

κ. Μάριο Τσιακκή
Γενικό Διευθυντή
ΚΕΒΕ

Θέμα: Υποτροφίες για MBA ή MBA Shipping και M.Sc. HRM & CS από το CIM προς τα μέλη του ΚΕΒΕ

Είμαστε στην ευχάριστη θέση, όπως και στις προηγούμενες χρονιές, να σας πληροφορήσουμε ότι στα πλαίσια της προσφοράς του προς τις Κυπριακές επιχειρήσεις, το CIM, θα παραχωρήσει 3 (τρεις) υποτροφίες με βάση ακαδημαϊκά κριτήρια και επαγγελματική πείρα, στα μέλη του ΚΕΒΕ τα οποία θα γίνουν δεκτά στο Πρόγραμμα το Οκτώβριο του 2019, ως εξής:

- 1 Υποτροφία 50% αξίας € 3,850 για το πρόγραμμα MBA (Λευκωσία/Λεμεσός) ή MBA Shipping (Λεμεσός) και 1 Υποτροφία 50% αξίας € 3,250 για το πρόγραμμα M.Sc. HRM & CS (Λευκωσία/Λεμεσός)
- 2 Υποτροφίες 25% αξίας € 1,925 έκαστην για το πρόγραμμα MBA (Λευκωσία/Λεμεσός) ή MBA Shipping (Λεμεσός) και 2 Υποτροφίες 25% αξίας € 1,625 έκαστην για το πρόγραμμα M.Sc. HRM & CS (Λευκωσία/Λεμεσός)

Τα εν λόγω προγράμματα είναι αναγνωρισμένα από το ΣΕΚΑΠ/ΔΙΠΑΕ/ΚΥΣΑΤΣ και είναι διάρκειας ενός έτους σε πλήρη φοίτηση ή δύο ετών σε μερική φοίτηση.

Τα Προγράμματα του CIM είναι εξειδικευμένα στις ανάγκες των Κυπριακών Επιχειρήσεων και εδώ και 41 χρόνια συνεισφέρουν στην αναβάθμιση και κατάρτιση των στελεχών τους. Η διάρκεια του προγράμματος είναι ένα ακαδημαϊκό έτος με μαθήματα που προσφέρονται κατά τις βραδινές ώρες, 18:00 – 22:00. Όλα τα προγράμματα προσφέρονται στην Αγγλική γλώσσα.

Τα κριτήρια εισδοχής είναι:

- Αναγνωρισμένο Πρώτο Πτυχίο
- Καλή Γνώση της Αγγλικής Γλώσσας
- Επαγγελματική πείρα

Οι ενδιαφερόμενοι καλούνται όπως αποστείλουν πλήρη βιογραφικό στην διεύθυνση scholarships@cima.ac.cy μέχρι **30 Μαΐου 2019**. Για περισσότερες πληροφορίες για το παρακαλούμε όπως επικοινωνήσετε μαζί μας στο τηλ. 22778475 ή να επισκεφτείτε την ιστοσελίδα μας www.cima.ac.cy

Για σωστή και έγκαιρη πληροφόρηση, θα εκτιμούσαμε ιδιαίτερα την κοινοποίηση της απόφασης αυτής από εσάς προς το προσωπικό σας.

Με εκτίμηση

Γιάνκος Χατζηγιάννης
Αναπληρωτής Γενικός Διευθυντής

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EUROPA DONNA CYPRUS
STRATEGIC PARTNER

Nicosia / Limassol



CYPRUS INSTITUTE
of MARKETING

**THE CYPRUS
BUSINESS SCHOOL**

Master of Business Administration (MBA)

Earn a world-class **MBA designed for Executives** and ranked 22nd in the world!

14 months FT | 24 months PT

Welcome to the Cyprus Business School

The Cyprus Institute of Marketing (CIM) has been operating in Nicosia since 1978 and in Limassol since 1984. Originally set up to promote the science of Marketing in Cyprus and abroad, during the last 41 years CIM has evolved into an all-round Business School, offering an array of programmes – from Marketing and Management to Finance & Accounting, Shipping, and International Business & Commercial Law.

Over the years, CIM has provided the opportunity to more than 5,000 students to acquire world-class qualifications and fulfil their aspirations. The majority of these are individuals who had missed out, for one reason or another, on the opportunity to study after graduating from secondary school, yet who always had the desire to pursue learning, gain further knowledge and qualifications, and advance their careers.

Though CIM now serves students from all ages and all walks of life, it still offers exclusively evening classes – in order to cater for the needs of working individuals. And it still puts its emphasis on combining theory and practice.

