



**OPEN
BORDERS
MBA**

**FOR EXPERIENCED
MANAGERS**





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ABOUT THE OPEN BORDERS MBA

WHY CHOOSE THE OPEN BORDERS MBA?



Because it's a part-time MBA compatible with your full-time job



For its practical approach based on real-life cases



To dive into a multicultural environment



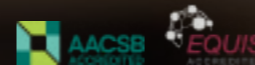
To get awarded with a Master's degree* and an MBA certificate



For its all-inclusive formula



To get to the strategic level of top leaders



YOUR ADVANTAGES WITH THE OPEN BORDERS MBA

ABOUT US

The Open Borders MBA is a high-level executive program for experienced managers from the Euregio and beyond. It is jointly designed by 3 academic partners: HEC Liège, UHasselt and FH Aachen University of Applied Sciences, with the support of the German-speaking Community of Belgium.

Drawing on a tradition of more than one hundred years of business academic training, these institutions have joined forces to offer the best program for managers focusing on international management. Since 2012, our institutions have been recruiting high-flyers into this international and cutting-edge program.

The Open Borders MBA acts as a career booster for the participants by offering a comprehensive overview of the managerial skills necessary for tomorrow's leaders. It also benefits from the EQUIS and AACSB accreditations at the Master level.

Above all, it is a human adventure that provides participants with different backgrounds a mutual enrichment that will impact their future careers.

WHAT ARE THE BENEFITS FOR YOU?

- ✓ Get out of your comfort zone.
- ✓ Grow in a small class accompanied by field experts and professors.
- ✓ Explore fields of the business you have never dug into.
- ✓ Get a strategic overview enabling long-term decisions.
- ✓ Acquire an in-depth understanding of the international and multicultural markets.
- ✓ Bring new insights into your current company's projects and progress in your career.
- ✓ Expand your network and benefit from your classmates' work experience.

WHAT ARE THE BENEFITS FOR THE SPONSORING COMPANY?

- ✓ Retain the best talents on board by supporting their ambitions and investing in their personal and career development.
- ✓ Bring the best practices and new ideas to the organization. By involving the company, participants share skills and ideas at all company levels in an ongoing learning process. Participants get hands-on experience, new skills, and perspectives that they can apply even before completing the program.
- ✓ Get the academic and field knowledge from our experts on a selected business challenge of the participant's choice as their final paper project.
- ✓ The schedule is compatible with the company business thanks to residential weekends.



A WORD FROM HEC DEAN A LIFE CHANGING EXPERIENCE!



“One of the roles of business schools throughout the world is to provide their surrounding economy with managers who know how to add value to their company’s projects.

To do so, business schools need to listen to and even anticipate the needs of businesses and translate them into skills and competencies taught in their evolving programs.

Over the last two decades, growing globalization has brought about the need to produce and sell in networks, to think in multicultural terms and to set up international projects.

This new economic setting makes traditional skills all the more crucial. Professional language skills, an ability to work with partners from new horizons and an understanding of the cultural aspects of markets are assets when it comes to winning contracts, delivering products and services and setting up research and development projects.

With their expertise in business teaching and research, their decades of experience in language teaching and student exchange programs and their partnerships within their local economy, the HEC Liège - Management School of the University of Liège, the FH Aachen University of Applied Sciences and Hasselt University find themselves ideally equipped to set up an MBA centered on the needs of businesses, whether local or international, large or small, and within a Euregional, European or worldwide scope.

WILFRIED NIESSEN,
GENERAL DIRECTOR & DEAN,
PROGRAM ACADEMIC DIRECTOR,
HEC LIÈGE, BELGIUM



OUR PARTICIPANTS ARE

Managers, Directors, COO, Academics, Advisors, Company Owners, Consultants, ...



COMING FROM

Belgium, Germany, the Netherlands, France, Luxembourg, ...



