

## FAQs MBA @ Opresnik Business School

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## **I General questions about the MBA programme**

### **1. What is an MBA?**

The "Master of Business Administration" is probably the best-known degree from the Master's family and has its origins in the USA. An MBA has long been the most popular degree among the Master's degrees. The title "MBA" has become more and more widespread over time and is now recognised worldwide as a degree. An MBA combines practical and professional experience with theoretical knowledge. The programme includes several special elements, such as its own admissions process, module formats, the networking concept and costs.

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### **2. What is the difference between an MBA and a Master's programme?**

In contrast to the consecutive Master's degree (as a continuation of a previously completed Bachelor's degree programme), the MBA is a non-consecutive form of study. This means that the MBA does not provide further training in the subject of the completed main course of study, but rather provides additional qualifications for (prospective) managers in general management programmes. MBA programmes usually focus on "best practice approaches" and are less science-oriented than traditional (Master's) degree programmes.

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### **3. Is the MBA title recognised in Germany?**

As the Master of Business Administration (MBA) title is awarded by our state and accredited English partner universities, it is globally recognised.

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### **4. Why should I choose the Opresnik Business School?**

The Opresnik Business School, founded by Prof Marc Opresnik, cooperates with leading British universities and pursues the mission of "Building a Better World through Education". Prof Opresnik, a leading expert in marketing management, is a global co-author with Philip Kotler. His international network and practical approach guarantee a first-class education with the best career opportunities.

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## **5. Sustainability is important to me - what contribution is made?**

The Business School donates 1% of tuition fees to the UN initiative "ShareTheMeal" to support people in need. The program is also aligned with the UN's Sustainable Development Goals (SDGs).

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## **II Study programme and contents**

### **6. Can I complete an MBA program parallel to my job?**

Yes, our 8-month MBA program is completely online and consists of 8 modules, the knowledge transfer of which takes place in the form of webinars, but which are all recorded so that they can also be used afterwards to rework or acquire knowledge. The webinars are also transcribed live so that all content can be easily understood later.

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## **7. Are there any attendance phases?**

No, the degree program takes place entirely online. All examinations are submitted in writing, so no on-site attendance is required.

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## **8. How can the fast-track programme be equivalent to a longer-term format?**

The 8-month format is efficiently structured and focusses on practical and strategic content that ensures the greatest possible learning success in the shortest possible time. The content is of the highest academic standard and the degree is internationally recognized.

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## **9. How long does it take to complete the MBA?**

The complete program consists of two phases of four months each. In the first phase, knowledge is imparted in the form of webinars over a period of four months. You will then write your Master's thesis at one of our partner universities. A further four months are planned for this, so that the program can be completed in around eight months.

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## **10. What does a typical study program look like?**

The program is designed to be flexible, but follows a clear structure:

- Phase 1 (4 months): Completion of the 8 modules, each with a "Reflective Thinking Report".
- Phase 2 (4 months): Master's thesis at one of our partner universities.
- Webinars & online seminars: Interactive sessions with experts.

- Self-study: Flexible time allocation for independent learning phases.

## **11. Which examinations and examination forms are available?**

In the 1st phase, a "Reflective Thinking Report" of approx. 1,200 words must be written for each of the 8 modules. This is not a written examination but involves the application of the tools and methods taught to a practical example. In the second phase, a practice-based Master's thesis of around 12,000 words is written!

## **12. What support will I receive when writing my Master's thesis?**

The following support services are available to you during the preparation of your Master's thesis:

- Personal support: You will be assigned an academic supervisor who will guide you through the entire process.
- Webinars & guidelines: There are online seminars and written guidelines on the structure and methodology of the Master's thesis.
- Feedback & counselling: You can discuss your topic with your supervisor and receive regular feedback.

## **13. How is the topic for the Master's thesis determined?**

The topic of the Master's thesis can be chosen in consultation with the supervising lecturer and should have a strong practical relevance. For example, it can be based on an internal company project.

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## **14. Is a defense of the thesis required?**

No, there is no traditional defense. Instead, a practice-orientated Master's thesis (approx. 12,000 words) is produced, which demonstrates the application of what has been learned in a real business context.

## **15. Do I need a company during my studies?**

No, a company as a practice partner is not required, but it is helpful for an application-oriented Master's thesis.

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## **16. How often can I repeat an exam?**

The Reflective Thinking Reports must all be passed in order to be admitted to the Master's thesis. These reports may be repeated as often as desired.

The Master's thesis can be repeated once if the first attempt is unsatisfactory.

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## **17. What is the conclusion of phase 1?**

The first phase consists of 8 modules: Information Management and Strategic Decision Taking, Manage Team Performance to Support Strategy, Strategic Direction, Leading a Strategic Management Project, Strategic Planning, Development as a Strategic Manager, Strategic Marketing, and Human Resource Planning.