We are proud to be Cyprus's finest Business School. And we are proud to offer the best education at the most affordable fees.

What is an MBA?

The MBA programme was developed originally in the United States and soon afterwards was introduced in the UK. It continues to grow in reputation and demand as the world's top business qualification. With the growing internationalisation of the world economy, an increasing number of companies and organisations now require top managers to have MBA Degrees. MBAs cover not only Business Administration but a variety of subjects, all of which are of vital importance to managers in the business and public sectors.

Why study for the CIM MBA?

The Cyprus Institute of Marketing MBA programme has been designed for aspiring and ambitious Executives. Whatever the stage of your career, it will accelerate your managerial and leadership development process.

Gaining an MBA from Cyprus's top Business School will enable you to become more competitive in the market place as your knowledge of management skills and operating techniques will be significantly improved.

Management in both the private and public sectors requires the highest level of relevant executive training, as well as vision, analytical skills and the ability to implement far-reaching decisions.

Our MBA programme will make you look beyond narrow boundaries and horizons, preparing you for higher-level career planning. It has been designed by academic experts and business professionals for practising managers with previous relevant education, training and work experience, who are required to make a major contribution to the policy and philosophy of their organisations.

The specific focus of the programme is on enabling managers to operate at a strategic level and manage their organisations effectively in the complex and uncertain business environment of today. Our close links with the industry and the commercial and public sectors ensure that the CIM MBA programme is relevant and has high practical value.



Aims

- To provide you with a **broad understanding of managerial techniques** necessary for efficient decision-making
- To offer a **global view of management**, enabling students to face the challenges of the twenty-first century in a learned and informed way
- To promote **increased managerial effectiveness and competence** to help you understand the various strategic approaches to managing a modern business
- To enrich your **personal development and managerial prospects** by encouraging learning from your past experiences and current needs, while prompting you to speculate about the future prospects of their market

Subjects

The programme is made up of 6 subjects, 4 of which are compulsory and 2 optional:

Compulsory Subjects

1. Strategic Management
2. Organisational Behaviour
3. Research Methods
4. Business Economics

Optional Subjects

5. Financial Management (Risk)
6. Business Statistics
7. Marketing Management (Digital)
8. Advertising & Public Relations
9. Executive Skills (Leadership & Innovation)
10. International Marketing

Note: All optional modules are subject to availability of lecturers and student demand. For a subject to run, there should be a minimum of five students.

Dissertation

A key requirement of the MBA is a Dissertation of 10,000 words, which must be submitted by November or, in case the Dissertation is found wanting further revision by the Institute's markers, by December. The Dissertation must be of satisfactory standard and must contain original research work. Students may be required to present and defend their work to an examining panel. The 10,000-word Dissertation is a major part of the MBA and a student not submitting an up-to-standard Dissertation will not be awarded the Degree. The Dissertation must be on a pre-agreed topic (agreed with the student's tutor) and should have a Research bias. Students are expected to begin work on their Dissertations once exams are over in June. They must submit their work by the end of November of the same year.

The students are allocated a tutor, who assists them in the early stages of research in January. The Institute encourages students to undertake studies that are of a current concern to a real organisation, preferably their own if employed.

Dissertations are marked by an internal examiner and moderated by an external examiner. The pass mark is 50% and students' performance will be indicated on their transcript. In case the Dissertation is not of an acceptable standard, students, paying an extra 85 Euros, may re-submit their work, which has to be in by latest December. If the Dissertation is again found to be unsatisfactory, then the student will fail their MBA.

Duration

Full-Time: 14 months

Part-Time: 24 months

Commencement

The academic year for a September start runs from September to May, when the final exams take place. From June onwards, students work on their Dissertation, which must be submitted in November. The academic year for a January start runs from January to August, with final exams conducted in September.

The Dissertation in this case must be submitted by March of the following year.

Weekly hours taught/ ECTS

The number of weekly contact hours for **full-time** study is 18 teaching periods per week. The total number of subjects taught in one year are 6.

For **part-time** students, the number of weekly teaching periods is 9. The total number of subjects taught in one year are 3.

Each subject is worth 12 ECTS. The Dissertation is worth 18 ECTS. The programme is made out of a total of 90 ECTS.

Entry requirements

Entry requirements are flexible and are based on a candidate's proven academic ability, motivation, experience as a manager or business executive, and the added value they can bring on the course.