GENDER DISTRIBUTION

72 % Men
28 % Women



AVERAGE EXPERIENCE

13 Years



AVERAGE AGE

37 Years



COMPANIES' ACTIVITY SECTORS



- IT & Engineering 22%
- Industry & Construction 12%
- Research, Education & Public sector 13%
- Finance & Insurance 10%
- Logistics & Security 8%
- Pharmaceutical sector 9%
- Audit & Consulting 9%
- Trade & Distribution 6%
- Aerospace 5%
- Others 6%



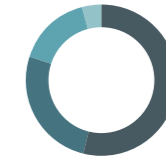
EDUCATIONAL BACKGROUND



- Economy & Management 35%
- Engineering 26%
- Sciences & IT 17%
- Political Science & Law 7%
- Languages 3%
- Others 12%



MOTHER LANGUAGE



- French 52%
- Dutch 27%
- German 16%
- Others 5%

PARTICIPANTS' PROFILE

Typical Open Borders MBA participants are ambitious, high potential managers, and entrepreneurs with both various educational and professional backgrounds.

PROGRAM

2 academic years / 1 Foundation Module & 3 MBA modules (full English) / 14 thematic MBA seminars / 1 Master's Thesis

MANAGEMENT TOOLS*

FOUNDATION MODULE

SEPT. – DEC. (30 ECTS)

Specific goal: Establishing basic managerial skills related to the main functions of business

6 ONLINE COURSES (self-study)

- Finance for Non-Financials
- Basics of Law
- Principles of Marketing
- Management of Organizations
- Supply Chain Management & Sustainability
- Master Thesis Methodology

SEPT. – DEC. (30 ECTS)

THINK GLOBALLY

MODULE 1

JAN.- JUNE (30 ECTS)

Specific goal: Developing an international vision of the market and the necessary tools to monitor competition

6 SEMINARS

- The Firm's Competitive Environment
- Strategic and Market Finance
- Value-Centered Marketing
- International Business and Tax Law
- Entrepreneurship and Business Modeling
- Strategic Leadership

JAN.- JUNE (30 ECTS)

ACT LOCALLY

MODULE 2

SEPT. – DEC. (25 ECTS)

Specific goal: Enriching the range of operational know-how relating to the internal management of business, taking into account the potential of the Euregio's economic environment

5 SEMINARS

- Corporate Finance, in search of value
- International Project Management
- Methods for Decision-making
- Self and People Management
- Strength-based Change

SEPT. – DEC. (25 ECTS)

DECIDE

MODULE 3

JAN.- MARCH (35 ECTS)

Specific goal: Developing strategic skills and ethical thinking

3 SEMINARS :

- Economic and Ethical Impacts of Digital Transformation
- Strategic Intelligence, Design & Innovation
- Business Simulation
- 1 Master's Thesis

JAN.- MARCH (35 ECTS)

AWARDS & ACCREDITATIONS

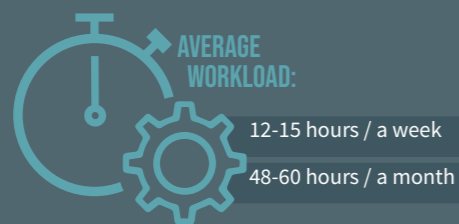
After successful completion of their program, MBA students are awarded by both:

- ✓ A University Master's degree in Management, option MBA issued by HEC Liège, EQUIS and AACSB accredited
- ✓ A University Certificate of MBA issued by HEC Liège in partnership with UHasselt and FH Aachen

* Prerequisite module - mandatory for candidates without any management background

TEACHING METHODS

- Action-oriented methods and constant challenges before and during the seminar session.
- Duos of professors and experts leading and coaching our participants throughout the seminars. An association that makes our students benefit from both academic excellence and field best practices.
- Multiple opportunities to network and share experiences with professors, experts and other participants with diverse cultures, backgrounds, and work experience.
- Interactions between our MBA students and the company they work for are highly encouraged for the seminar preparation (*working on concrete company's projects, coaching for problem-solving, extending your company's network, assignments on different aspects of your company, sharing new skills and ideas with colleagues, ...*).
- SEMINAR PREPARATION: Every seminar is preceded by an individual or group preparation of 4 weeks. Participants are immersed in the subject they will analyze during their seminar weekend.



