

Digital M.Sc. & Study Program of the Digital Business School at the HfWU in Germany

Prof. Dr. Stefan Detscher – Digital Business School @ HfWU





Hochschule für Wirtschaft und Umwelt Nürtingen-Geislingen

# About Us

### Nürtingen-Geislingen University of Applied Sciences (HfWU)

- System-accredited state university with top rankings from WirtschaftsWoche and by CHE/ Die ZEIT in Germany
- Strong position in practice-oriented teaching and applied research with >30 full-time + >20 part-time bachelor's and master's degree courses/programs

### Digital Business School at HfWU

- Experienced faculty of >10 professors and >25 expert lecturers from leading enterprises, agencies and consultancies
- Strong global organization team & own digital learning platform
- Highest ratings on evaluation portals

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### HfWU Academy

- Central competence center of the HfWU for continuing education and further education programs
- Several thousand participants and graduates for >20 years



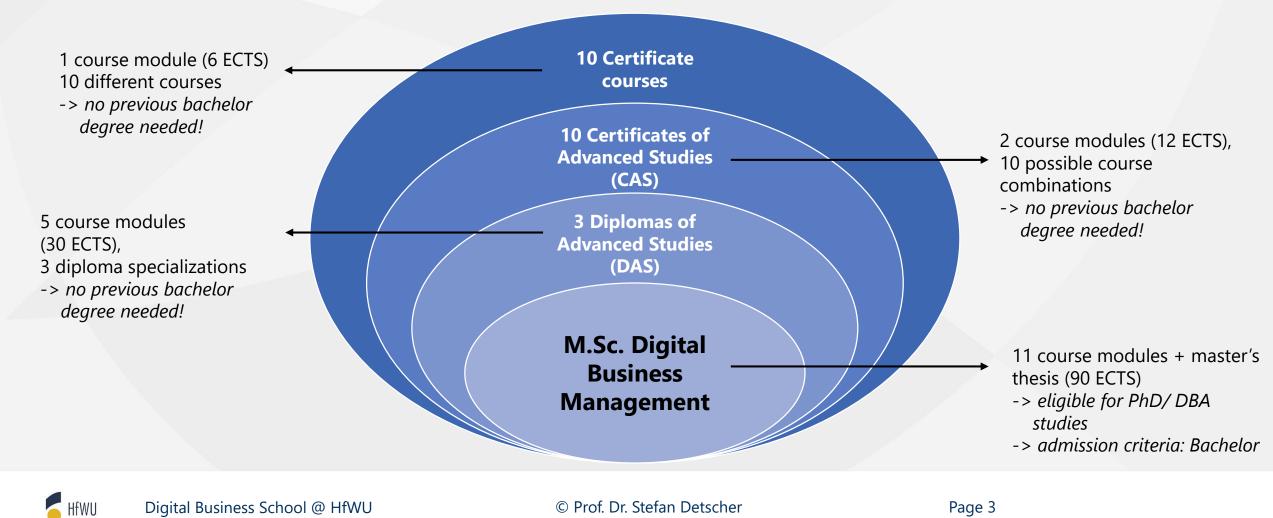
### Director Digital Business School: Prof. Dr. Stefan Detscher

- Executive director of the Digital Business Institute and director Digital Business School at HfWU
- Professor in the business administration faculty at the HfWU
- Founder/ member of the management board of/ in several (Global) tech start-ups/ companies
- Investor & advisory board in global tech start-ups, among others tado°
- Formerly internat. mgmt. consultant at Kearney & Roland Berger





### Digital M.Sc. & Study Programs @ HfWU



### Our Curriculum

Competence Areas	Course Modules (10 x 6 ECTS)			
Digital Business	Digital Business Innovation	Digital Business Planning, Steering & Valuation		
AI & Analytics	AI Based Customer Experience Management	Machine Learning & Big Data Analytics		
Web3 & Immersive Web	Blockchain Technology & Web3 based Business Models	Immersive Web & 3D-Technologies		
Digital Leadership & Transformation	Digital Leadership	Digital Transformation		
Digital Marketing & Sales	Digital Marketing	Digital Sales & E-Commerce		
Digital Research	Master Thesis & Seminar (24 ECTS + 6 ECTS)			
Degree: Master of Science Digital Business Management (90 ECTS)				

