



**DOCTORAL PROGRAM  
IN INTERNATIONAL BUSINESS MANAGEMENT**

Ph.D. at the University of the Sunshine Coast Brisbane/Sippy Downs, Australia

# DOKTORATSPROGRAMM (PH.D.) IN INTERNATIONAL BUSINESS MANAGEMENT

at the University of the Sunshine Coast



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in cooperation with



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## 1. EDITORIAL FROM SMBS MANAGEMENT

### PREAMBLE

*As the business school of Salzburg University, SMBS is familiar with the conception and implementation of university courses and management programs.*

*With regard to this, SMBS works with Salzburg University as well as no fewer than 70 further national and international universities and scientific institutions. With its high quality range of educational services, SMBS positions itself at the peak of the European under- and post-graduate education market. Over 2100 managers from German-speaking countries and beyond have successfully graduated from the SMBS master programs.*

*Therefore I am particularly pleased to have found a further partner in the University of the Sunshine Coast in Australia, permitting a unique part-time doctoral program, co-located in Salzburg.*

**Prof. Dr. Gerhard Aumayr**  
Executive Dean SMBS



## 2. INTRODUCTION

*The aim of the doctoral studies is the advanced research education of highly qualified candidates, who will gain comprehensive competencies for conducting independent and application-oriented research in business administration.*

*The doctoral candidates will learn how to gain and test new business administration insights as well as how to organise and publish research. Graduates are familiar with the research methodology, the most important scientific theories and concepts as well as modern research methods in business administration. They are capable of independently and critically analysing important research tasks, to present and master them.*

*The doctoral program focuses on „International Business Management“ and is also suitable for professionals, especially in senior and top level positions in international companies as well as private and public organisations.*

*Empirical research in continental Europe / the German-speaking countries indicates that a doctorate has a significant positive effect on professionals' careers. Furthermore, academic careers in research and teaching are available to graduates of the doctoral program.*



**Prof. Dr. Dr. Josef Neuert**  
Associate Dean of Doctoral Programs

## 3. DOCTORAL PROGRAM

### 3.1. STRUCTURE OF THE DOCTORAL STUDIES

Duration: Basically 3 - 4 years minimum; for candidates with sufficient research competence (demonstrated e.g. by a very good master thesis, publications, or extensive experience in the application of theoretical knowledge) may be reduced to 3 years (corresponds to ca. 180 – 240 ECTS). The doctoral studies offer the flexibility of a full-time and / or part-time mode. Studies usually begin in the winter semester (October). Exceptions are possible.

The first and second year of studies generally take place in Salzburg. The third year of studies is conducted in a blended learning format at USC. There is a seminar and doctoral workshop lasting at least 4 weeks with required on-site participation. Candidates are usually provided with dual supervision by an SMBS faculty member and a USC professor.

The doctoral program, examinations and the doctoral thesis are conducted in English.

#### ADMISSION REQUIREMENTS:

Academic master's degree, preferably MBA or equivalent / a master's degree or diploma (pre-Bologna structure) from officially recognised Austrian or German higher education institutions (university or university of applied sciences) or equivalent graduation from officially recognised / accredited higher education institutes in other countries.

Admission and enrolment in the doctoral program is decided jointly by the academic directorate at USC and SMBS (without legal recourse for applicants).

### 3.2 DOCTORATE PROGRAM CURRICULUM

THE DOCTORAL STUDY COMPRISES THE FOLLOWING SECTIONS:

- DOCTORAL SEMINARS
- PARTICIPATION IN CONFERENCES / DOCTORAL WORKSHOPS
- DOCTORAL THESIS AS THE CENTRAL ELEMENT OF THE DOCTORAL PROGRAM

#### SAMPLE CURRICULUM

– YEAR 1

##### DOCTORAL SEMINARS

(on at least 2 - 3 days required presence each):

- Scientific Philosophy, Epistemology and Research Methodologies
- Research Methods and Research Design for Business Management
- Advanced Statistical Methods for Business Management Research

