



SIEMENS



Bachelor of Arts in Business Administration

(including apprenticeship as industrial clerk)

Our agenda

General structure

Practical experience

Benefits

General structure

Dual Study Programme at Siemens

University

Studying in cooperation
with 30 universities



Double qualification for young people

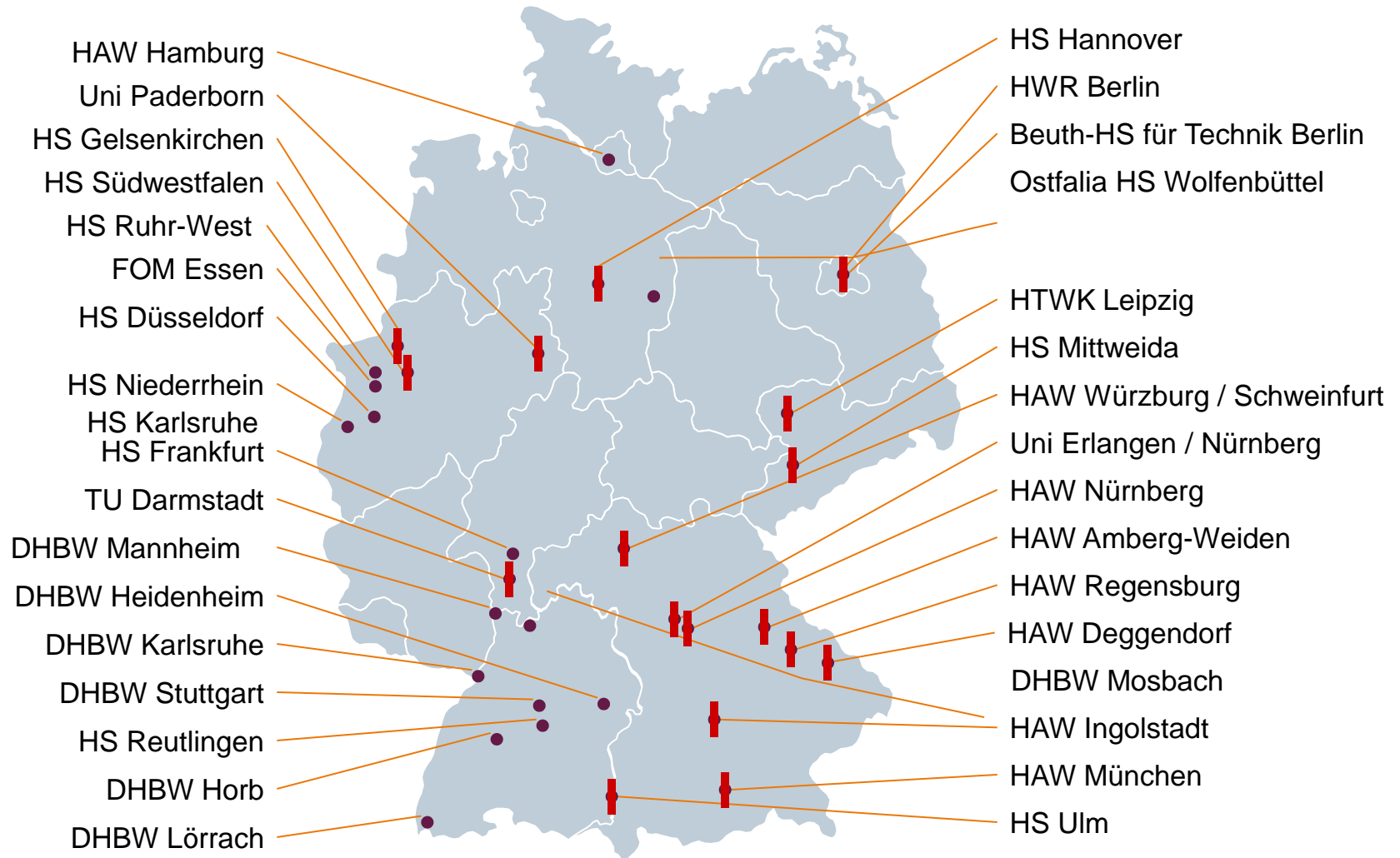


Siemens

National & international
practice



Siemens has more than 30 cooperation partners in Germany



Overview

Bachelor of Arts in Business Administration

(with an apprenticeship as industrial clerk)