Module Handbook: https://acrobat.adobe.com/link/review?uri=urn:aaid:scds:US:6fa032f6-511a-3fb8-828d-7315e65bb48a

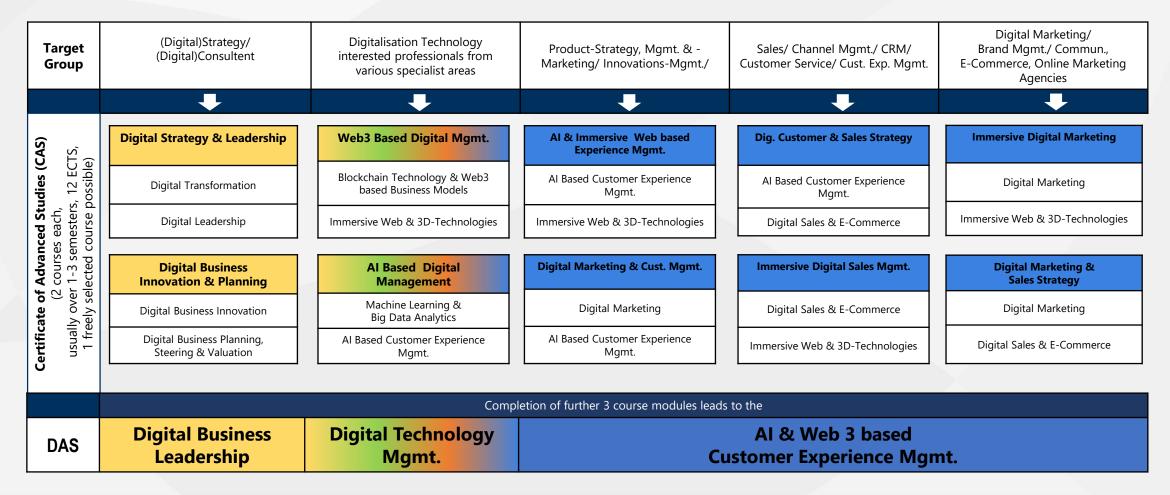
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# Diploma of Advanced Studies (DAS)

Target Group	Innovation Management. Digital Strategy, Transformation	R&D, IT (Project) Management, Technology Management	Online Marketing, Web & Content Creation, E-Commerce		
DAS	Digital Business Leadership	Digital Technology Mgmt.	AI & Web3 based Customer Experience Mgmt.		
a of Advanced dies (DAS) each, usually over 3 sters, 30 ECTS; n one foreign module possible)	Digital Business Innovation				
	Digital Business Planning, Steering & Valuation	Machine Learning & Big Data Analytics	Digital Marketing		
	Digital Transformation	AI Based Customer Experience Management			
Diploma o Studie: (5 courses each semesters enrollment in on poss	Blockchain Technology & Web3 based Business Models		Digital Sales & E-Commerce		
(5 c	Digital Leadership	Immersive Web & 3D-Technologies			
	Completion of further 6 course modules + preparation of a Master's thesis as a combined degree program leads to the				
M.Sc.	Digital Business Management				

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# Certificate of Advanced Studies (CAS)



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### Competence Area: Digital Business

### **Digital Business Innovation**



#### Learning Objectives/ Content:

- Management of disruptive events and developments
- Lean Start-Up Approach and Business Model Canvas to understand, analyze and build digital business models.
- Value and growth drivers for digital business models
- Application of AI based innovation simulation software



#### Dr. Martin Handschuh:

- Founder and managing director of eco2nomy GmbH
- Founder/ venture partner e.venture consulting & VC-Investor
- Long-time A.T. Kearney Partner and head of the
- global A.T. Kearney B2B Sales Competence Center
- Expert for strategy, growth, digital sales & marketing
- Postdoc at Harvard University



