

Flexibility:

According to their interests, students can choose from a range of subjects in the second semester and define the topic of their research project and their Master's thesis.

Uniqueness:

SEPT is the only MBA Program worldwide which has specialized on the promotion of SMEs.

SEPnet:

SEPnet, our international network of Alumni, brings together scholars and practitioners of several countries and professional backgrounds, all related to SME promotion and SME management.

Career Support:

Job application training and assistance are embedded in an individual career planning. Participants join cooperation projects with enterprises and economic promotion institutions, which represent an important source of contacts for future professional development.

Networking:

Due to its international orientation, SEPT offers its participants the opportunity to build networks around the globe.

Program's Unique Features

MBA

SEPT's main commitment is the MBA Program in SME Development, which is the only MBA program worldwide that focuses on the promotion and development of SMEs. The main issues addressed by **SEPT's** MBA are the identification of growth and innovation potential inside SME's, as well as the development of innovative concepts for promoting them and generating positive multiplier effects on their business environments. Our program is based on the lessons and teachings coming from the promotion and development of the successful German "Mittelstand" (as SMEs are labelled in Germany). This MBA enables participants to work as multipliers in decision-making positions and to provide support to SMEs as well as innovative entrepreneurs. This is made possible by **SEPT's** unique features.

Thanks to the close relationship of **SEPT** with many SMEs worldwide, study materials represent real cases of SMEs. This is supported by the fact that our Faculty consists of a combination of resident and visiting lecturers. Many of them are also consultants in their areas of expertise.

The **SEPT** MBA is divided into two terms of formal tuition and training at the University, the option of an internship at relevant institutions in Germany or Europe and a research project in (preferably) the participant's home country, followed by a finishing term at the University for the thesis preparation and its respective colloquium and follow-up talks. The research term gives participants the opportunity to conduct their self-designed field study.



TRAINING

Benefiting from years of experience and expertise in the different areas of SME promotion and development, the international **SEPT** Program has developed a series of short-term trainings and diploma courses in the most crucial topics for SMEs. They include courses like entrepreneurship promotion, market driven innovation or internationalization strategies.

All **SEPT** training courses are available in English, Spanish and German, (according to the audience's necessities). In doing this **SEPT** is attending to the growing international demand for high-quality professional training of entrepreneurs, consultants, and staff of economic promotion institutions across the globe.

PhD

The **SEPT** program offers graduates from all over the world the opportunity of a further doctoral study. The topics of the research project must be related to the development and promotion of SMEs and their business environments. They range from low level informal activities to dynamic businesses with growth potential.

RESEARCH

Our research focus deals particularly with the questions of growth and innovation potential of SMEs. Main Research areas are **I** International Entrepreneurship and other factors that determine export success **II** Development of technology-oriented supplier industries as well as high-tech industries and services supporting them in developing countries **III** Entrepreneurship promotion and regional economic development **IV** Linking the poor to the market.

Research activities are conducted by an interdisciplinary team of scientists, PhD and MBA students with backgrounds in economics, social and natural sciences. **SEPT** accounts for a large number of research collaborations with Universities in other European countries as well as in Asia, Africa and Latin America.

CONSULTANCY

SEPT offers specific services to institutions concerned with both development cooperation and foreign trade promotion in Germany, as well as enterprise promotion agencies in developing and transformation countries:

- I** Analyzing and monitoring programs of SME promotion
- II** Design, implementation and analysis of innovation and entrepreneurship promotion programs.
- III** Advisory and training programs for strategy development and implementation in SMEs
- IV** Advisory and training programs for German entrepreneurs in the internationalization of business activities

ENTREPRENEURSHIP PROMOTION

Together with the Chair of Marketing and the Leipzig Graduate School of Management (HHL), **SEPT** is running SMILE, an initiative which is dedicated to the promotion of entrepreneurial spirit in students of the Universities in Leipzig. For accomplishing this, SMILE provides training and coaching to students with entrepreneurial ideas, gives assistance to start-up projects or lends support to University spin-offs.

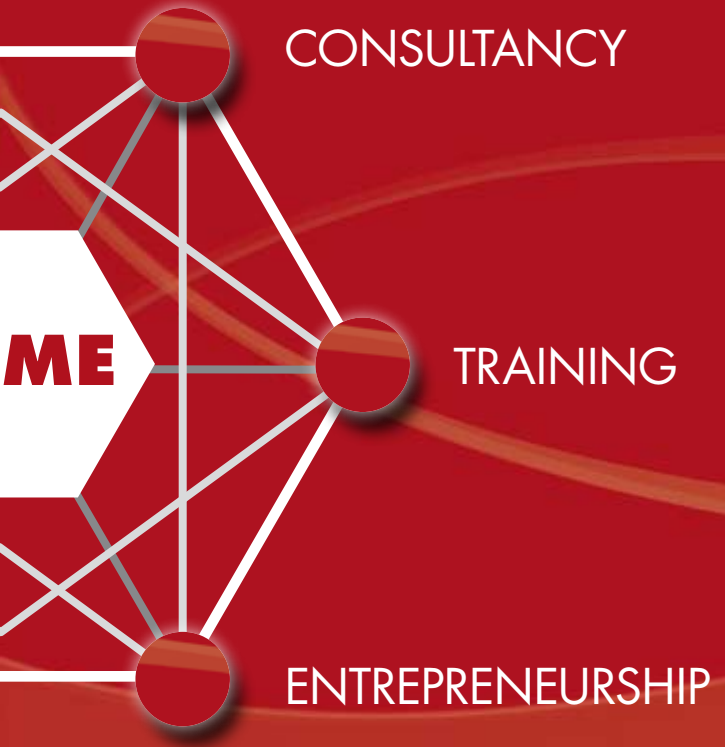
To learn more about Smile please visit the initiative's homepage www.SMILE.uni-leipzig.de



LEIPZIG AND ITS UNIVERSITY

Founded in 1409 as the second university in Germany, the University of Leipzig has always committed itself to the principle of universitas litterarum. More than 190 disciplines are taught in its 14 faculties and 150 departments.

Leipzig was the trade fair and industrial center of the former German Democratic Republic, and the place where, in the wake of 1989, the peaceful revolution began, which ultimately led to the fall of the "wall".



OUR LOCATION

SEPT is located at the University of Leipzig, one of the most respectable universities in Germany. Both the University and the city of Leipzig are examples of a successful merging of tradition and innovation, thus making Leipzig an attractive place to live and study in.

Contact us
International SEPT Program
University of Leipzig
Beethovenstr. 15
D-04107 Leipzig
Germany

Tel.: +49 341 97 37030
Fax: +49 341 97 37048
E-Mail: sept@uni-leipzig.de
www.sept.uni-leipzig.de



UNIVERSITÄT LEIPZIG

International SEPT Program

INTERNATIONAL FOCUS
STRONG PRACTICAL ORIENTATION
EXPANDING KNOWLEDGE ON SMES

ABOUT SEPT

In almost every country in the world, the largest part of employment is generated by Small and Medium-Sized Enterprises (SMEs). Paradoxically, the attention of most business authors and university programs has been predominantly directed towards the big corporations and their special issues.

SEPT is an international program of the University of Leipzig dedicated to training professionals in developing and promoting small and medium-sized enterprises (SMEs). In order to attend effectively the needs of this sector **SEPT** pursues different activities, all of them focused on SMEs.