After evaluating all relevant Reflective Thinking Reports with at least "sufficient", you will be awarded the "Level 7 Diploma in Strategic Management & Leadership". This consists of 120 credit points, which corresponds to 60 ECTS.

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## **18. How many credit points and ECTS does the MBA consist of?**

The first phase, which concludes with the "Level 7 Diploma in Strategic Management & Leadership", consists of 120 credit points or 60 ECTS. The Master's thesis then provides a further 60 credit points or 30 ECTS.

In total, the MBA program consists of 180 credit points or 90 ECTS.



## 19. What is the general schedule for the webinars?

The MBA program includes regular webinars, each dedicated to a specific module. The webinars usually follow the following schedule:

- Duration: Each module lasts several weeks with several webinars per week.
- Times: The live sessions typically take place Monday to Thursday between 16:15 and 19:15.
- Content: In the webinars, concepts from the modules are deepened and applied in a practical way.
- Lecturers: The sessions are led by experienced professors and industry experts.
- All webinars are recorded so that they can be viewed at any time. Participation in the live sessions is not mandatory.
- The recordings are available on the learning platform so that they can be accessed flexibly according to your own schedule.

## 20. How flexible is the degree program if I am very busy at work or in my private life?

The MBA program is specially designed for working professionals:

- Asynchronous learning content: All webinars are recorded and can be viewed at any time.
- Self-determined time management: Ideal for managers who want to train flexibly.
- No fixed examination times: All exams are written assignments that you can complete at your own pace.

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## 21. What technical requirements do I need for the online degree program?

To successfully complete the program, you will need:

- A PC or laptop with an up-to-date operating system (Windows or macOS).
- A stable internet connection.
- A webcam and microphone for interactive webinars and online meetings.

## **22. What equipment and materials do students receive?**

Students not only receive comprehensive study materials, but also a Microsoft 365 account with access to Office applications such as Word, Excel and PowerPoint as well as cloud-based collaboration tools. These tools are particularly helpful for writing the Reflective Thinking Reports and the Master's thesis. In addition, all course content and recordings of the webinars are available on the learning platform, allowing students to organize their studies flexibly and efficiently.

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## **23. Is a contact person available to me during my studies?**

Yes, Prof Marc Opresnik himself is both a co-designer of content and responsible for modules and supports students throughout the entire process. The "one-stop shop" approach ensures close support - from counselling and enrolment to onboarding and coaching during the degree program.

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## **24. I value presence. Why might the online MBA still be right for me?**

The MBA is 100% online, but flexible and practical, ideal for working professionals. There is an optional one-week executive leadership program at top universities such as Oxford or Copenhagen Business School. If desired, a module can be taken in person to promote exchange and networking - individual coordination is possible.

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## **III Application and admission**

### **25. How can I apply?**

To apply, simply share your interest with us by completing the inquiry form on downloading the form or contacting our admissions team. Once we receive your details, our team will connect with you to explain the eligibility requirements, application process, and program highlights. This ensures you have complete clarity before submitting your application.

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### **26. What are the admission requirements?**

The admission requirements are generally a completed Bachelor's degree.

Psypan Consulting  
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[Globalteam@psypanconsulting.com](mailto:Globalteam@psypanconsulting.com)  
[www.psypanconsulting.com](http://www.psypanconsulting.com)

In exceptional cases, e.g. with extensive professional experience, admission is also possible without a degree or even an Abitur.

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## **27. I don't have a bachelor's degree or A-levels. However, I have a recognized vocational qualification and have gained professional experience in the meantime. Can I still apply?**

Yes! In special cases, access is also possible without a traditional university degree. The decisive factors are professional experience and suitability for the program.

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## **28. Which English language skills must be demonstrated?**

Knowledge of school English is sufficient. An official language certificate such as TOEFL or IELTS is not required.

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## **29. Do I need a recommendation?**

You will need 2 letters of recommendation for your application, for example letters of reference.

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## **30. Is there an aptitude test?**

No, but applications are assessed on an individual basis to ensure that students are suitable for the program.

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## **31. Do I need a letter of motivation?**

No, a letter of motivation is not required.

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## 32. Which application documents must be submitted?

The following documents must be submitted by e-mail for the application:

- Certificate of the highest qualification (if available)
- Certificate from previous school or university (if applicable)
- Language certificate (if available, but not mandatory)
- Curriculum vitae (CV)
- Two letters of recommendation (e.g. work, training or internship certificates)
- Photo
- Copy of the passport

These documents are necessary to check your suitability for the MBA program.

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## 33. With which parties do I conclude contracts?