requirements

degree	higher education entrance qualification (A-Levels)
previous knowledge	not required
application	one year before start
others	willingness for mobility
selection process	- online application - assessment centre

course of programme

start	October of each year
duration	3.5 years
apprenticeship pay	1st year ca. 915 € 2nd year ca. 964 € 3rd year ca. 1.026 €
progress	Integrated degree programme with transfer between: - university - Siemens Business School - Siemens departments
spreading	theory: ca. 60 % practice: ca. 40%
university	Friedrich-Alexander University of Erlangen-Nuremberg

degree

IHK-certificate	industrial clerk
undergraduate degree	Bachelor of Arts in Business Administration
certificates	English Level C1
Siemens internal exams	testing of company specific knowledge

Flow chart of the Dual Study Programme

1st year

	October	November	December	January	February	March	April	May	June	July	August	September
Introduction	1st Semester Siemens Business School (50%) University of Erlangen Nuremberg (50%)					Practice	UK	2nd Semester University of Erlangen Nuremberg				Practice

2nd year

	October	November	December	January	February	March	April	May	June	July	August	September
Practice	3rd Semester University of Erlangen Nuremberg					Practice	4th Semester Siemens Business School (50%) University of Erlangen Nuremberg (50%)				Practice	

3rd year

	October	November	December	January	February	March	April	May	June	July	August	September
international working experience			Practice				6th Semester University of Erlangen Nuremberg				Practice	

4th year

	October	November	December	January	February	March
Practice	7th Semester University of Erlangen Nuremberg Part time work				Practice	final exams

The Siemens logo, consisting of the word "SIEMENS" in a bold, teal, sans-serif font, is positioned in the top left corner. It is set against a white rectangular background that has a thin horizontal line below it.

SIEMENS

The Siemens logo, consisting of the word "SIEMENS" in a bold, teal, sans-serif font, is positioned in the top right corner. It is set against a white rectangular background that has a thin horizontal line below it.

SIEMENS

The background of the slide is a photograph of three people in a modern office setting. A man in a dark suit and light blue shirt is leaning over a desk, smiling and looking at a laptop. A woman with dark hair in a ponytail, wearing a white shirt, is sitting at the desk and looking at the laptop. Another woman with blonde hair, wearing a grey patterned top, is standing next to her, also smiling and looking at the laptop. The office has large windows in the background, and there are green plants in the foreground, slightly out of focus.

Practical experience

Practical education

During your apprenticeship you will receive **theoretical skills** as well as comprehensive **overview of complete business** at Siemens due to your **practical experience** in relevant departments. You will get to know **national and international locations**.

Opportunities for practical experience



Practical experience – Julian Graf

Practical experience – Julian Graf

1st year

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2nd year

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	3rd Semester University of Erlangen Nuremberg				Recruiting		4th Semester Siemens Business School (50%) University of Erlangen Nuremberg (50%)				Performance controlling	

3rd year

	October	November	December	January	February	March	April	May	June	July	August	September
	international working experience		Reporting		Sales		6th Semester University of Erlangen Nuremberg				Practice individual preference	

4th year

	October	November	December	January	February	March
Practice	7th Semester University of Erlangen Nuremberg				Practice	
					final exam	

Practical experience – Julian Graf

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Practice	7th Semester University of Erlangen Nuremberg				Practice	
					final exam	

Recruiting

02/2013 to 04/2013, Erlangen, Germany

Human Resources Talent Acquisition and Marketing department

- Preparation of job advertisements
- Communication with applicants
- Preparation of recruiting events at German universities
- Attending assessment centres



Practical experience – Julian Graf

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					final exam	

Performance Controlling

07/2013 to 10/2013, Erlangen, Germany

CSCM Controlling of indirect material

- Monitoring of purchasing volume and savings
- Creating of monthly reports
- Graphical comparison of purchasing volume and savings



