co. KG, Kronberg
- Peek & Cloppenburg KG, Düsseldorf

International cooperation



We work together with researchers from the following institutions:





Student figures

- 2006: about 100 in “Diplom“
- 2007: about 130 in “Diplom“ and „Bachelor“
- from 2008: Master of Science in “Family Business & Entrepreneurship”

Testimonials

- *“The course was very interesting because everything started the very basic. Good build-up of foundation”*
- *“A lot of case studies and practical exercises”*
- *“I liked the engagement from the professors.”*
- *“(+) Intercultural environment”*

(Anonymous student feedback on family businesses courses at EBS in 2007)



- 1 EBS – European Business School
- 2 EFBC – European Family Business Center
- 3 EBS Master of Science (MSc.)
Specialization in Family Business & Entrepreneurship



■ Team

Prof. **Sabine Klein**

Chair of Strategy
and Family
Business, EBS



“Participants benefit from our great network to international top universities and major family businesses.”

Prof. **Peter Jaskiewicz**

Assistant Prof. at the
European Family
Business Center, EBS



“The EBS MsC in Family Business & Entrepreneurship is a dynamic, interactive top program”

Prof. **Heinz Klandt**

Chair of
Entrepreneurship,
EBS



“The program is excellent and shows students how to start and lead their own businesses.”

Prof. **Sanjay Goel**

Prof. of Entrepreneur-
ship, University of
Minnesota



“This Master teaches hard and soft skills which are crucial for a successful career.”

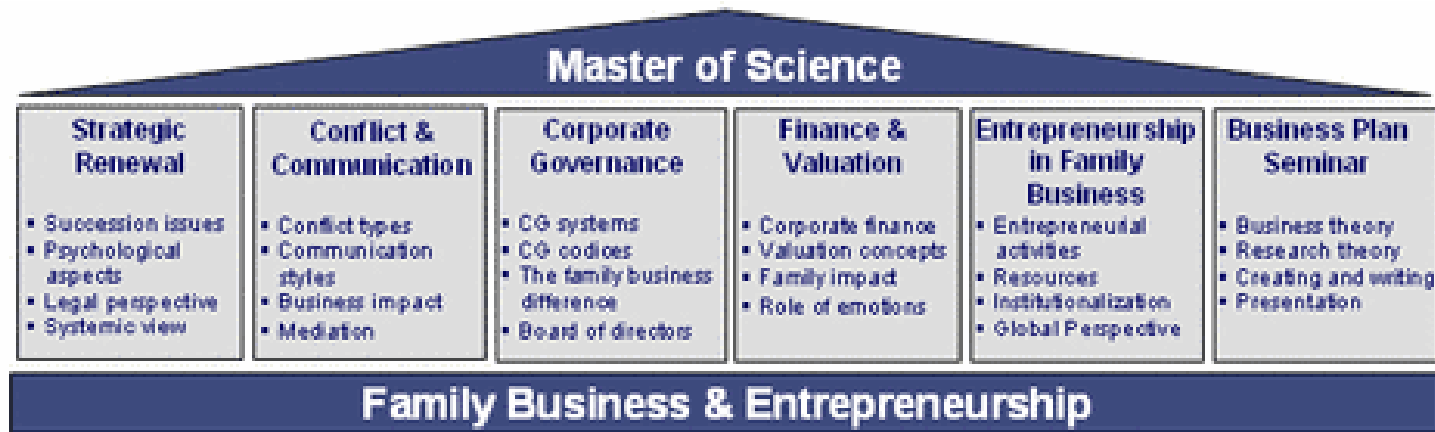


Objectives of the program:

- Learn the family business system and its unique components
- Understand how succession can be successfully accomplished through family business management
- Apply conflict management techniques to constructively cope with conflict
- Learn the most: Understand entrepreneurship in the family business context
- Understand effective corporate governance structures for family businesses
- Manage both financial and emotional aspects apparent in business families
- Recognise and understand finance and valuation issues specific to family firms



Course Overview (Total: 13 ECTS Credits)



- Lecture 1: Strategic Renewal – The Challenge of Succession in Family Business (1,5 ECTS) – S. Klein
- Lecture 2: Conflict and Communication in Family Business (1,5 ECTS) – S. Klein
- Lecture 3: Corporate Governance in Family Business (1,5 ECTS) – P. Jaskiewicz
- Lecture 4: Finance and Valuation in Family Business (1,5 ECTS) – P. Jaskiewicz
- Lecture 5: Entrepreneurship in the Family Business Context (3 ECTS) – S. Goel
- Seminar: Business Plan Seminar (4 ECTS) – H. Klandt



Our Case Studies taught in the program:

Bertelsmann AG – The Fight for Power and Control of the Family Business

Grohe AG – How Private Equity Firms Squeeze Profits - Discussion of (Un)Ethical Conduct

Moeller Group GmbH & Co. KG – A Family Tradition of Entrepreneurship (in collaboration with Prof. L. v.d. Heyden, INSEAD)

Walter Rau Lebensmittel Werke GmbH & Co. KG – Strategic Renewal through Succession

Wella AG – The P&G Takeover: Ownership Conflicts in a Publicly Listed Family Firm

Contact us!



EBS Master of Science Specialization in Family Business & Entrepreneurship

Are you interested in joining this great experience ?

Prof. Dr. Sabine Klein, Academic Director

European Family Business Center
EUROPEAN BUSINESS SCHOOL Campus Wiesbaden
International University Schloss Reichartshausen
Söhnleinstrasse 8 D
65201 Wiesbaden, Germany

Phone +49 (0) 611 360 18 700

Fax +49 (0) 611 360 18 702

Email sabine.klein@ebs.edu

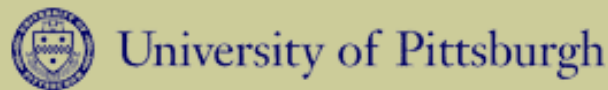
Web <http://www.ebs.edu>

Partner universities for student exchange



Richard Ivey School of Business
The University of Western Ontario

IVEY



.....what about you?