##### 2X PARTICIPATION IN CONFERENCES / DOCTORAL WORKSHOPS

with Paper Presentations (resulting from the doctoral thesis work in progress)

#### SAMPLE CURRICULUM

– YEAR 2

##### DOCTORAL SEMINARS

(on 2-3 days required presence each):

- Causal Analysis Models for Business Management Research
- Contemporary Approaches and Results of Business Management Research
- Socio-economic and Socio-psychological Implications of modern Business and Economic Research

##### 2X PARTICIPATION IN CONFERENCES / DOCTORAL WORKSHOPS

with Paper Presentations (resulting from the doctoral thesis work in progress)

##### INTERIM EVALUATION OF THE DOCTORAL CANDIDATES RESEARCH PROGRESS

#### SAMPLE CURRICULUM

– YEAR 3/4

##### SUPERVISION AND INSTRUCTION WITH USC-SUPERVISOR

- Doctoral Workshop at USC (4 weeks min.)

##### FINALISATION OF THE DOCTORAL THESIS AND FINAL DEFENSE

Subject to pertinent changes!

**DOCTORAL THESIS**

- Topic Proposal; Literature Review; Development of Research Question and Theoretical Background

- YEAR 1 -

**(POTENTIALLY) CLASSROOM  
ACTIVITIES AT HIGHER EDUCATION  
INSTITUTES**  
(e.g. SMBS)

**DOCTORAL THESIS**

- Theoretical Model / Hypotheses Development, Research Design

- YEAR 2 -

**RESEARCH WORKSHOPS****DOCTORAL THESIS**

- Research Results, Finalization of Disseratation

- YEAR 3/4 -

Subject to pertinent changes!

### 3.3 DOCTORAL SEMINAR MODULE DESCRIPTION

#### SCIENTIFIC PHILOSOPHY, EPISTEMOLOGY AND RESEARCH METHODOLOGIES

This seminar introduces students to the philosophy of research, research ethics, approaches to framing questions and designing research, proposal writing, sampling, and data collection methods.

#### RESEARCH METHODS AND RESEARCH DESIGN FOR BUSINESS MANAGEMENT

Graduate-level introduction to critical issues in research methodology relevant for the social sciences. Special focus will be on theory-driven, qualitative and quantitative approaches to research.

#### ADVANCED STATISTICAL METHODS FOR BUSINESS MANAGEMENT RESEARCH

Students learn to analyze data in the performance of business research using advanced statistical methods. Students will formulate models, use software to determine optimal model parameters, and analyze the results for validity.

#### CAUSAL ANALYSIS MODELS FOR BUSINESS MANAGEMENT RESEARCH

This course introduces students to linear and non-linear regression models for the analysis of quantitative data and provides in-depth knowledge of advanced statistical methods, including SEM and econometric modelling.

#### SAMPLE MODULE DESCRIPTION CONTEMPORARY APPROACHES AND RESULTS OF BUSINESS MANAGEMENT RESEARCH

This seminar explores the prominent perspectives of international theorists and researchers in HRM and OB literature. Students will work to build a foundation with which they can build their own research agendas regarding business management in a global context.

#### SOCIO-ECONOMIC AND SOCIOPSYCHOLOGICAL IMPLICATIONS OF MODERN BUSINESS AND ECONOMIC RESEARCH

Graduate-level introduction to social and industrial-organizational psychology. Emphasis on major theories, issues, and literature regarding social psychology and organizational behavior in domestic and international contexts.

Each module is completed via examination as specified by the seminar instructors.