Practical experience – Julian Graf

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4th year

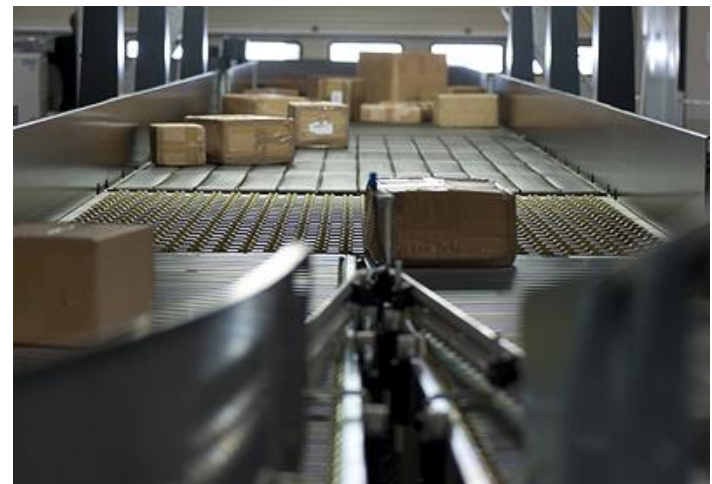
	October	November	December	January	February	March
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					final exam	

Sales

02/2014 to 04/2014, Nuremberg, Germany

Industry Customer service for region Bavaria

- Order entries in SAP
- Analysis of costs development
- Invoicing
- Plant visits



Working abroad – Julian Graf

Working abroad – Julian Graf

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					final exam	

International working experience - Australia



Strategic procurement

10/2013 to 12/2013, Melbourne, Australia

CSCM

Strategic procurement of indirect material

- Creation of IT product benchmarks
- Finalising new deliver contract
- Attending temporary labour project



Practical experience – Ertan Dogan

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2nd year

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	3rd Semester University of Erlangen Nuremberg				Project handling		4th Semester Siemens Business School (50%) University of Erlangen Nuremberg (50%)				Specialist Controlling	

3rd year

	October	November	December	January	February	March	April	May	June	July	August	September
	Construction site		International experience		Sales		Human Resources		6th Semester University of Erlangen Nuremberg			Practice individual preference

4th year

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Practice	7th Semester University of Erlangen Nuremberg				Practice individual preference	final exam

