

Master's Thesis and PhD

At the Chair of B2B Marketing, Sales & Pricing



Chair of Business-to-Business Marketing, Sales & Pricing
Prof. Dr. Dr. h.c. mult. Christian Homburg

Table of Contents

1. Value Proposition of the Chair of B2B-Marketing, Sales & Pricing

2. Writing Your Master's Thesis at Our Chair

3. Doing a PhD at Our Chair

Value Proposition of the Chair

Topics of Interest

- Topics of high relevance for research and practice
- Variety of interesting questions

Intensive Supervision

- Competent and “customer-oriented” service
- Teaching and use of the latest scientific and methodological knowledge

Valuable Results

- Challenging master’s thesis in terms of content
- Opportunities for publication

Table of Contents

1. Introduction to the Chair of B2B-Marketing, Sales & Pricing

2. Writing Your Master's Thesis at Our Chair

3. Doing a PhD at Our Chair

Prerequisites for a Master's Thesis

- Successful completion of a **seminar MKT 7X0** at one of the marketing chairs → LS Homburg MKT 710, LS Stahl MKT 720, LS Kuester MKT 730, LS Kraus MKT 740
- We also recommend that students write their master's thesis at the same chair where they wrote their seminar paper as this allows for an early involvement in the research and project work of the respective chair

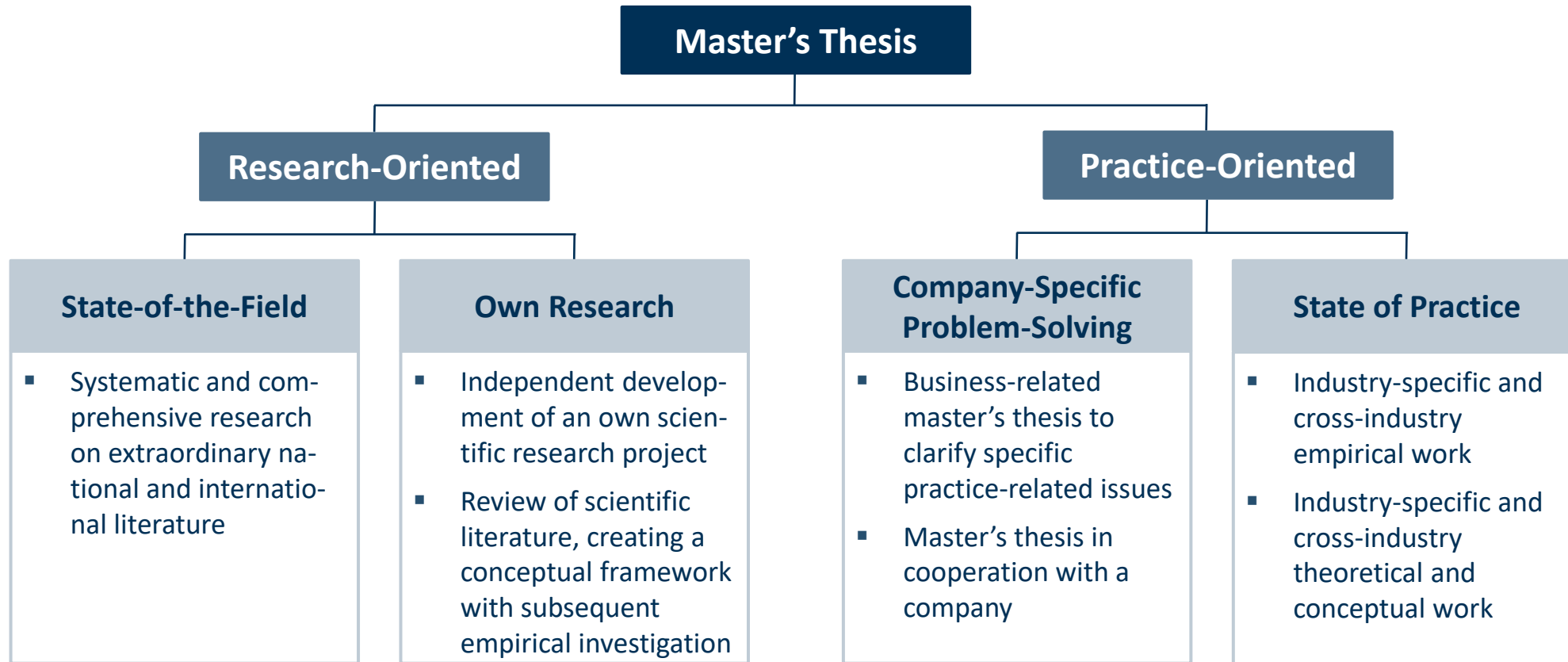
Writing Your Master's Thesis At Our Chair

