EUROPEAN PROJECT SEMESTER

Kiel University of Applied Sciences
Why attend EPS in Kiel?

• Live and study in a famous north European maritime city directly on the Baltic Sea and with easy access to North Sea – Kiel and its surroundings offer every water sport you could wish for, and some of the most prestigious sporting events in the water sports calendar

• Become acquainted with north Germany; its historic culture, wide open horizons – fab beaches – and commercial communities

• Work in an international interdisciplinary team – Kiel EPS will significantly increase your employability at home and abroad

• Participate in cool excursions, topical educational visits and enlightening cultural activities, all offered by our International Office

• Improve your language and intercultural skills – English and German (are compulsory), and Spanish, French, Russian and Swedish are just some of the possibilities at our Centre for Languages and Intercultural Studies
Who can apply?

- EPS is open to third (final) year students from every-and-anywhere

- Applicants must have a good working knowledge of English – basis of EPS communication

- Applications are welcome from the full range of disciplines – diversity is proven to broaden experience and knowledge, especially important for opening up professional opportunities and fulfilling career success

The Kiel EPS crowd of 2009
a chilly yet exciting start
What we offer:

• A series of seminars and tutorials covering hard and soft skills, subject/project-related topics as well as language and intercultural skills learning and development

• The academic approach to learning during Kiel EPS is based on adaptability - a mix of the classic style to the more interactive (i.e. communicative) to the practical (incl. workshops, seminars and tutorials) before and during the project phase of the programme – as a basis for effective academic and pragmatic scholarship

• Each team is provided with a student (from FH Kiel), academic (a relevantly experienced principle lecturer) and professional coach

• 30 ECTS

• Recognition of the project report for Bachelor’s thesis – on negotiation with the home university

• Access to all modules offered in each of our faculties; ECTS points may be awarded for completion of a module depending on negotiation with the home university
Courses and skills training offered during the EPS (phase one)

- Project management
- Intercultural Management
- International marketing & market research
- Languages - English and German
- Team working
- Effective Communication
- Conflict management
- Intercultural studies

Working and wobbling together
No one move!
It's up there, honest.
Who can apply?

<table>
<thead>
<tr>
<th>Lessons</th>
<th>Project</th>
<th>1 week</th>
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<tbody>
<tr>
<td>4 weeks</td>
<td>12 weeks + 1 week of examination and Graduation</td>
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<tr>
<td>Hard skills</td>
<td>Project Management, Market research, Business Planning</td>
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<tr>
<td>Soft skills</td>
<td>Team work, Intercultural Management, Presentation</td>
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<tr>
<td>Focused Lectures</td>
<td>Industry Introduction research highlights</td>
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<tr>
<td>Language</td>
<td>English, German</td>
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</table>

- Project Work
- Tutorial Session
- Language

Fachhochschule Kiel
University of Applied Sciences
Examples of EPS projects in Kiel

2008

**Biogas Compression**: technical and economical advantages and disadvantages of screws vs. a reciprocating compressor used for biogas densification. (J.P. Sauer & Sohn Maschinenbau GmbH)

**Sailing**: worldwide expansion of the marketing and sale of “team 8 boats” and reduction of its production costs. (Kieler Yachtbau & Design GmbH)

**Under water robotics**: devpt of transmission technology in ROVs that are used for underwater operations deeper than the standard air diving depths. (Mariscope Messtechnik)

**Condition monitoring**: market analysis regarding the integration of the GEO condition monitoring concept by wind energy plants. (Gesellschaft für Energie und Oekologie mbH)
Examples of EPS projects in Kiel

2009

**Machinery Services:** Expansion of service range: analysing the actual services and markets in order to develop new services or service packages and new markets (Wulf Johannsen KG GmbH & Co)

**REpower SCADA benchmark:** SCADA (Supervisory Control and Data Acquisition) benchmarking of available SCADA systems - the analysis of available SCADA systems for the wind industry and comparison to Repower’s SCADA system Reguard (REpower systems AG)
Examples of EPS projects in Kiel