Practical experience – Ertan Dogan

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4th year

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						final exam

Commercial project handling

02/2013 to 04/2013, Erlangen, Germany

Project handling of a combined-cycle power plant in South Korea

- Development of a forecast table for remaining import duties



Practical experience – Ertan Dogan

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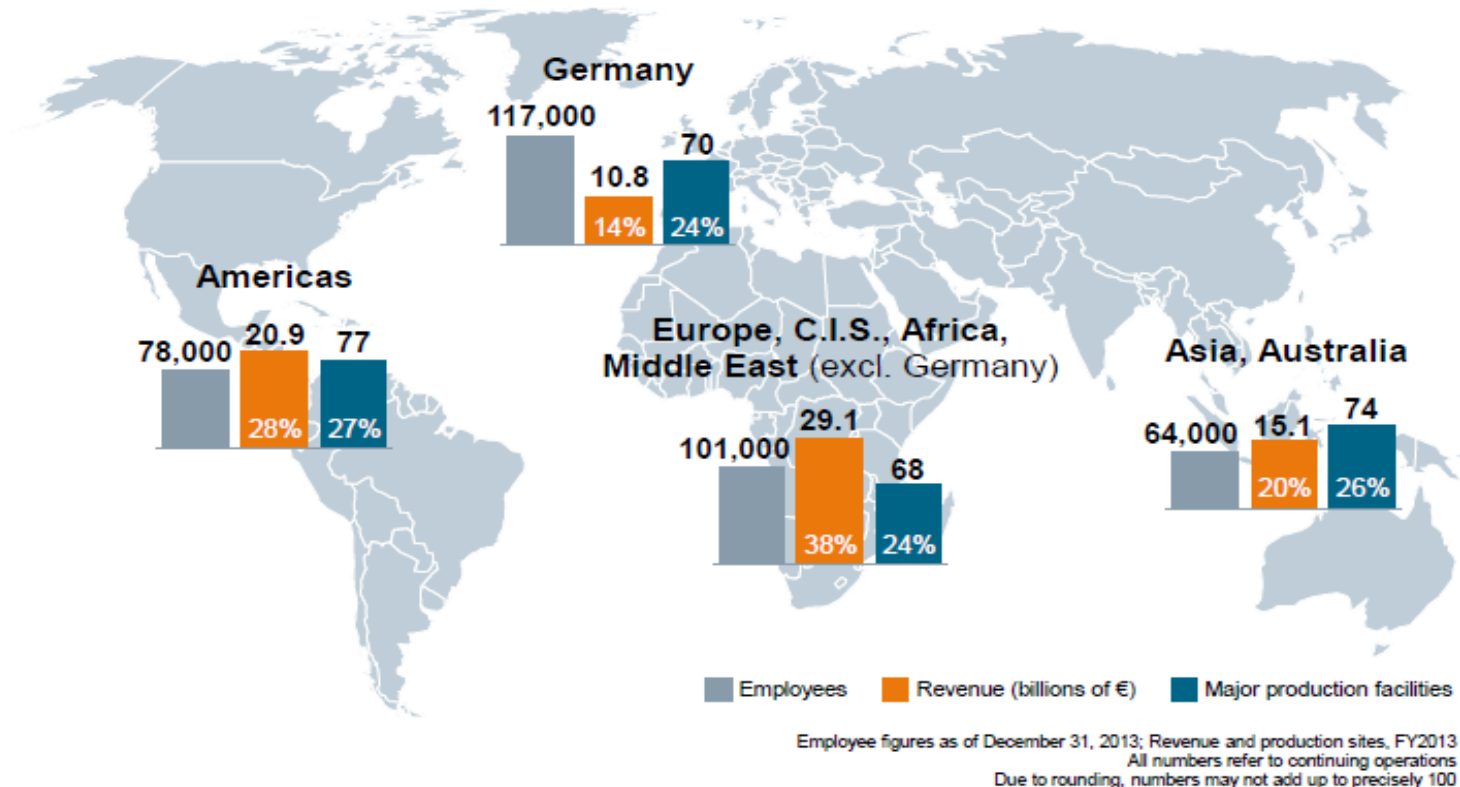
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Specialist department for Costing and Transfer Pricing topics, Energy Sector

07/2013 to 09/2013, Erlangen, Germany

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- Development of a monitoring tool for transfer prices

Practical experience – Ertan Dogan

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Sales

01/2014 to 02/2014, Erlangen, Germany



Sales of instrumentation and control systems for power plants

Focus on Russia and Ukraine

- Analysis of a master supply agreement
- Clarification of a balance sheet items with a regional unit