#### Melanie Stütz:

- CEO von IDEASCANNER | Think smarter with AI
- Top 50 thought leaders in Al & business models
- European climate pact ambassador for Germany
- Advisory board member & expert in digital business innovation with AI



### Digital Business Planning, Steering & Valuation



### Learning Objectives/ Content:

- Business planning for digital business models
- Performance management for digital business models
- Venture Valuation
- Evaluation of digital business models according to common evaluation methods



#### Oliver Würtenberger:

- Multiple positions as interim CFO at digital/start-up companies, including tado° GmbH and merolt GmbH
- Many years of experience in investment banking (e.g. at Morgan Stanley) and in private equity & venture/growth capital (e.g. at H.I.G. Capital)

### Marc Flammer:

Head of business & process management

at HUGO BOSS AG and expert in the UNECE initiative

- Extensive leadership experience in corporate, mid-market and start-up environments
- Expert for digitalization & supply chain management (esp. RFID & blockchain)





HUGO BOSS

### Competence Area: AI & Analytics

### **AI Based Customer Experience** Management



#### Learning Objectives/ Content:

- Digital customer touchpoints with Al/ chatbots
- Development of a customer experience concept
- Configuration of a chatbot/ avatar
- Large Language Models/ ChatGPT
- Robotic process automation in marketing and sales



#### Julia Lehmann:

- Founder & managing director of OnFore
- Expert for digital innovations/ solutions
- Advisor for customer experience, digital analytics/ marketing and applications of AI in business.
- Board of directors innovatorspace Munich & collaboration in BMF-project ABIDA



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#### Benjamin Ferreau:

- Managing director & CEO of an AI company
- lecturer, speaker and entrepreneur
- Many years of corporate & start-up experience in the areas of digitalization, digital transformation
- M&A Expert in ecommerce, artificial intelligence and business model turnarounds

### Machine Learning & Big Data Analytics

#### Lernziele/ -inhalte:

- Machine learning Forecasting
- Big data analytics (text mining, image mining)
- Predictive analytics
- · CRM analytics

#### **Prof. Dr. Sebastian Moll:**

- Professor for quantitative methods in business administration
- Head of analytics at Dymatrix
- Expert for data science and market analytics
- Many years of consulting experience in the field of CRM and marketing analytics

### Dr. Stefanie Seifert:

- Head of analytics at DYMATRIX
- Consulting expert for data science & customer intelligence
- Extensive consulting experience in marketing automation and data-driven marketing

### **Digital Business School @ HfWU**

### © Prof. Dr. Stefan Detscher



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P/A

für Wirtschaft und Umwelt

Nürtingen-Geislingen



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### Competence Area: Web3 & Immersive Web

### Blockchain Technology & Web3 based Business Models



#### Learning Objectives/ Content:

- Digital networking/ machine learning
- Internet of Things (IoT)
- AR/VR/MR
- Blockchain (technical basics and use cases)
- Web3 based business models

### Philipp Riedlinger:

- Senior Consultant at GFT Technologies SE
- IT business analyst
- Blockchain expert
- Researcher Web3 Business models
- M.Sc. in technical cybernetics





• Basic understanding of 3D modeling and real-time 3D

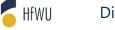
**Immersive Web & 3D-Technologies** 

- Development of interactive experience on the web
- Understanding the importance of immersive web experience and ineractivity / immersiveness for the user experience

#### Philipp Roth:

- Head of innovation & business
   development at Stoll von Gáti
- Team lead concept & design (UI-/UXdesign, creative concept, creative production)
- Studied psychology and computer science (human-computer interaction)
- Expert in innovative technologies, user experience and digital transformation

### STOLL.





### Competence Area: Digital Leadership & Transformation

### **Digital Leadership**



#### Learning Objectives/ Content:

- Agile management & leadership
- Agile (project) management
- New work management approaches
- Use of AI based agile leadership simulation game Leaderfy



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### Manuel Pflumm:

- Founder and managing director of talentturbine GmbH
- Co-founder and managing director of the ed-tech startup
- Leaderfy GmbH • Former managing director in the Indian Tata
- Former managing director in the indian rata Group
  Expert in leadership & talent development,
- Expert in leadership & talent development, as well as agile organizational development





