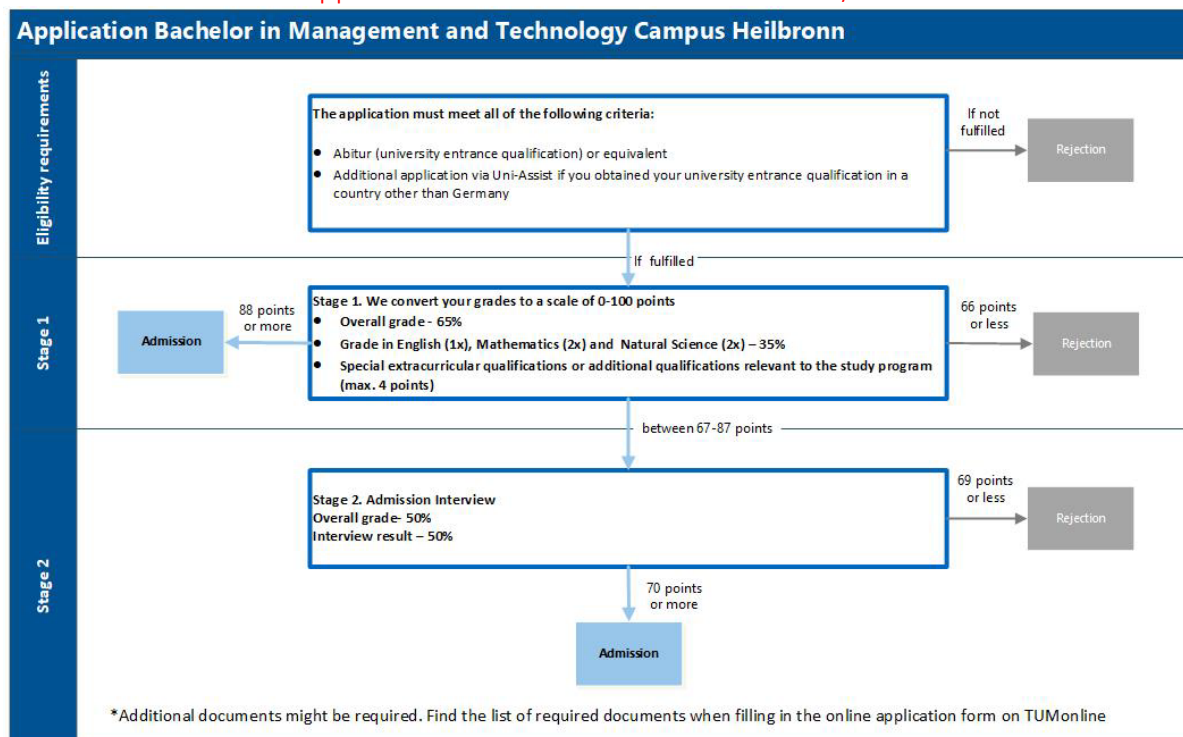


TUM School of Management – Assessment procedure
Bachelor in Management and Technology (Campus Heilbronn)
Valid for applications for the winter semester 2023/24 or later*



Entrance Requirements

To be eligible to apply for the Bachelor in Management and Technology program, applicants must:

- Have an Abitur (university entrance qualification) or similar

If your application fulfills all entrance requirements it will start with the first stage of the assessment procedure.

Stage 1. Final grade + individual grades + additional qualifications

For applicants with a German Abitur, we will take the final Abitur grade into account, as well as the four individual half-year grades in Mathematics, English, and an Advanced Natural Science subject. For applicants with an international university entrance qualification, we will take the final grade and the grades received in the last two years of secondary school in the subjects Mathematics, English, and an Advanced Natural Science subject into account.

Overall grade (65%)	$120 - (20 * \text{final grade}) = \text{interim result 1}$ $\text{Interim result 1} * 0,65 = \text{Result 1}$
Individual (half-year) grades (35%)	$\text{Mathematics Grade} * 2$ $+ \text{Natural Science Grade} * 2$ $+ \text{English Grade} * 1$ <hr/> Sum $\text{Sum} / 5 \text{ (factor)} = \text{interim result 2}$ $120 - (20 * \text{interim result 2}) = \text{interim result 3}$ $\text{Interim result 3} * 0,35 = \text{Result 2}$
Additional qualification	Up to 4 points could be granted
Points at Stage 1	$\text{Result 1} + \text{Result 2} + \text{additional qualification} = \text{Final Result}$

This table is an example for international university entrance qualifications. The factor will be adjusted to the available grades.

Information about additional qualification

Up to 4 points could be granted for evidence of special extracurricular qualifications or additional qualifications relevant to the study program. The following activities can be considered as extracurricular qualifications or additional qualifications:

- Vocational training or apprenticeship (Berufsausbildung oder Lehre)
- Internships
- Successful participation in the MINT program
- Participation with distinction at the state level in the competitions: "Jugend forscht", "Jugend gründet", "Mathematik-Olympiade" or comparable competitions relevant to the study program.