Working abroad – Ertan Dogan

Working abroad – Ertan Dogan

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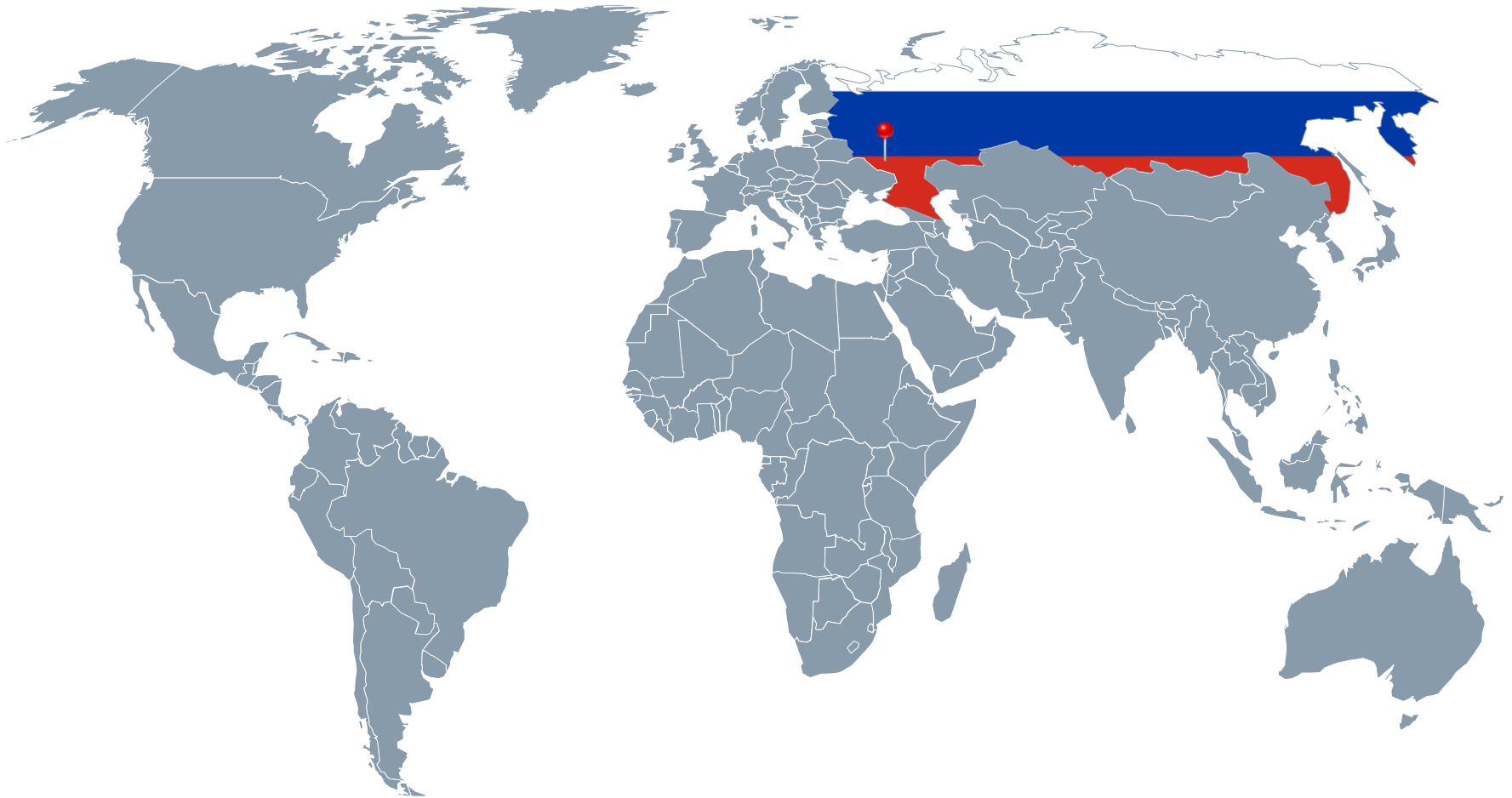
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International working experience - Russia



Accounting

11/2013 to 12/2013, Voronezh, Russia

Accounting department of transformer factory

- Comparison and analysis of net capital employed
- Development of a calculation for planning and reporting cost centers



Benefits

To put it straight – Why Dual Study Programme?

Two degrees

Experience in several job fields

Full integration in working
processes

Job specific skills

Salary

Business behaviour

Encouragement of the language
English



An aerial night view of a city skyline, likely Chicago, featuring a river, train tracks, and numerous illuminated skyscrapers under a twilight sky.