### **Digital Transformation**



### Learning Objectives/ Content:

- Multi-level digital business model transformation
- Participatory transformation
- Change management/ intrapreneurship
- Implementation example of a team transformation and its effects

### **Prof. Dr. Michael Hepp:**

- Professor at the HFU
- Former vice president Digital Business & Transformation, CIO and member of the executive management team at Walter AG
- Many years of experience in the field of digitization,
- Business innovation and M&A e.g. at Festo and
- Rolls Royce Power Systems

#### **Prof. Dr. Stefan Remhof:**

- Professor at the IU (Munich location)
- Guest lecturer at the Frankfurt School of Finance & Management
- Co-Founder and CEO of the EdTech company EDNEO AG
- Managing partner of the HR company People Mobility Alliance
- Angel investor in several HR tech start-ups



### Competence Area: **Digital Marketing & Sales**

### **Digital Marketing**



#### Learning Objectives/ Content:

- Digital (international) marketing strategies & growth hacking
- Digital (global) brand building & management
- Online channel mix strategies, (global) campaign planning and simulation
- Digital B2C and B2B Brand Marketing
- Development of global brand rollout concept and global campaign planning



### **Prof. Dr. Stefan Detscher:**



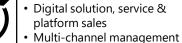
- Professor for digital marketing
- Managing director Digital Business Institute at HfWU
- Managing director of the online marketing service provider RegioHelden
- GmbH in Stuttgart for many years
- Online Marketing & Growth Hacking Expert

### Anita Brenner:

- Lead global online marketing Bosch Power Tools, business unit outdoor & garden
- Head of brandmanagement
- Head of product group DIY 'Cutting'
- Expert for brand, user communication, global campaign
- management online / offline, UX and product management

### **Digital Sales & E-Commerce**





Content:

E-commerce / e-business



### **Prof. Dr. Dirk Funck:**

Professor of trade and cooperation management Expert for multi-channel commerce & online marketplaces Chairman of the advisory board of the Rid Foundation for Bavarian Retail, Munich



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#### Markus Fost (MBA):

• Managing partner of the





& Company

strategy consultancy FOSTEC

digital transformation **FOSTEC&COMPANY** 

### Dr. Hannes Schubert:



- Founder & managing partner of DISCUS Strategy Former managing director E-
- Commerce at Andreas Stihl AG & Co. KG
- Former managing director STIHL direct GmbH
- Founder of several start-ups





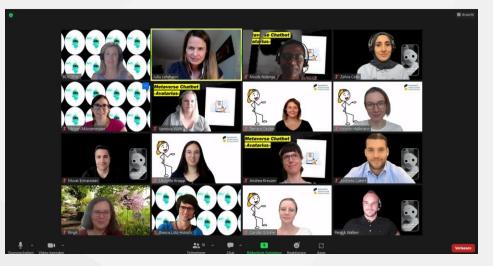
### Extra-Curricular Offerings of the Digital Business School

	Support and mentoring in the Digital MBA		
<b>BEFORE</b> Start of study	Information events Individual study counseling Test lectures		
	Professional	Supra-disciplinary	
<b>WHEREAS</b> of the study	<ul> <li>Lecture/exchange evenings with exciting company representatives, other MBA students and MBA alumni: www.digital-management-talks.de</li> <li>Supervision by the lecturers and exchange with other students between the classroom sessions via our e-learning platform</li> </ul>	<ul> <li>Seminar (Digital) Research Methods – Prof. Dr. Carsten Herbes (= 6th competence area): <ul> <li>Literature research</li> <li>Empirical and qualitative research methods</li> <li>Application of theories in the different fields of digital business management</li> <li>Al based support tool NEOpaper</li> </ul> </li> <li>Office hours/consultation opportunity: with the study program coordination/management, e.g. concerning professional development</li> </ul>	
<b>AFTER</b> Degree	Alumni Initiative & Network		

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### Frame Conditions of the Study Program