General Information



- **Topic Choice:**
 - Option to write either **research-oriented** or **practice-oriented** master's thesis (s. next slide)
 - Opportunity to choose from a variety of **pre-defined topics on our website** (e.g., price management, product management, customer relationship management, B2B marketing)
 - Possibility to propose **own topics**
- Submission of master's thesis either in **German** or **English**
- Option to **access old theses** for reference

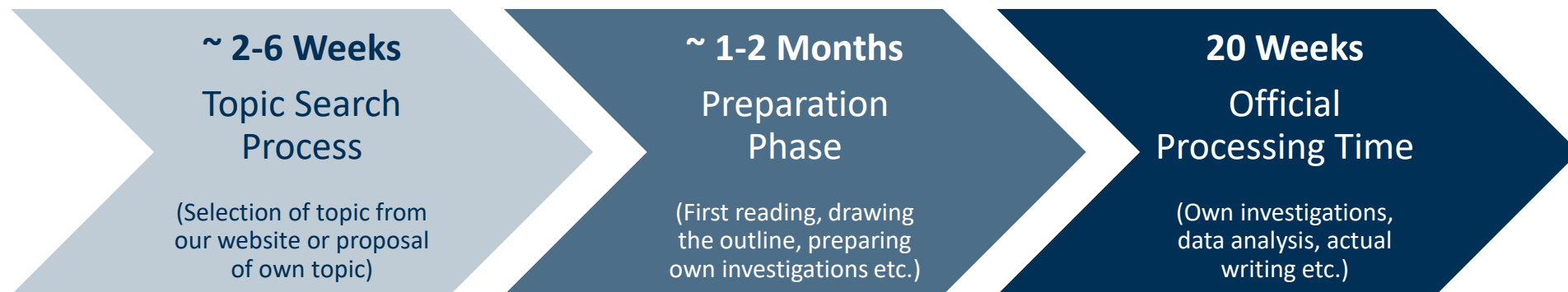
Types of Master's Theses at Our Chair



The Process of Writing a Master's Thesis

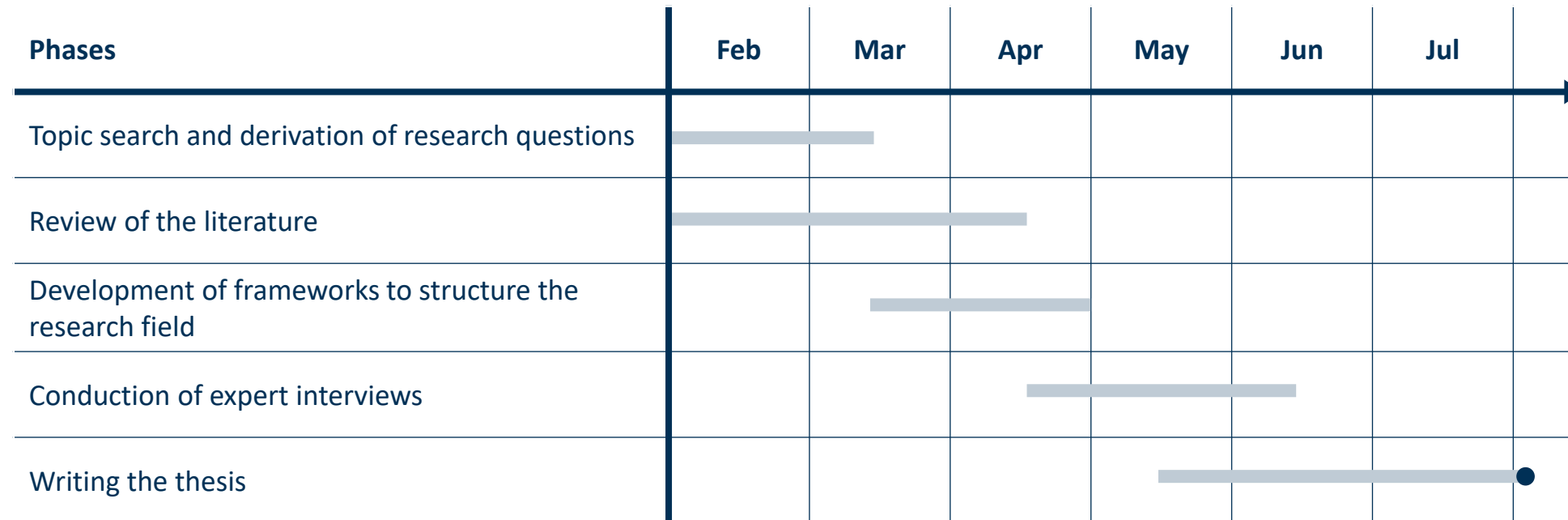
Scheduling

- **Start time** fully flexible (once all conditions are met)
- **Individual schedules** are arranged directly with the respective supervisor
- **Typical process and time** required:



The Process of Writing a Master's Thesis

Exemplary Schedule



Your Contact for Master's Theses

In case of questions regarding the master's theses,
please contact:

Alin Schröder

- Email: alin.schroeder@uni-mannheim.de
- Phone: +49 621 181 3552
- Office Hours: by appointment
- Office: L5, 1, 68161 Mannheim
(1st floor, room 110)



Table of Contents

1. Introduction to the Chair of B2B-Marketing, Sales & Pricing

2. Writing Your Master's Thesis at Our Chair

3. Doing a PhD at Our Chair

Reasons for a PhD in Marketing



Personal and Professional Development

- Independent and creative idea development
- Conceptual and logical reasoning
- Statistical and textual analyses
- Writing and results presentation
- Project and time management



Excellent Career Opportunities

- Preparation for an **academic career** by learning how to publish in leading scientific journals
- Preparation for a **managerial career** as a PhD at our chair is highly valued in business practice
- **Alumni** are placed within major industrial and consulting firms



Ongoing Learning Process

- Position yourself as an **expert** in a field of your choice
- Attend doctoral courses and international conferences to expand your knowledge and acquire **crucial competencies** that are valued both in academia and business practice

PhD at Our Chair

General Information



Duration: **3 – 3.5 years** in total → **Fast Track: outline your PhD topic in your master's thesis**



Employment at a **75% position** (EG 13 TV-L)



Structured Process: close supervision and regular meetings with Prof. Homburg



Diverse set of tasks (e.g., teaching, event organization, external communications, HR management)

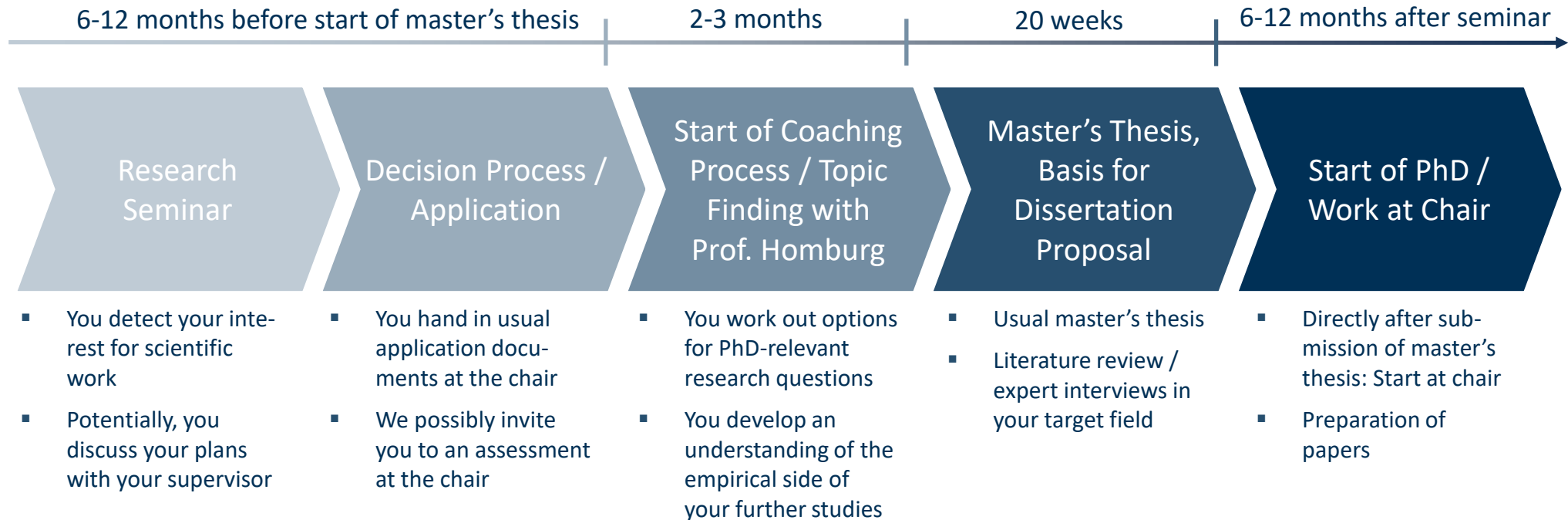


Side jobs are possible, e.g., teaching at other institutions or consulting jobs

What Makes Our Chair Unique?