The contract is concluded exclusively with Opresnik Management Consulting (OMC), represented by Prof Dr Marc Oliver Opresnik. This ensures that you are enrolled at the English partner universities.

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## IV Dates and start of studies

## 34. When can I start the degree program?

The program can be started on the following start dates:

- Term 1: 17 February 2025
- Term 2: 6 May 2025
- Term 3: 2 September 2025
- Term 4: 23 November 2025

We also offer customized start dates for companies or organizations with at least 12 participants

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### **35. Can I pause my studies or apply for an interruption?**

It is possible to interrupt your studies under certain conditions. If you have to take a break from your studies for important reasons (e.g. health or work commitments), you can apply for an interruption.

- If you interrupt your studies, your enrolment will remain intact so that you can continue at a later

date.

- A pro rata payment obligation may exist, depending on the time of the interruption.

## **36. Can I complete the MBA program faster or slower than in 8 months?**

The program is designed as a fast-track MBA in 8 months to enable a quick qualification. However, an extension is possible: if you need more time, you can extend the program over a longer period. The program is not designed to be completed more quickly, as the modules build on each other.

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## **V Tuition fees and financing**

### **37. What are the tuition fees?**

The regular tuition fee is currently EUR 16,800 (excl. VAT). Students from E20 countries benefit from a reduced fee of EUR 13,440 (excl. VAT).

### **38. When is the tuition fee due?**

10% deposit is due 4 weeks before the start of the program. The remaining 90% is due 2 weeks before the start of the program.

### **39. Is it possible to pay the tuition fees monthly?**

This is being planned but is not currently offered!

## **40. Is it possible to get a scholarship or financial support for the MBA program?**

Yes, we offer various types of financial support:

- Emerging Countries Scholarship: Students from E20 countries (e.g. China, India, Brazil, Nigeria) receive a 20% discount on the regular tuition fee.
- Special offers and discounts: There are occasional promotional offers or company co-operations with financial discounts.
- B2B conditions: Companies that register 15 or more students receive special discounts.

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## **41. Who can deduct study costs for a distance learning program from their tax bill?**

Let's start with some good news: many of the costs of studying (e.g. tuition fees, special expenses or travel costs) are tax-deductible. All students have to do is complete a tax return and submit it. The ESTG (Income Tax Code) defines these deductible costs and the maximum amounts. All study costs and training costs that you can reclaim through a tax return can be found here.

An important distinction lies in the type of degree program. There are two different types, the first-degree program and the second-degree program. If you start a Bachelor's degree program straight after leaving school, this is considered a first degree. The same applies to a first-degree program. In this situation, tuition fees are only partially deductible. In the case of a second-degree program or a second course of study, full reimbursement of tuition fees is possible. A second-degree program begins after the completion of an apprenticeship or a Bachelor's degree.

## **42. How much of the tuition fees can be deducted from tax?**

The amount of the deduction depends on the course of study or training. It is possible to fully deduct tuition fees for a second course of study or training. Other training costs or work equipment can also be deducted. Only partial reimbursement is possible in the case of initial training or studies.

## **43. Income-related expenses or special expenses: What's behind them?**

Whether you have to declare your expenses for distance learning as special expenses or income-related expenses in your tax return depends on your career (see above).

If you are completing your distance learning program as part of your initial training, you can claim a maximum of €6,000 of your study costs per year as special expenses. If you are already studying for a Master's degree or are starting your Bachelor's degree after completing vocational training, your study expenses count as income-related expenses. There is no cap for the latter.

If you do not work during your distance learning program, you can carry the costs forward and look forward to a refund once you start working.

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## **44. Can I cancel the "Student Enrolment Agreement" and discontinue my studies?**

Yes, the "Student Enrolment Agreement" can be cancelled within 14 days of signing without giving reasons. In this case, all payments (minus the non-refundable deposit) will be refunded. The refund will be made within 28 days of receipt of the cancellation.

After this period has expired, there will be no refund of fees already paid. If the student drops out after the start of the program, there may also be a pro rata payment obligation of 30% of the total tuition fee.

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## **VI Degree and career opportunities**

### **45. Which career opportunities does the MBA open up for me?**

An MBA degree significantly improves your career opportunities. Graduates of our program find positions in:

- General Management & Corporate Governance
  - Marketing & Strategic Management
  - Human Resources & Personnel Development
  - Sales & Distribution
  - Startups & founding a company
- 

### **46. Will I get a higher salary with an MBA?**

An MBA does not automatically lead to a higher salary, but usually improves career opportunities and the negotiating position for a salary increase. The return on investment (ROI) depends on the current market situation. In any case, however, a general improvement in your professional situation is achieved and your personal career horizon is broadened. So you will definitely be on the winning side.