**SMALL COHORTS:
15 TO 20
PARTICIPANTS
MAXIMUM**



Prof. Dr. Markus Fredebeul-Krein,	FH Aachen - The Firm's Competitive Environment
Prof. Dr. Caterina Santi,	HEC Liège - Strategic and Market Finance
Prof. Dr. Sara Leroi-Werelds,	UHasselt - Value-Centered Marketing
Prof. Dr. Jürgen Vogt,	FH Aachen - International Business and Tax Law
Prof. Dr. Bernard Surlemont,	HEC Liège - Entrepreneurship and Business Modeling
Jean-Louis Pire,	HEC Liège - Strategic Leadership
Prof. Dr. Sigrid Vandemaele,	UHasselt - Corporate Finance, in search of value
Thierry Chantraine,	HEC Liège - International Project Management
Prof. Dr. Theo Jans,	UHasselt - Methods for Decision-making
Prof. Dr. Sven de Weerd,	UHasselt - People and Self Management
Prof. Dr. Frank Lambrechts,	UHasselt - Strength-based Change
Prof. Dr. Markus Fredebeul-Krein,	FH Aachen - Economic and Ethical Impacts of Digital Transformation
Prof. Dr. Marco Motullo,	FH Aachen - Strategic Intelligence, Design & Innovation
Prof. Wilfried Niessen,	HEC Liège - Business Simulation

SUCCESS STORIES

ALUMNI COHORT 2

” Initially, I chose to do an MBA with the objective of acquiring the necessary knowledge to give myself a strong basis for my future role in our family company. I did not imagine that this experience would prove to be the “school for life”. The exchanges I had with my fellow students, the continuous need to go beyond oneself and the significant progress that I made every weekend were a very impressive experience. I felt that I gained a lot of maturity that I now need every day as the person responsible for our company.

ANNABELLE MOCKEL
CEO at MOCKEL AG



ALUMNI COHORT 5

” I was able to restructure the whole WolffGroup into one ecosystem around the customer, starting from the traditional insurance business model. The whole Open Borders MBA culminated in the final thesis and is now work-in-progress. The MBA is a challenging time. You have to leave your comfort zone constantly. I am thankful for the new contacts and experiences it has brought. Take your chance and join us after the Open Borders MBA in the Open Borders MBA Alumni group!

NICO WOLFF
CEO at Wolff Group



ALUMNI COHORT 4

” I obtained the MBA degree in 2017. It was not a classroom experience at all! The intensive program was all about interactive workshops, company’s projects and team work. For sure, this MBA provided me with strategic insights and in-depth knowledge in a broad range of (strategic) business processes. But even more important for me, was the revitalizing part. This program was really empowering for myself, an exceptional opportunity to discuss with high-qualified and interesting business people with entrepreneurial spirit about all kind of contemporary management issues (in HR, finance, operational,...). It was one of the

most self-developing periods in my life since I left university and was a basis to further explore my professional potential as well as a start for many new and strong connections with the people I met during the program.

KARIN WILLIO
Chief Financial Officer at VINCI Facilities
Belgium, VINCI Energies



ALUMNI COHORT 7

” The Open Borders MBA was an amazing experience in various aspects. First of all, from my point of view, executive education is the best way to learn applicable concepts and strategies to develop your work vision. Every weekend was an adventure, a challenge and even more, a lot of fun. The topics that were discussed and developed were wide and always very exciting thanks to the guest experts. Last but not least, I met outstanding people that helped me to understand our world, be ambitious and create my future (projects). This Open Borders MBA is way more than 2 years of hard work and a challenging master’s thesis, it is a way of shaping yourself to grow up.