2010

**Particular design of turbo machines:** New ideas for global promotion, identification of acquisition and purchase channels, cost analysis and improvements for serial production, phenotype and web-site for an innovative pumping system. (EDUR-Pumpenfabrik Eduard Redlien GmbH&Co. KG)

**PACO Deutschland e.K.:** Customized classy plates for cars: creation of a project plan and find a name for the product, analysis of existing model type plates, selection process for the plates to create, creation of several CAD layouts and selection of the one for final production and rapid prototyping this one.

**Rud. Prey GmbH & Co. KG:** The projects’ objective is to find alternative processes and technologies to the existing drying methods known in the fire hose maintenance market.

**Linoprint:** The project work shall include, but is not limited to the following items:
1) Analysis of selected distributors and their local markets
2) Analysis of strength, weaknesses and potential synergy effects
3) Developing ideas for marketing strategies and respective tools
4) Implementation of selected marketing materials and tools
(Heidelberger Druckmaschinen AG / “Linoprint”, dealing with fast printing digital inkjet printing units)
Examples of EPS projects in Kiel

2011

**Caterpillar Motoren GmbH & Co. KG:** Caterpillar is a technology leader and the world’s leading manufacturer of construction and mining equipment, clean diesel and natural gas engines and industrial gas turbines. Project goal is a well-documented IMO III medium-speed marine engine concept.

**cmc GmbH:** cmc is a service provider settled in northern Germany / Schleswig-Holstein. cmc offers over 10 years of operating knowledge and holds a market-leading position in independent condition monitoring services of wind energy plants under industrial standards.

**Market Research for Designa Verkehrsleittechnik GmbH:** DESIGNA Verkehrstechnik GmbH is the innovation leader concerning parking systems worldwide. Analysis of future developments of car parking in the mature markets of Central and Western Europe based on a thorough internet and literature analysis and expert interviews.

**Raytheon Anschütz:** is a world-wide leading provider of Integrated Bridge and Navigation Systems for the commercial shipping, world-wide navies and mega yachts. Introduction of a ticket system for a professional business to business support center.

**Vestas Wind Systems A/S:** Vestas Deutschland GmbH is the largest manufacturer, seller, installer, and servicer of wind turbines. Students with research, analysis, business development and marketing skills.

**Vossloh Locomotives GmbH:** is a leader in the development, manufacturing and servicing of diesel shunt locomotives. To develop and propose a market and marketing concept to launch the product, which includes the identification of customer potentials, defining sales activities, events and other tasks for the launch of the locomotives in 2012.
Examples of EPS projects in Kiel

2012

**Lindenau Maritime Industry Consultants:** Opportunities of gas-electric propulsion for river ships in Central Europe. The project consists of three points with the following sub-tasks: Market and technology analysis, Three best practice-examples and Promotion.

**Oerlikon Neumag** delivers comprehensive solutions for all important nonwoven production processes:
Finding the cost optimum for final checking procedure in the assembly area of the BCF machines is the main purpose of this project.

**Vossloh Locomotives GmbH:** Transportation Rail and Road Vision 2050 Vossloh Locomotives is leader in the development, manufacturing and services of diesel shunting locomotives. To elaborate a new concept for transport with three modules.

**High Rope Course Altenhof:** Safety carabiner to protect customers.
At the moment the patented safety carabiner exists only as a prototype. So the challenge is to enter the development process and to get series-production readiness until July 2012. The first task is to modify and if necessary improve the design of the carabiner. Afterwards, different production methods and costs need to be evaluated and distribution channels and structures (Web-Site, CI, etc..) as well as market analysis and marketing strategies need to be developed.
# Kiel EPS participants from 2008 to 2012