The usual minimum requirements are:

- A recognised Bachelor's Degree

AND

- 3 years of work experience

AND

- IELTS 6.5 or equivalent

Assessment

- The pass mark is 50%
- Two Assignments worth of a combined 40%
- Final Examination worth of 60%

Tuition Fees

€7700

Recognition

The CIM MBA is one of the first MBAs to be offered in Cyprus and enjoys world-wide recognition. Both in Nicosia and in Limassol, the CIM MBA has been accredited by SEKAP and recognised by KYSATS. As such, Cypriot students are eligible to apply for Government subsidy up to €3417



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1978-2019
41 YEARS
TEACHING SUCCESS



Institutionally Approved



PARTNER IN
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STRATEGIC PARTNER

Nicosia / Limassol



CYPRUS INSTITUTE
of MARKETING

**THE CYPRUS
BUSINESS SCHOOL**

Master of Business Administration (MBA) with Shipping

14 months FT | 24 months PT

Welcome to Cyprus' Business School

The Cyprus Institute of Marketing (CIM) has been operating in Nicosia since 1978 and in Limassol since 1984. Originally set up to promote the science of Marketing in Cyprus and abroad, during the last 40 years CIM has evolved into an all-round Business School, offering an array of programmes – from Marketing and Management to Finance & Accounting, Shipping, and International Business & Commercial Law.

Over the years, CIM has provided the opportunity to more than 5,000 students to acquire world-class qualifications and fulfil their aspirations. The majority of these are individuals who had missed out, for one reason or another, on the opportunity to study after graduating from secondary school, yet who always had the desire to pursue learning, gain further knowledge and qualifications, and advance their careers.

Though CIM now serves students from all ages and all walks of life, it still offers exclusively evening classes – in order to cater for the needs of working individuals. And it still puts its emphasis on combining theory and practice.

We are proud to be Cyprus's finest Business School. And we are proud to offer the best education at the most affordable fees.

What is an MBA?

The MBA programme was developed originally in the United States and soon afterwards was introduced in the UK. It continues to grow in reputation and demand as the world's top business qualification, while it has recently also branched out into specialisations – such as Shipping. With the growing internationalisation of the world economy, an increasing number of companies and organisations now require top managers to have MBA Degrees. MBAs cover not only Business Administration but a variety of subjects, all of which are of vital importance to managers in the business and public sector.

Why the CIM MBA with Shipping?

As one of the first higher education institutions in Cyprus to offer Shipping, and on the back of two very successful undergraduate programmes in Shipping, it was only a matter of time before CIM introduced its MBA with Shipping.

International Shipping has always been critical to the development of world trade, and Cyprus has always profited from it. The inter-relationships between falling transportation costs, economic growth and globalisation in the twentieth century have made Shipping one of the most profitable and exciting occupations. The CIM MBA with Shipping considers trading patterns and Shipping organisation in their legal, financial and managerial context.

The course delivers a comprehensive and integrated overview of the core subjects essential to a thorough understanding of Business Administration and Shipping Management. It will develop your generic business skills whatever your background or career stage and it will enhance your critical analytical skills.

Further, the interdisciplinary nature of the programme will prepare you to be a future professional who can function effectively in the complex business environment of the global marketplace. The diversity of supporting activities within the highly dynamic trade and maritime industry and its various sectors, consisting of many hundreds of large, medium and small firms, makes this choice possible.



Aims

The specific objectives of the MBA with Shipping are that the students:

- Develop the intellectual skills necessary to contribute to developing strategies for the direction of international transport and trade;
- Become familiar with the main theories and practices of international shipping, transport and trade;
- Learn to identify and critically analyse the structures and institutions of managing and organising sea transport;
- Fully grasp the importance of the economic and regulatory institutions and practices of trade and transport.

Subjects

The programme is made up of 6 subjects, 5 of which are compulsory and 1 optional:

Compulsory Subjects

1. Strategic Management
2. Organisational Behaviour
3. Research Methods
4. Maritime Economics, Finance & Accounting
5. Maritime Law & Marine Insurance

Optional Subjects (Choose 1)

6. Shipbroking & Chartering Practice
7. International Trade & International Marketing
8. Maritime Logistics

Note: All optional modules are subject to availability of lecturers and student demand.

Dissertation

A key requirement of the MBA is a Dissertation of 10,000 words, which must be submitted by November or, in case the Dissertation is found wanting further revision by the Institute's markers, by December. The Dissertation must be of satisfactory standard and must contain original research work. Students may be required to present and defend their work to an examining panel. The 10,000-word Dissertation is a major part of the MBA and a student not submitting an up-to-standard Dissertation will not be awarded the Degree. The Dissertation must be on a pre-agreed topic (agreed with the student's tutor) and should have a Research bias. Students are expected to begin work on their Dissertations once exams are over in June. They must submit their work by the end of November of the same year. Throughout the process, students are helped by their supervisor. The Institute encourages students to undertake studies that are of a current concern to a real organisation, preferably their own if employed.