BENJAMIN MASSET
Project Manager Real Estate at Liège
Airport



PRACTICAL INFORMATION

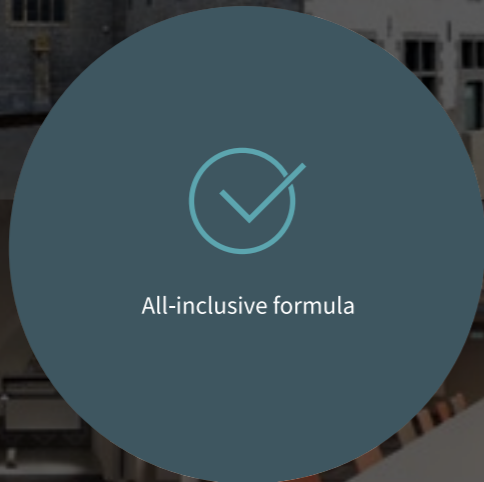
LOCATION

The Foundation Module is composed of six online self-study courses. In addition, two Q&A sessions (online) per course are scheduled.

The Open Borders MBA seminars all take place at the Kloster Heidberg in Eupen, the geographical center and capital of the Euregio. In addition to being located at an equal distance from its university partners, the town has a long tradition of multicultural and international exchanges.

The seminars begin on Friday evening (5 pm) and end on Sunday in the early afternoon (1 pm), one weekend per month.

The German-speaking Community of Belgium wholeheartedly supports the Open Borders MBA and hosts seminars in its Kloster Heidberg.



All-inclusive formula

Ostbelgien

Kloster Heidberg
Bahnhofstrasse 4
4700 Eupen Belgium
www.klosterheidberg.be



ADMISSION

ADMISSION REQUIREMENTS

- ✓ Holding a Master's degree from a recognized university, an approved institution or equivalent
- ✓ Having at least three years of work experience in a management position
- ✓ Being fluent in English

The Open Borders MBA admission committee reserves the right to retain applicants who may not fulfill all these admission requirements but demonstrate exceptional experience, skills and motivation.

ADMISSION PROCESS

APPLICATION FORM



INTERVIEW
Admission interviews with the MBA board are scheduled with the eligible candidates from February till September

ACCEPTANCE LETTER



DEPOSIT FEES
To book your seat



ADMISSION

Requests for admission to ULiège can be made online from March till April 30 (for non-EU students) or till August 30 (for EU students)



REGISTRATION
Registration to ULiège can be made online from the end of June till September 30