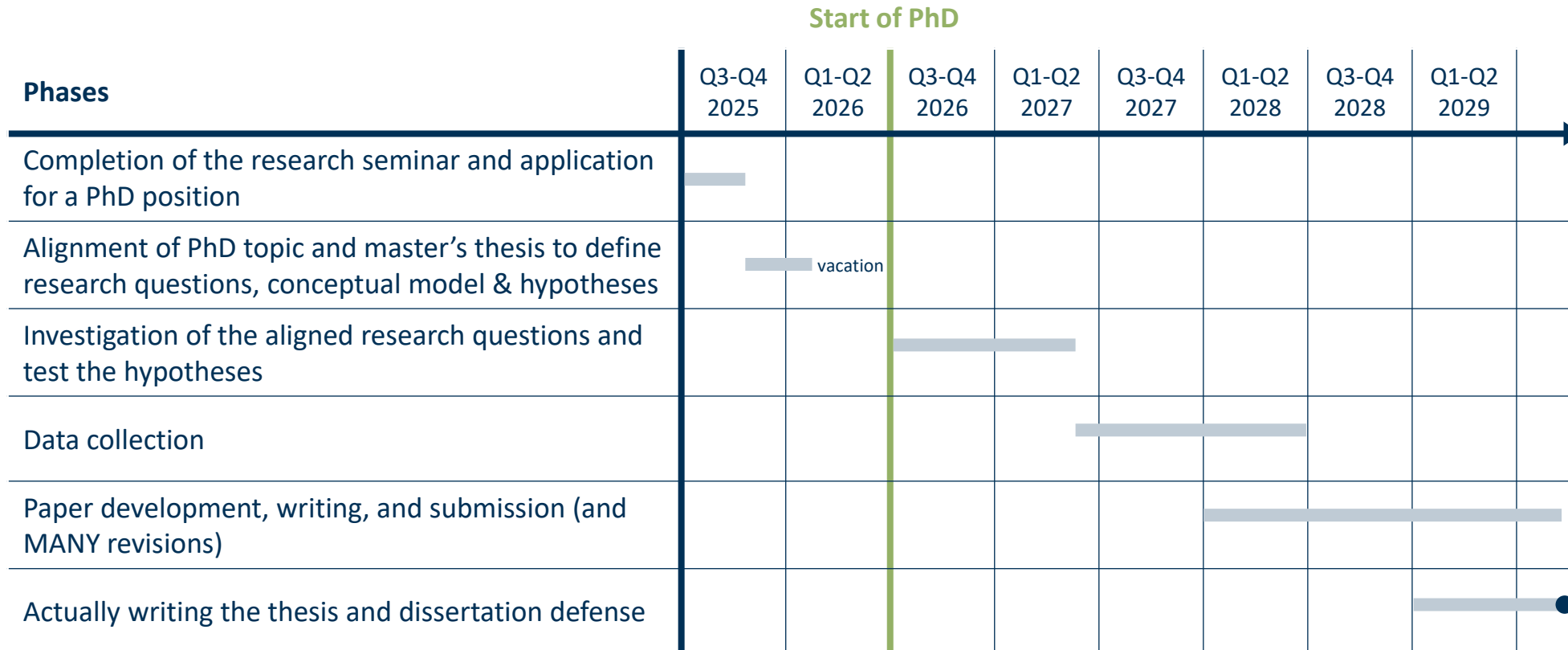


How to Get Started for a PhD



- +** Early career planning: we can offer positions about one year in advance
- +** Smooth transition between master's thesis and PhD assures time synergies for your dissertation
- +** Early integration into the team of the chair, i.e., at events

Exemplary Timings of a PhD



Your Contact for a PhD

In case of questions regarding a PhD, please contact:

Nicola Weber

- Email: nicola.weber@uni-mannheim.de
- Phone: +49 621 181 1560
- Office Hours: by appointment
- Office: L5, 1, 68161 Mannheim (2nd floor, room 210)