- Lecture periods are usually from the end of March to mid-July and from the beginning of October to the beginning of February (with a break over whitsun + christmas as well as on bridge days)
- Each course module comprises synchronous live video course sessions on two Friday afternoons/evenings (4:15pm - 8:15pm) and two Saturdays (8:30am - 4:15pm) supplemented by case study processing and self-study via our e-learning platform
- The nature of the program is **primarily online**. The lectures and examina-tions take place online. Few courses take place in parallel in a hybrid mode (together with our MBA courses), so that students, who live in/close to our university location (near Stuttgart/ Germany) can also join from time to time in person (if they wish).
- Early registration pays off: of the total 20 Master student places per semester, 15 are allocated on a first-come-first-served basis, with the other 5 allocated at the application deadline based on final bachelor's degree grade and relevance of work experience.



### Possible Degrees & Tuition/Fees

### Master of Science (M.Sc.)

- 10 modules (11x 6 ECTS = 66 ECTS)
  + project-based master thesis (24 ECTS) for M.Sc. (90 ECTS)
- *Duration*: **4 semesters** (extendable up to 7 semesters)
- Admission requirement: Bachelor (180 ECTS) and at least 6 months of practical experience

• Fees:

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EUR 2.950 per semester (4 sem.) or EUR 495 per month (24 mon.) + one-time EUR 200 examination fee + EUR 50 processing fee (total: EUR 12.050)

### Certificate of Advanced Studies (CAS)

- Certificate of advanced studies (CAS) upon completion of 2 modules in a subarea
- 9 specializations of the certificate of advanced studies with duration 1-3 sem.
- *Fees:* 2x EUR 1.100 and one-time EUR 100 examination fee (total: EUR 2.300)

### **Diploma of Advanced Studies** (DAS)

- Diploma of Advanced Studies (DAS) upon completion of 5 modules in one subfield
- **3 specializations of** the diploma of advanced studies with duration **3 sem.** / 1.5 years
- Fees: 2x EUR 2.140 + 1x EUR 1.070 and one-time EUR 200 examination fee (total: EUR 5.550)

### Certificate

- Participation in and completion of individual course modules
- Cumulating the modules to MBA or diploma possible if exam is passed
- Alternatively certificate of attendance without exam/(s fee) possible
- Duration: 1 semester
- Fees:
- **EUR 1.150** + EUR 100 examination fee

Participation & examination fees are tax-deductible in many countries or can be (partially) reimbursed/ payed directly by the employer

### USPs of the Digital Business School at HfWU Germany

1. System-accredited state-run Nürtingen-Geislingen University of **Applied Sciences with** top rankings from WirtschaftsWoche and from CHE/ Die ZEIT



6. Focus on project-based student research and master thesis for highest possible practical relevance (incl. research seminar)

2. Innovative topic areas such as artificial intelligence, machine learning, blockchain, cybersecurity, internet of things and industry 4.0/5.0, as well as lean startup approach and growth hacking

- 7. Completely modular structure from individual certificate to diploma of advanced studies to MBA (www.hfwu.de/dmx-zdk) incl. double degree
- 3. Highly qualified faculty with 4. Unique strongly 11 professors and >25 lecturers from the field at the level of (former) business managers/board members, division managers, senior advisors & entrepreneurs; Lecturers from, among others:

### Google Fraunhofer



UVIC UNIVERSITAT DE VIC UNIVERSITAT CENTRAL DE CATALUNYA

8. Possibility of an MBA double degree and participation in International Summer

Schools

application-oriented parttime study program with a strong research background in digital management and digital marketing (Digital Business Institute & School)



9. Career entry into a (partner) company ALENTSCHMIEDE parallel wiwi TALENTS to studies VON WIWI-ONLINE AUSGEZEICHNETER LEHRSTUHL

5. Effective blended learning approach with class room sessions and e-learning phases



10. Personal competence development program + life-long learning between participants, alumni and lecturers

### Contact

### **Study Program Director**

#### Prof. Dr. Stefan Detscher



- Executive director Digital Business School & Institute
- Scientific director digital MBA & study programs
- Professor in the study program business administration