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Thank you for your attention

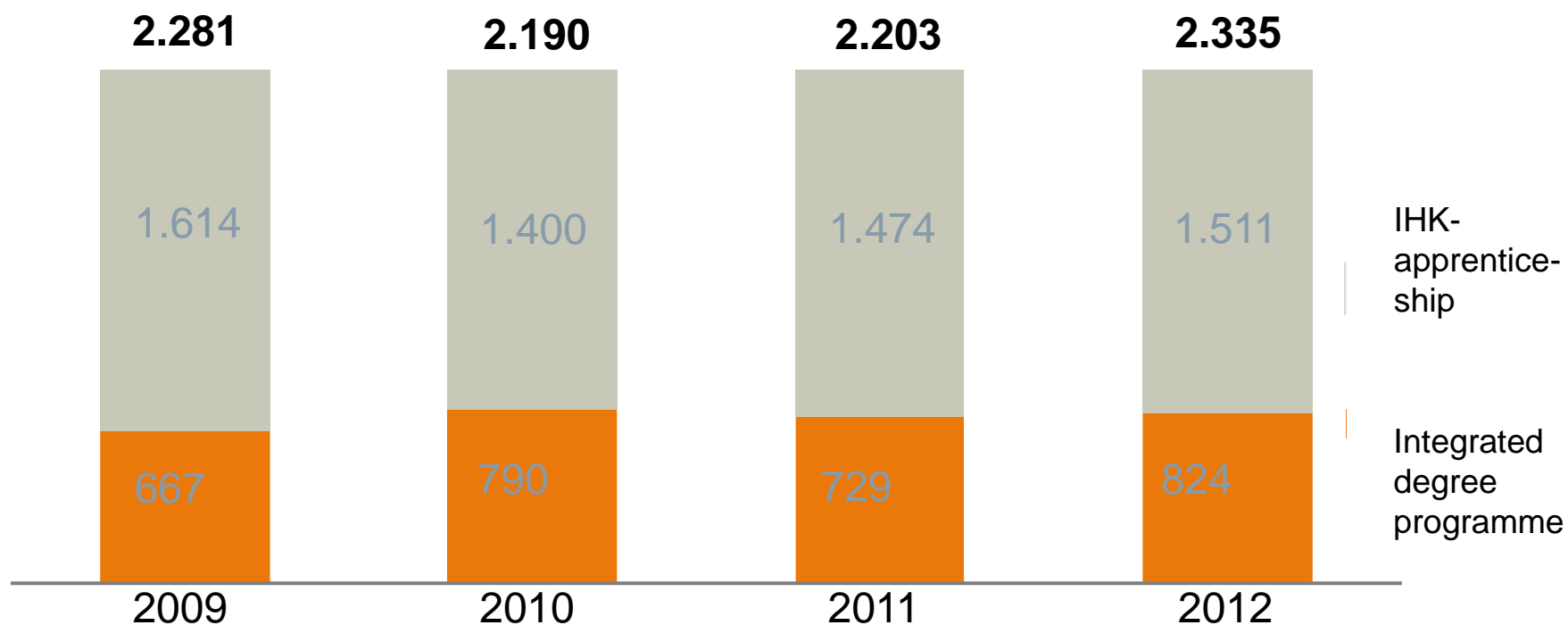
Question & Answer Session

A man with a beard and blue eyes, wearing a grey hoodie, is looking upwards and to the right. He is working on a complex system of grey cables and machinery in a factory or industrial setting. The background shows industrial equipment and overhead lights.

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Back-up

Number of recruitments



Organisation chart of Siemens

Managing Board

Sectors

Energy
E

Industry
I

Healthcare
H

**Infrastructure
& Cities**
IC

Cross-Sector Services

Global Shared Services
GSS

Siemens Real Estate
SRE

Cross-Sector Businesses

Financial Services
SFS

Corporate Units

Corporate Development (CD)
Finance and Controlling (F)
Human Resources (HR)

**Siemens Professional
Education**
Legal and Compliance (L)
Corporate Technology (CT)
Governance & Markets (GM)

**Communications and
Government Affairs (CC)**
Information Technology (IT)

**Corporate Supply Chain
Management (CSCM)**
**Corporate Security Office
(CSO)**
**Corporate Sustainability Office
(CS)**

Regional Organization Units

Countries

Mandatory lectures

- International Management
- Financial Management
- Microeconomics
- Macroeconomics
- Economy and State
- Linear algebra; financial mathematics
- Manufacturing, logistics, procurement
- Cost accounting
- Balancing
- Accounting