### 3.4 SCHEDULE AND VENUES

YEAR 1		
SEMINAR	WHEN	WHERE
Scientific Philosophy, Epistemology and Research Methodologies	Nov. / Dec. (prospective)	Salzburg
Research Methods and Research Design for Business Management	March / April (prospective)	Salzburg
Advanced Statistical Methods for Business Management Research	May / June (prospective)	Salzburg
YEAR 2		
Causal Analysis Models for Business Management Research	Nov. / Dec. (prospective)	Salzburg
Contemporary Approaches and Results of Business Management Research	March / April (prospective)	Salzburg
Socio-economic and Socio-psychological Implications of modern Business and Economic Research	May / June (prospective)	Salzburg
YEAR 3/4		
Doctoral seminar / workshop of USC (duration: at least 4 weeks)	tbd	University of the Sunshine Coast (USC)

- Seminar duration: at least 2-3 days each. Participation mandatory.
- Duration of the seminar at University of the Sunshine Coast at least 4 weeks. Participation mandatory.
- Further mandatory study course components (delivered partly online):
- Participation in conferences / doctoral candidate workshops with Paper Presentations
- Potentially: Classroom activities at higher education institutes (e.g. SMBS): in total at least 30 teaching units, each 45 min
- Supervision and Instruction with USC supervisor (through blended-learning-format)
- Interim evaluation and assessment of doctoral candidates by USC
- Doctoral Thesis
- Final Defense
- All seminars, workshops, exams, evaluations etc. are conducted by USC academic faculty (Professors, Adjunct Professors etc.)

Subject to pertinent modifications.

### 3.5 EXAMINATION GUIDELINES AND GRADUATION (USC GUIDELINES)

Specifications for the presentation of theses for Higher Degrees by Research (HDR):

#### PURPOSE OF SPECIFICATIONS

These specifications apply to theses prepared for Doctoral degrees.

These specifications for the preparation and presentation of theses represent the University's usual practice. There may be legitimate variation from these specifications because of accepted practice in various disciplines. In the case that the student and supervisor are uncertain of specifications, the Pro Vice-Chancellor (Research) will clarify the issue through the Chair, Research Degree Committee.

Regardless of the discipline area, it is required that the thesis be presented in scholarly English, and be substantially free from typographical and grammatical errors.

#### WORD LENGTH

Doctor of Philosophy (Ph.D.) – The length of a conventional thesis should normally be no more than 80,000 words, excluding appendices and footnotes.

In the event that there is a legitimate case for a thesis or exegesis to exceed these limits, special representation should be made to the Chair, Research Degrees Committee, for prior written approval to submit such a thesis or exegesis.

#### STRUCTURE

The thesis should incorporate, in the following order:

##### 1. Title Page

A title page, giving the name of the thesis in full, the full name and academic qualifications of the candidate, the full details of the degree for which the work is submitted, the name of the Faculty associated with the work, the name and address of the University associated with the work, and the date of submission.

##### 2. Abstract

A one to two page abstract of the work. This abstract or summary may be used for citation purposes, and should clearly outline the essence of the submitted work.

##### 3. Declaration of originality

A declaration of originality, attesting that the work does not contain material which has been previously published or written by any other person other than the candidate

except where due and proper reference has been given in the text. The declaration should be signed and dated by the candidate.

In the case of work that is based upon joint research or publications, the statement should include a statement disclosing the relative contributions of the respective authors, and, where practical, be countersigned by all contributors.

#### 4. Acknowledgements

An acknowledgements page, in which due scholarly acknowledgements are made by the candidate to persons or organizations that have materially assisted with the work. Due care must be exercised here to preserve the anonymity of persons or organizations who have been protected by research ethics conditions.

#### 5. Table of contents

A table of contents, listing page references to the major sections numbered using small Roman numerals, and the main task is numbered using Arabic numerals.

#### 6. List of tables, illustrations and figures

A list of tables, a list of illustrations and a list of figures.

#### 7. Preface

A general preface to the work is optional. The words of the Preface will count towards the word total. The Preface can be used to make a researcher's statement and / or contextualize the work in a condensed way.

#### SMBS E-CAMPUS

Before the start of the first module, all students of the program receive individual access to the E-Campus for students. This may be accessed on the SMBS homepage via [www.smbs.at](http://www.smbs.at). The E-Campus offers current announcements, organisational information, and all study material for students in electronic form. The study materials are not provided in printed form. All information on the E-Campus can be accessed anytime and anywhere by students.