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### **47. What is the average failure rate?**

So far, none of our students have failed to successfully complete the program. On the one hand, this is due to the practical, application-orientated examination structure, which comprises reflection reports and a Master's thesis rather than traditional examinations. On the other hand, our MBA program is characterized by a highly motivated and committed student body, which has a strong commitment and is closely supervised right from the start. Through intensive coaching and individual support during the program, we ensure that all participants are optimally prepared and can successfully complete their

studies.

## 48. Is there a graduation ceremony?

Yes, graduates have the opportunity to take part in a graduation ceremony in England.

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## VII Network and partner universities

### 49. Can I talk to an "enrolled" or "alumni" in advance?

Yes, contacts to alumni or current students can be arranged on request.

What our students say about the MBA:

"The MBA has greatly enhanced my leadership and innovation skills. The practical content and flexibility were perfect for my career!"

Sascha Baae, Talent Scout, Management Consultant and Executive in a Global IT Company

"Entering a management program without a high school diploma or bachelor's degree – this MBA has proven that competence is what truly matters!"

Jan Hesselbarth, Founder & Executive in a Global Consulting Company

Find more success stories on our website!

### 50. Which ranking do the partner universities have?

According to the latest 2025 Times Higher Education Ranking of the prestigious newspaper "The Times" and "The Sunday Times" in the category "Business Management and Marketing", the "University of Central Lancashire" is in 46th place, the "University of Wolverhampton" in 75th place and the "Anglia Ruskin University" in 94th place. The "University of Wrexham" is even in 4th place in terms of "Teaching Quality".

All universities are classified with the highest status H+ according to "anabin (The information portal for foreign degrees in Germany: <https://anabin.kmk.org/db/institutionen> ).

### 51. Are the partner universities and degree programmes accredited?

All degree programs, including the MBA programs are accredited by the Office of Qualifications and

Examinations Regulation (Ofqual).

The MBA-awarding universities are all state-recognized.

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## **52. What networking opportunities does the MBA program offer?**

The MBA program opens up numerous networking opportunities:

- Alumni network: You will become part of a global network of graduates working in various industries.
- Guest lectures & expert talks: Regular webinars with leading experts.
- Company co-operations: Access to partner companies and potential employers.
- Interactive online community: opportunity to network with other students.

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## **53. Can I freely choose the partner university for the MBA?**

Yes, you can indicate preferences for the partner university and we will do our best to facilitate these. However, final allocation is subject to availability and institutional agreements, so placement at the preferred university cannot be guaranteed.

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## **VIII Additional offers and customization options**

### **54. Is it possible to obtain an additional certificate or specialization within the MBA program?**

Yes, we offer co-branding options and individual specializations for companies and groups.

This includes:

- Additional modules: Companies can add specific modules.
- Customization of the degree title: The title can be tailored to company requirements.
- Dual certification: Participants in our Executive Leadership Program also receive a certificate from renowned institutions such as Oxford University or Imperial College London.

Further information is available at

### **55. What conditions and structuring options are available for companies?**

We offer special conditions and flexible organization options for companies:

- Co-branding of the Level 7 diploma
- Price reduction: For enrolment of at least 12 participants
- Individual module customization: Specific modules can be integrated in addition to the 8 standard modules in order to tailor the program to company-specific requirements.
- Adaptation of the diploma title.

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## **56. Executive Leadership Program with Prof. Marc Opresnik: How can I acquire an additional certificate at an elite university?**

Students on the MBA program and external managers have the opportunity to take part in the Executive Leadership Program with Prof. Marc Opresnik - an intensive one-week program at one of the world's leading elite universities.

Structure of the program:

- Duration: 1 week
- Locations: The program usually takes place at one of the following renowned universities:
  - University of Oxford
  - University of Cambridge
  - London Business School
  - Imperial College London
  - Copenhagen Business School

Procedure:

- 5 days of lectures & seminars at the chosen elite university
- 2-day intensive workshop with Prof Opresnik, with practical strategies, leadership methods and individual coaching

Certificates & crediting options:

- Elite University Certificate: Successful participants receive an official Executive Leadership Certificate from the respective institution.
- Certificate from Opresnik Business School: In addition, a certificate from Prof. Marc Opresnik is awarded, with the possibility of transferring credit points to the MBA program.
- This means that one of the eight modules of the regular MBA program can be omitted.

Can be booked independently & additively:

This exclusive program can be booked independently of the MBA course or as additional further training. It is aimed at anyone who wants to develop their leadership skills at the highest academic level.

For further information and booking details please contact us at:

[Globalteam@psypanconsulting.com](mailto:Globalteam@psypanconsulting.com)

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