Dissertations are marked by an internal examiner and moderated by an external examiner. The pass mark is 50% and students' performance will be indicated on their transcript. In case the Dissertation is not of an acceptable standard, students, paying an extra 85 Euros, may re-submit their work, which has to be in by latest December. If the Dissertation is again found to be unsatisfactory, then the student will fail their MBA.

Duration

Full-Time: 14 months

Part-Time: 24 months

Commencement

The academic year for a September start runs from September to May, when the final exams take place. From June onwards, students work on their thesis, which must be submitted in November. The academic year for a January start runs from January to August, with final exams conducted in September. The thesis in this case must be submitted by March of the following year.

Weekly hours taught / ECTS

The number of weekly contact hours for **full-time** study is 18 teaching periods per week. The total number of subjects taught in one year are 6.

For **part-time** students, the number of weekly teaching periods is 9. The total number of subjects taught in one year are 3.

Each subject is worth 12 ECTS. The Dissertation is worth 18 ECTS. The entire programme is made up of 90 ECTS.

Entry requirements

Entry requirements are flexible and are based on a candidate's proven academic ability, motivation, experience as a manager or business executive, and added value that they will bring on the course.

The usual minimum requirements are:

- A recognised Bachelor's Degree
AND
- 3 years of work experience
AND
- IELTS 6.5 or equivalent

Tuition Fees

Same fees apply to EU and International students

€7700

Strategic Partners

The Strategic Partners represent companies which are global leaders in their respective fields and they shall offer as strategic partners among others:

- Guest Lecturing
- Material to students/lecturers
- Awards for Top-Performing students
- Internship Opportunities
- Master Consulting Projects



Assessment

- Two Assignments worth of a total of 40%
 - Final Examination worth of 60%
- The pass mark is 50%

Recognition



CIM is delighted to announce that, following thorough review, its MBA with Shipping has been awarded the maximum exemptions (3 out of 7) offered by the Institute of Chartered Shipbrokers:

1. Introduction to Shipping
2. Marine Insurance
3. Economics of Sea Transport & International Trade

The CIM programme is the only Master with Shipping programme in Cyprus that enjoys maximum exemptions from ICS.

Apart from recognition By ICS (UK) the CIM MBA Shipping has been accredited by the Cyprus Quality Assurance Agency and thus recognised by KYSATS.

Cypriot students are eligible to apply for Government subsidy up to €3420.



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1978-2018
40 YEARS
TEACHING SUCCESS



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EUROPA DONNA CYPRUS
STRATEGIC PARTNER

Nicosia / Limassol



Master of Science (M.Sc.) in Human Resource Management & Corporate Strategy

14 months FT | 24 months PT

Welcome to Cyprus' Business School

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Over the years, CIM has provided the opportunity to more than 5,000 students to acquire world-class qualifications and fulfil their aspirations. The majority of these are individuals who had missed out, for one reason or another, on the opportunity to study after graduating from secondary school, yet who always had the desire to pursue learning, gain further knowledge and qualifications, and advance their careers.

Though CIM now serves students from all ages and all walks of life, it still offers exclusively evening classes – in order to cater for the needs of working individuals. And it still puts its emphasis on combining theory and practice.

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Course Objectives

The primary objective of the MSc in Human Resource Management & Corporate Strategy is to nurture aspiring HR managers and create effective strategic decision makers.

Graduates of the MSc will be able to carve out successful HR policies and practices, as well as make informed strategic decisions, across different global contexts.

Aims

- Increase understanding of aspects of human resource management and critically evaluate the role HRM can play in achieving a competitive advantage in a dynamic, global environment
- Develop strategic skills and thinking in order to become an organisational change agent, while at the same time learn to effectively manage day-to-day operational needs
- Learn to manage and retain talent across borders, continents and cultures
- Gain a deep insight into organisational business priorities and appreciate how HRM can contribute to broader corporate strategic objectives

Learning Outcomes

- Acquire the technical skills required in human resource management
- Identify the importance of motivation in terms of knowledge and practice as well as maintain talented employees
- Increase your ability to use data and apply analytical strategic skills in solving HRM problems and in making competitive strategic decisions
- Develop an ability to organise people and exercise leadership in culturally diverse environments
- Exercise ethical judgement and design corporate strategic decision making
- Acquire the strategic knowledge to manage effectively an organisation's human resources in a competitive manner

Why the CIM M.Sc.?