**ACADEMIC DEGREE**

On successful completion of the entire doctoral program, the candidates are awarded the Ph.D. (philosophiae doctor) academic degree in International Business Management from the University of the Sunshine Coast.

**ACCREDITATION AND INDICATION OF DEGREE:**

The academic degree PhD will be awarded by the public University of the Sunshine Coast and is governmental recognized.

In a given case candidates are required to obtain relevant information from their respective public authorities.

**REQUIREMENTS FOR SUCCESSFUL COMPLETION**

In summary, gaining the Ph.D. degree entails:  
Attendance of all seminars requiring presence, positive examination performance in all seminars, active participation in workshops (discussions, presentations, group work), positive grading of the thesis, positive grading of the final examination and successful intermediate evaluation of research progress.



## 4. ACADEMIC DIRECTORATE AND ACADEMIC BOARD

The scientific management and the academic board of the doctoral studies are responsible for the content and scientific quality of the program and ensure further development of the conveyed course and research content. Prof. Dr. Dr. Josef Neuert is the Scientific Manager. Additionally, the Scientific Manager at USC, Prof. Meredith Lawley, is responsible for quality assurance and for all study statute issues concerning the program.

### Prof. Dr. Dr. Josef Neuert

Associate Dean of Doctoral Programs

2017 - Johann-Gottfried-Herder-Professor at the Andrásy University Budapest, Hungary

2016 - Adjunct Full Professor, University of the Sunshine Coast, Australia

2010 - (Visiting Full) Professor at the Faculty of Economics and Business, University of Latvia, Riga



### ACADEMICS

- Awarded a Honory Doctorate (Dr. h.c.) from the University of Latvia, Faculty of Economics and Business
- Attestation of habilitation equivalent accomplishments (2000 – 2014)
- Award of the Research Experts Rights for University Promotional Council by the Scientific Council of the Republic of Latvia (2014)
- Doctorate Dr. rer. pol. from the University of Bayreuth (1983)
- Academic Degrees in business administration (Dipl.-Kfm.) and business education (Dipl.-Hd.)
- (Full) Professor of International Business Economics, Fulda University, Germany (1985)
- Since 2010 (Visiting Full) Professor at University of Latvia, Riga

### AWARDS

**2014** Certificate of Best Achievements at the Economics, Finance, Accounting & Management Research Conference, Hawaii

**2012** The Academic Forum 2012 Conference Award for the Most Promising Future Research Stream on the project paper „Learning Effects in Decision Making and Judgement Processes – Some Conjectures and Experimental Findings“

**2009** Recognition Award for Accomplishments in International University Collaboration Development, dedicated from West Virginia University, USA

**2009** Letter of Special Commendation (Double Best Papers Awards) – Academy of Business Administration, Paris, August

**2005** Best Presenter Award – The Economic and International Business Conference Miami, January

**2004** Prize for sustainable promotion of cooperation between university and industry, endowed by Life Portal AG

**2003** Awarded the prize for outstanding work in international university cooperation by the German university chancellor's conference and the German national ministry for education, science and research

### VISITING PROFESSOR

**1987 / 1988** Short-term professorships at California State University, San Bernardino, USA

**SS 1989** Visiting Professor at California State University, San Bernardino, USA

**1990** Professeur Visitant, Université d'Été, University of Poitiers, France

**1994** Visiting Professor at Sheffield Hallam University, UK

**1997** Professeur Visitant, Ecole Supérieure de Commerce International, Fontainebleau, France

**1998** to date Adjunct Professor at California State University, San Bernardino, USA

**2001** University Guest Professor at Pfeiffer University, Charlotte, USA

**SS 2003** Visiting Professor at California State University, San Bernardino, USA

**WS 2004** Professor and Research Fellow at the University of the Sunshine Coast, Sippy Downs / Brisbane, Australia

**WS 2005** Professor and Research Fellow at the University of the Sunshine Coast, Sippy Downs / Brisbane, Australia

**2010** to date Permanent Visiting University Professor in the doctoral program in Business Studies at the University of Latvia, Riga