<table>
<thead>
<tr>
<th>Country</th>
<th>University/Institution</th>
<th>Students</th>
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</thead>
<tbody>
<tr>
<td>Spain</td>
<td>Universidad de Cantabria (Esp)</td>
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</tr>
<tr>
<td></td>
<td>Universitat Politécnica de Cataluna, Vilanova (Esp)</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>Universidad Jaén (Esp)</td>
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</tr>
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<td>Spain</td>
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<tr>
<td>Brazil</td>
<td>Universidade Estadual de Campinas (Br)</td>
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<tr>
<td>Finland</td>
<td>HAMK University of Applied Sciences</td>
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<tr>
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<td>Novia University of Applied Sciences</td>
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<tr>
<td>France</td>
<td>Université d’Artois (Fr), Béthune</td>
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<tr>
<td></td>
<td>Ecole d’Ingénieurs de Tarbes (Fr)</td>
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<td>Université de Paris Sud (Fr)</td>
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<td>Greece</td>
<td>Technical Educational Institute of Crete (Gr)</td>
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<td>Lithuania</td>
<td>Kaunas University of Technology (Lit)</td>
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<td>Norway</td>
<td>Oslo University College (N)</td>
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<td>Poland</td>
<td>Technical University of Lodz (PL)</td>
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<td>Portugal</td>
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<td>United States of America</td>
<td>South Dakota School of Mines (USA)</td>
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<td></td>
<td>Michigan Technological University (USA)</td>
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<td>UK</td>
<td>Bangor University (UK)</td>
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<td>University of Sunderland (UK)</td>
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<tr>
<td>Germany</td>
<td>Fachhochschule Kiel (De)</td>
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</tbody>
</table>
Academic backgrounds of Kiel EPS participants

- Industrial Robotics
- Shipbuilding/ Naval Architecture
- Electrical Engineering
- Informatics
- Mathematics
- Business Management
- Management and Marketing
- International Sales & Purchasing in Engineering
Fachhochschule Kiel - International Office

- **International Students**: ~ 400
- **International Exchange Students** (incoming): ~ 50/year
- **Outgoing Students**: ~ 100/year

„Best University“ for its excellent work in the area of ERASMUS exchanges:
European Quality Label "E-Quality 2006"
and "E-Quality 2008" by the
German Academic Exchange Service (DAAD).

Getting to know you – EPS breakfast in the IO
Student Housing in Kiel:

Residence halls owned by Studentenwerk
(Student Services Schleswig-Holstein)

http://www.studentenwerk-s-h.de/
wohnen@studentenwerk-s-h.de

Private Halls of Residence
Costs: approx. 175 - 300 €
Living Costs

No tuition fees!

Semester contribution: 111 €
(student services contribution including bus and ferry ticket)

Health Insurance: ~ 67 € per month

Accommodation: 170 – 230 € (is an average)

Students’ Restaurant: 1.50 - 4.50 €/meal

Total monthly costs: ~ 630 -700 €
The City of Kiel

Fachhochschule Kiel panoramic

Gorgeous beaches & fantastic sailing

Live music abounds during Kiel Week

City hall and opera house
Out and about during Kiel EPS

Kiel – Lübeck – Hamburg – Berlin
EPS 2013 in Kiel

**Deadline:** November 1\(^{st}\), 2012

**Start:** March 2\(^{nd}\), 2013

**End:** June 28\(^{th}\), 2013
How to apply?

Online application

Application for Foreign Exchange Students (ERASMUS / DAAD / EPS etc.)

- The online application form is available in German and English.
- Please fill in the form and print the generated file (pdf).
- The online application is only intended for short-term exchange students, not for regular foreign students.
- The application form printout (1), the proof of German (2) and the learning agreement (3) must be signed by the applicant and the coordinator and sent to the address indicated below. Upon presentation of all required documents you will receive a letter of acceptance.

(1) Application form in English/German
(2) Language certificate/proof
(3) Learning Agreement
(4) Checklist

Key Data

[Contact for Applicants from Abroad]
International Office

Contact:

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