#### Tel.: +49 7022 / 201-1056

#### stefan.detscher@hfwu.de

University of Economics and Environment

Nürtingen-Geislingen

Faculty of Business Administration and International Finance

Building CI10 | Room 343

Sigmaringer Str. 25 D-72622 Nürtingen

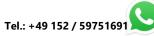
Germany



**Digital Business School @ HfWU** 



Digital marketing & business development manager at the Digital Business Institute



#### yannik.roos@hfwu-dbs.de

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www.hfwu.de/dmx www.hfwu-mba.de

**Student Advisors** 

### Tel.: +49 151 / 22238252

florian.setka@hfwu-dbs.de Beratungstermin buchen: https://calendly.com/dbs-florian-setka

**Florian Setka** 

School

Student advisor Digital Business

Digital marketing & business

development manager at the

**Digital Business Institute** 

www.hfwu.de/dmx www.hfwu-mba.de

### Application & Admission

# **Susanne Liemer**

• Seminar manager • Employee of the HfWU Academy

waf@hfwu.de HfWU Academy an der Hochschule für Wirtschaft und Umwelt

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# Thank you for your attention!

# Your questions?







# Appendix Further information on the Digital M.Sc. & study program



### Overview Start Dates and Registration Deadlines Next Semesters

Course/ Program	Start date	Registration deadline			
Winter semester 2024/25					
Master of Science Digital Business Management (M.Sc.)	October 2024	31.08.2024, registration at www.hfwu.com/dbx			
Diploma of Advanced Studies (3 specializations)		Two weeks before the start of each course -> individual start dates per course see under: www.hfwu.com/dbx			
Certificate of Advanced Studies (9 specializations)	October 2024				
Course modules of the M.Sc. as certificate courses					
Summer semester 2025					
Master of Science Digital Business Management (M.Sc.)	March 2025	28.02.2025, registration at www.hfwu.com/dbx			
Diploma of Advanced Studies (3 specializations)	March 2025	Two weeks before the start of each course -> individual start dates per course see under: www.hfwu.com/dbx			
Certificate of Advanced Studies (9 specializations)					
Course modules of the M.Sc. as certificate courses					

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### Professional Development through our M.Sc. & Study Program

- After completing your diploma or M.Sc., you will be ideally prepared for challenging tasks in interdisciplinary (project) teams.
- You will help shape digital business models, drive digital transformation and will be able to reflect on the limits and possibilities of using technological solutions.
- Within the team, you will represent the business side, but will be able to understand and assess the positions of other departments.

### • Typical positions are:

- > Manager, consultant or expert in transformation/innovation projects
- Head/ consultant in (specialist) departments for the implementation of digitalization strategies
- > Assistant to the board of directors/ management
- Digital product/ process/ project manager
- > Online marketing/social media manager
- E-commerce/ CRM expert
- Data analystand
- ➤ much more



40% of employees have undergone further training in the digital sector in the last two years At 115,000 dollars, the median income of employees with an Executive master degree is 77 per cent higher than that of bachelor's degree graduates

Source: Haufe (2021); HighText Verlag (2022)



### Top 5 Reasons for Employers of Part-Time Students

### 1. What benefits does the Digital Master of Science and study program bring to the company?

Show how the most important challenges of your company/area can be mastered through the study content of your planned part-time study program with newly acquired knowledge and skills in the areas of digital management. You can apply newly acquired skills and specialist knowledge directly at work for the benefit of the company and even work on "real" problems / projects of the company with expert input from the lecturers as part of your studies, which would otherwise require "expensive" external service providers / new hires.

### 2. How does the program fit in with the company's requirements for me as an employee?

The course dates usually take place on Fridays from 4:15 pm and Saturdays – completely online. This means that you can go about your job as usual during the week and are available for appointments. The burden of exams is also spread over the semester / year, as there is no "concentrated" exam period. Explain how you envisage your professional development and how you plan to develop during the course so that you can become a specialist/manager with valuable know-how for the company, especially in the digital sector.

### Top 5 Reasons for Employers of Part-Time Students

### 3. What support is already available in the company for part-time study?

Your company may already have a list of programs that colleagues have participated in to further their education in other subject areas. Find out why these providers were chosen and how much financial and time support was provided by the company for the participating employees. Your company may have to make a new decision in favor of the Nürtingen-Geislingen University - you are welcome to contact us if further information is required.