**2017** – Johann-Gottfried-Herder-Professorship at Andrásy University Budapest

### ACADEMIC FOCUS

- General Business Studies and Corporate Management
- International Management and Micro-Economics
- Empirical and Quantitative Methods of Business Research
- Experimental Microeconomics / Empirical Decision Research
- Behavioural Economics / Socioeconomics and Game Theory

**Prof. Meredith Lawley, Ph.D.**  
Scientific Management

### TEACHING AREAS

- Research Methods for Managers
- Marketing Management
- Food Marketing

### RESEARCH AREAS

- marketing of seafood
- consumer behaviour
- international education

### PROFILE

Professor Meredith Lawley worked for market research companies prior to becoming an academic in the late 1980s. She has taught at both undergraduate and post-graduate level using a variety of modes and is actively supervising several higher degree research students.

### STUDENT RESEARCH PROJECTS

- valuing marketing research
- seafood marketing
- international students and community engagement



### RESEARCH GRANTS

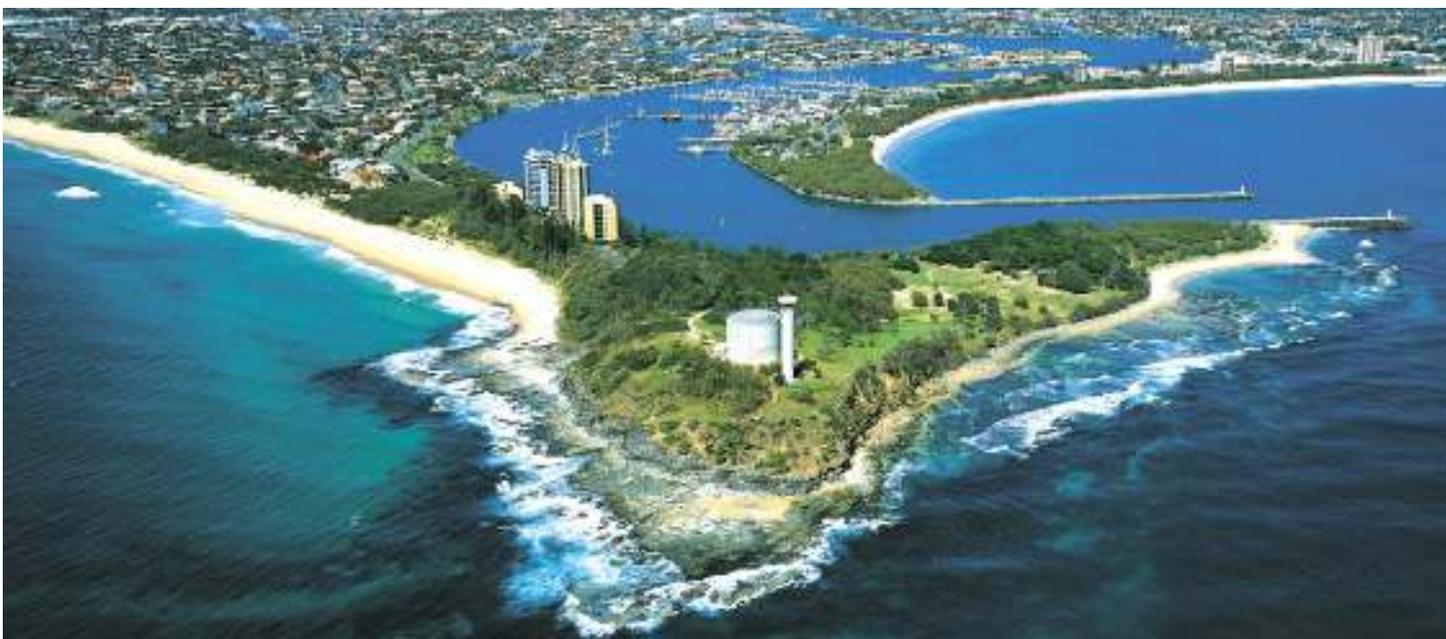
**2004** · Improving Multimodal Equivalence: Assessment and Moderation · Lawley M · Project Director, Australian Vice-Chancellors' Committee (A\$68,562)