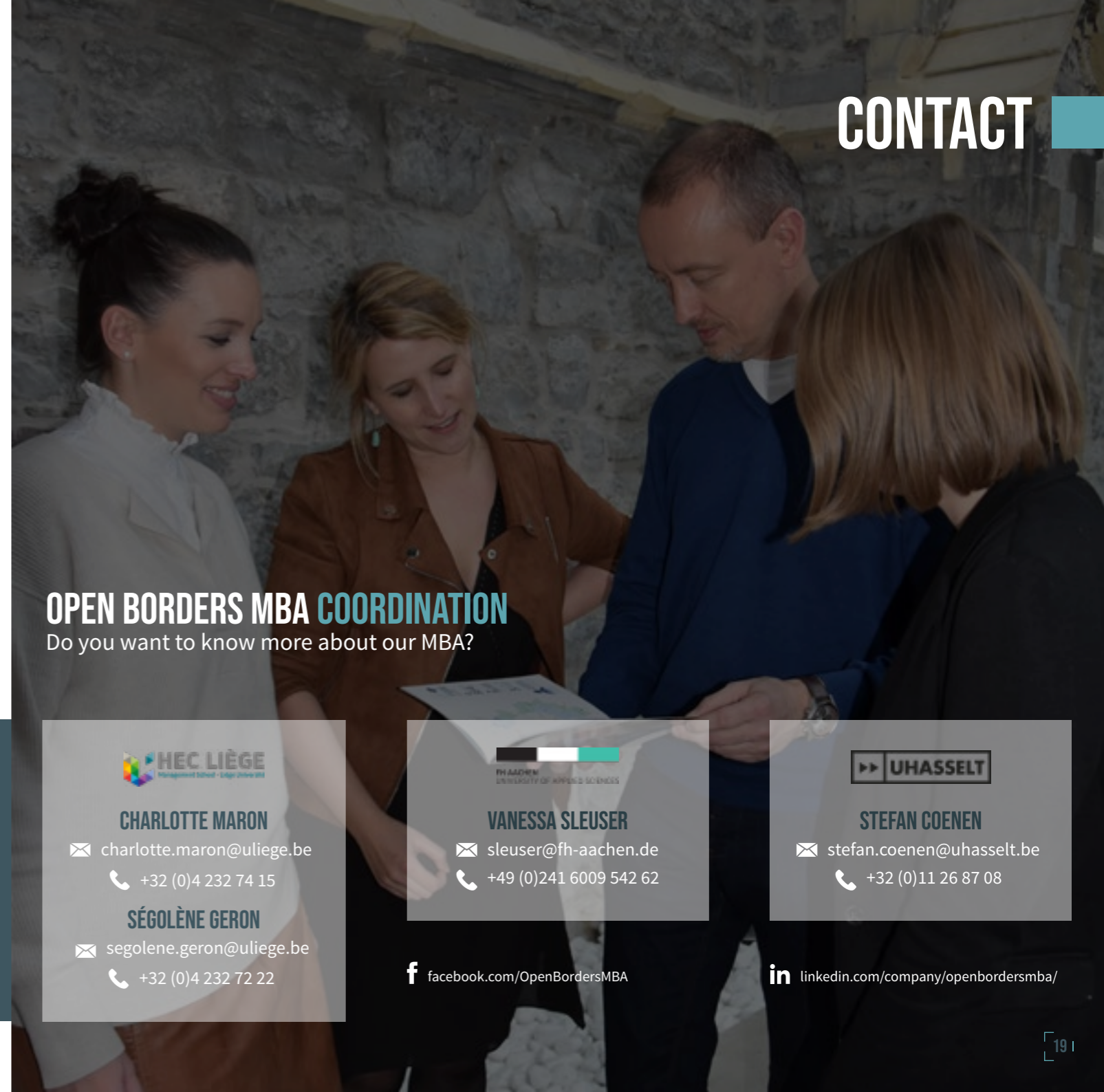
Each step of the admission process unlocks the next one.

TUITION FEES

OUR PROGRAM COMES IN AN ALL-INCLUSIVE FORMULA AT THE PRICE OF EUR 24,500.

INCLUDED	DISCOUNT
Registration Master's degree* and the Foundation Module	EARLY BIRD (3% off on the 3 MBA modules)
The 3 MBA modules (EUR 22,830)	Partner companies of HEC Liège
Lodging and catering at the seminars	KMO-Portefeuille
The course material	dONUS
Student support	
Teambuilding activities	
Company visits and alumni event	

*1,670 for EU candidates



OPEN BORDERS MBA COORDINATION

Do you want to know more about our MBA?



CHARLOTTE MARON

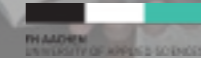
✉ charlotte.maron@uliege.be

☎ +32 (0)4 232 74 15

SÉGOLÈNE GERON

✉ segolene.geron@uliege.be

☎ +32 (0)4 232 72 22



VANESSA SLEUSER

✉ sleuser@fh-aachen.de

☎ +49 (0)241 6009 542 62



STEFAN COENEN

✉ stefan.coenen@uhasselt.be

☎ +32 (0)11 26 87 08

facebook.com/OpenBordersMBA

linkedin.com/company/openbordersmba/



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Community of Belgium

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More info on openbordersmba.com