### 4. Why do you want to continue your education at Nürtingen-Geislingen University?

Show your employer that the program you have chosen will bring value to the company, especially through your development. Refer to the USPs of the master of science program of the presentation.

### 5. Who typically makes the desicion in the company regarding part-time study?

It is often not just you and your line manager who are part of the decision-making process. Be prepared for the fact that other contacts, such as the HR department, other department heads or even the management, are also involved in the decision-making process and need different information.

### Mission & Target Group

### Mission:

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- Meeting the **high demand for digitalization** expertise in the economy
- Enabling further training and a **professional future** in the areas of digital management & leadership, digital business models, digital operations & analytics and digital marketing
- Flexible participation options with individual course modules leading to an M.Sc. (alternatively Diploma or Certificate of Advanced Studies)
- Interdisciplinary exchange between students and lecturers creates a multiplication of perspectives on the challenges of digitalization

### Target Group:

- Corporate partners: further development of their potential employees and managers as well as recruitment of young professionals & development into digitalization experts
- Working bachelor's graduates in economics, engineering, natural sciences and humanities with at least one year of practical experience



### Statements from our Master Students

"For me, the MBA was an exciting, educational time with absolutely great people and a simply brilliant mix of theory and practice."

"How do I position my brand professionally in the digital environment? Which digital marketing tools are important for successfully positioning and expanding my brand online? The certificate course "Digital Marketing Communication" provides a successful mix of theory and practice to answer these questions and gives you the tools you need to apply what you have learned directly in the business environment. The acquired knowledge strengthens my marketing competence in the digital environment - the certificate is a plus in my CV."

"I particularly appreciated the small study groups in the MBA program. This makes for good exchange and a good flow of information between the students and the lecturers, who are very good in their fields."

"Due to the market environment, which is permanently changing due to digitalization, further education in the field of Digital Management & Marketing is highly recommended. The certificate courses are an excellent opportunity for me to contribute my previous experience and at the same time familiarize myself with new areas. In the individual courses, current topics are discussed and future scenarios are presented. I find the exchange with the lecturers and fellow students particularly inspiring - creative approaches and practical experience are at the forefront here."



### Katrin Geisthardt:

communication

Anastasia Markemann:

• current position: communication and marketing manager in the food

• Current position: TTS Tooltechnic Systems, Inhouse consultant

• First degree: Media University, bachelor of arts, advertising and market

corporate development, focus marketing & sustainability

industry · First degree: Diplom Oecotrophologin, University of Applied Science Fulda



### Markus Bofinger:

- Current position: Manager at the insurance company Baloise, previously head of corporate communications Kreissparkasse Göppingen
- First degree: University of the Savings Banks Finance Group Bonn

### **Tiana Kneifel:**

- current position: Marketing manager WMF Group
- Bachelor of science business administration and master of arts fashion retail and luxury management

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### System Accreditation & Quality Management

- The **HfWU** has successfully completed the internationally recognized system accreditation by the Accreditation Council and is therefore AQAS certified.
- The digital MBA & study program has successfully completed all stages of this quality assurance system in accordance with the relevant specifications and is accredited on this basis.
- The program is subject to continuous and systematic quality monitoring.
- The **further development** of the program is supported and ۲ ensured by an advisory board made up of top-class representatives from academia and practice.
- Complete evaluation of all courses and all lecturers by students on the Digital MBA program with consistently very good evaluation averages.



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### Advisory Board of the Digital Business School



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### Trial Lectures & Digital Management Talks

### **Trial Lectures**

We offer the opportunity to "get a taste" of a lecture as a guest student in selected courses. All taster lectures and the registration form can be found <u>here.</u>

### **Digital Management Talks**

Lecture/exchange evenings on digital management topics - virtually or on site with exciting company representatives.

Next date: Spring 2024 (Adrian Blockus from Google) Dates and further information will be published at <u>www.digital-management-talks.de</u> Participation in the events is free of charge.

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