This MSc programme will accelerate your managerial and leadership development process. Gaining an MSc from The Cyprus Institute of Marketing will make you a great deal more competitive in the market place, as your knowledge of management skills and operating techniques will be significantly improved.

Management in both the private and public sectors requires the highest level of relevant executive training, as well as vision, analytical skills and the ability to implement far-reaching decisions. Our MSc programme will make you look beyond narrow boundaries and horizons, preparing you for higher-level career planning.

Our close links with the industry and the commercial and public sectors ensure access to real case studies and maximise the employment prospects of our graduates.



Dissertation

A key requirement of the MSc is a Dissertation of 10,000 words, which must be submitted by November or, in case it is found wanting further revision by the Institute's markers, by December. The Dissertation must be of satisfactory standard and must contain original research work. Students may be required to present and defend their work to an examining panel. The 10,000-word Dissertation is a major part of the Human Resource Management & Corporate Strategy MSc and a student not submitting an up-to-standard Dissertation will not be awarded the MSc.

The Dissertation must be on a pre-agreed topic (agreed with the student's tutor) and should have a research bias. Students are expected to begin work on their Dissertations once exams are

over in June. They must submit their work by the end of November of the same year.

Students are allocated a tutor, who assists them in the early stages of research in January. The Institute encourages students to undertake studies that are of a current concern to a real organisation, preferably their own if employed.

Dissertations are marked by an internal examiner and moderated by an external examiner. The pass mark is 50% and students' performance will be indicated on their transcript. In case the Dissertation is not of an acceptable standard, students, paying an extra 85 Euros, may re-submit their work, which has to be in by latest December. If the Dissertation is again found to be unsatisfactory, then the student will fail their MSc.

Subjects

The programme is made up of 6 subjects, 5 of which are compulsory and 1 optional:

Compulsory Subjects

1. Strategic Management
2. Managing Human Resources
3. Organisational Behaviour
4. Research Methods
5. Strategic Human Resource Management

Optional Subjects (Choose 1)

6. International Human Resource Management
7. Employment Law
8. Ethics & Corporate Social Responsibility

Note: Optional subjects offered are subject to availability of lecturers and to student demand. For a subject to run, there should be a minimum of five students enrolled on it.

Duration

Full-Time: 14 months

Part-Time: 24 months

Commencement

The academic year for a September start runs from September to May, when the final exams take place. From June onwards, students work on their Dissertation, which must be submitted in November. The academic year for a January start runs from January to August, with final exams conducted in September. The thesis in this case must be submitted by March of the following year.

Weekly hours taught / ECTS

The number of weekly contact hours for **full-time** study is 18 teaching periods per week. The total number of subjects taught in one year are 6.

For **part-time** students, the number of weekly teaching periods is 9. The total number of subjects taught in one year are 3.

Each subject is worth 12 ECTS. The Dissertation is worth 18 ECTS. The programme is made out of a total of 90 ECTS.

Entry requirements

Entry requirements are flexible and are based on a candidate's proven academic ability, motivation, letters of reference, experience as a manager or business executive, and added value they can bring to the programme.

The usual minimum requirements are:

- A Recognised Bachelor's Degree

AND

- IELTS 6.5 or equivalent



Assessment

- The pass mark is 50%
- Two Assignments worth of a combined 40%
- Final Examination worth of 60%

Tuition Fees

€6500 EU students

€7000 International students

Recognition

Apart from approval by SHRM, the CIM MSc HRM & CS has been accredited by the Cyprus Quality Assurance Agency and is recognised by KYSATS.

Cypriot students are eligible to apply for Government subsidy up to €3420.



APPROVED AS ALIGNED BY THE SOCIETY FOR HUMAN RESOURCE MANAGEMENT (SHRM)

The Society for Human Resource Management (SHRM) has acknowledged that the CIM Master in Human Resource Management & Corporate Strategy fully aligns with SHRM's HR Curriculum Guidebook and Templates. Throughout the world, 474 programs in 359 educational institutions have been acknowledged by SHRM as being in alignment with its suggested guides and templates. The HR Curriculum Guidebook and Templates were developed by SHRM to define the minimum HR content areas that should be studied by HR students at the undergraduate and graduate levels. The guidelines -- created in 2006 and revalidated in 2010, 2013, and 2017-- are part of SHRM's Academic Initiative to define HR education standards taught in university business schools and help universities develop degree programs that follow these standards.



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