The points are allocated according to type of qualification and duration:

Type of qualification	Duration					
	Completion	Full- time (35 Hrs/wk or more)			Half-time	
	Successfully completed	1-12 months	13-24 months	> 2 years	> 1 year	> 2 years
Training or apprenticeship (Berufsausbildung oder Lehre)	4					
Internship		0	1	2	0,5	1
MINT study at TUM		2				
Competition		2				

You can get up to 100¹ points at the first stage of the assessment procedure. The result of stage 1 either leads to:

- A direct admission: if the application reaches 88 points or more. This does not apply if the application lacks subject-specific individual grades; in this case, it will move to the second stage of the procedure.
- An interview in stage 2 of the assessment procedure: if the application reaches between 67 and 87 points.
- A rejection: if the application only reaches 66 points or less. This also applies if the application lacks individual subject-specific grades and does not reach the minimum score to move to the second stage.

Applications with less than 67 points can move to the second stage of the procedure if the applicant:

- submit proof that they have completed two years of vocational training relevant to their studies.
- was enrolled in the same or a related degree program and provided proof that they have completed at least 20 credits per semester.

Stage 2. Points for overall grade + Interview

If you move to the second stage of the assessment procedure, you will be invited to an interview. The interview is a group interview (5 applicants) that lasts around 50 minutes. The purpose of the interview is to see whether you have what it takes to successfully complete the degree. Your interest in current economic topics is important here, as is your interest in mathematics, engineering and/or natural science. You can get up to 100 points in the interview and you will be assessed by the following criteria:

- Application of mathematical-logical skills (max. 20 points)
- Scientific knowledge (max. 20 points)
- Understanding current economic policy issues (max. 20 points)

¹ Results above 100 points are theoretically possible due to additional qualifications.

- Expression and use of technical terms (max. 20 points)
- Knowledge of the degree program and the specialization possibilities (max. 20 points)

The final result at stage 2 is calculated as follows:

Interim result 1 (from the table above) * 0,5 + interview result * 0,5 = final result stage 2

You can get up to 100 points at the second stage of the assessment procedure. If you have 70 points or more, you will get admission. If you have 69 points or less you will be rejected.

Important: If you apply at Campus Heilbronn and Campus Munich, you will have only one interview and the result is valid for both applications!

Frequently asked Questions

Q: What are the requirements for an IB Diploma to study this course?

A: You can find this information [here](#). If you have questions about this, please contact studium@tum.de.

Q: I do not have direct access to this Bachelor's degree. What can I do about it?

A: You can do the so-called Studienkolleg. Please find more information [here](#).

Q: Do I need proof of proficiency in German and English?

A: No, for an application for Bachelor in Management and Technology (Campus Heilbronn) you do not need language proof. Please keep in mind that this is different for Campus Munich.

Q: Do I have to apply via uni-assist?

A: If you have a university entrance qualification other than the German Abitur, you have to apply via uni-assist in addition to TUMonline. You can find information about uni-assist [here](#).

Q: How should I write the letter of motivation?

A: The letter of motivation should be maximum two A4 pages. You should elaborate your choice for the program, as well as your ability to understand and develop situations from an economic context. Furthermore, you should explain which skills, talents and interests would qualify you for the program, for example through extracurricular activities. If you apply for both degree programs at Campus Munich and Campus Heilbronn, you have to write a letter of motivation for each program, not one for both. Finally yet importantly, motivations are very individual, so please write about your own motivation.

Q: I have serious health, social or family reasons which influenced my school grades. What can I do?

A: Please write us an e-mail to admission_heilbronn@mgt.tum.de.

Q: My grades are different to the German grading system. How can I know what it would be?

A: You can use the [Bavarian Formula](#) for orientation. Please do not convert anything yourself, if necessary this is done by TUM once you have officially applied

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Q: I have problems with calculating my score with the table above. Can you help me with this?

A: No, unfortunately we cannot pre-calculate this. Please apply and then your score will be calculated.

Q: Do I have higher chances to get an admission if I apply for both Campuses?

A: No, you will have only one interview and the result is valid for both Campuses.

Q: Is there a difference in the aptitude assessment procedure between Bachelor in Management and Technology (Campus Munich) and Bachelor in Management and Technology (Campus Heilbronn)?

A: If you apply for Campus Heilbronn, you don't need proof of proficiency in English or German. And at the first stage only English grades can be considered while for Campus Munich English or German grades can be considered.

Q: Are the interviews in English or German?

A: If you apply for Campus Munich, we give you the opportunity to choose if you want to do it in English or German. We recommend you to choose the language in which you feel more comfortable. If you apply for Campus Heilbronn, all interviews are conducted in English. In case you apply for both campuses, it is only one interview in English.

Q: How can I prepare for the interview?

A: The best way you can prepare for the interview is to inform yourself about the program and stay up-to-date with current economic developments. We recommend you to read the information about the program on our website and to read newspapers and other reliable sources of information.

Q: Does the Student Council (representatives of students) have a website?

A: Yes, you can find it [here](#).

Q: Where can I find the statute on the assessment procedure?

A: You can find it in the [download area of our website](#). Please make sure to use the most current version available.

Q: I could not find the answer to my question here. What can I do?

A: Please just write us an e-mail to admission_heilbronn@mgt.tum.de.