**2007** · Choice of Technology for eLearning · Lynch K, Lawley M, Debuse J · Teaching Development Grant TDG07 USC (A\$4,976)

**2008** · Repositioning Australian Farmed Barramundi in the Domestic Market Australian Seafood CRC · Lawley M · Australian Seafood CRC (A\$350,000)

**2011** · Seafood Master Classes · Lawley M, Birch D · Australian Seafood CRC (A\$100,000)

**2012** · Oyster Retailing · Lawley M, Birch D · Australian Seafood CRC (A\$139,000)



## 5. UNIVERSITY OF THE SUNSHINE COAST – THE BEST OF BOTH WORLDS

At USC, about 15,000 students receive a high-quality educational experience, while enjoying the relaxed lifestyle that the Sunshine Coast offers. Students benefit from a friendly and supportive campus environment, access to highly qualified teaching staff, personal attention and modern technology and facilities. The University of the Sunshine Coast is regionally relevant and recognised, nationally and internationally, for excellence in teaching, research and engagement.

### EXCELLENCE

USC has a proud record of achievement in learning and teaching. It is the only public university in Queensland to consistently rate 5 stars\* for teaching quality and wins more than its share of national teaching awards. It also rates higher than any other public university in Queensland for graduate satisfaction. Students and graduates regularly remark on the quality of their experiences and the personal nature of the teaching and support they receive. (\*The Good Universities Guide)

### RESEARCH

USC undertakes research of international, national and local significance. Underpinning the growth in existing and emerging areas of research concentration, the University has established three research centres and three research clusters in the areas of sustainability, geneecology, forest industries, health and digital technologies. The University's growth in research areas of applied genetics in the fields of forestry and aquaculture now rates as above world standard.\* (\*Excellence in Research for Australia ratings 2012)

### EXPERIENCES

Strong partnerships with industry and work integrated learning experiences provide a practical focus to study and open doors to employment. Through USC's award-winning Global Opportunities Program students can earn credit towards their degree while studying at partner universities around the world. At the same time, around nine percent of students come from other countries to study at USC. The Innovation Centre supports local knowledge-based businesses and helps enterprising students and graduates in their entrepreneurial ventures.

### LIFESTYLE

The University's location on Queensland's Sunshine Coast offers many lifestyle benefits including beautiful beaches and stunning hinterland, a warm climate and a relaxed and friendly community.

### LOCATION

USC's campus in Sippy Downs (Queensland, Australia) is a wildlife reserve, centrally located within the Sunshine Coast region and close to the beaches of Mooloolaba. The campus is located 90km north of Brisbane, Queensland's capital. Travel to campus is easy.

In addition, USC also operates a campus at Brisbane, Queensland's capital and economic center and one of Australia's most prosperous cities.



## 6. ESSENTIALS

Doctoral program in International Business Management (Ph.D.)

### Hard Facts

<b>Duration:</b>	min. 3 - 4 years	<b>Target:</b>	Advanced basic and applied research.
<b>Attendance:</b>	at least 18 - 20 days plus a at least 4 weeks stay at USC, additional doctoral workshops	<b>Admission:</b>	Officially recognised master's degree or comparable, assessment interview; limited number of admissions.
<b>Language:</b>	English	<b>Didactics:</b>	Research training, continuous evaluations, intensive supervision by SMBS faculty as well as by a USC faculty member.
<b>Organisation:</b>	extra-occupational	<b>Costs:</b>	Currently at least € 26,000.00 (incl. examination and administration fees, excl. travel costs)

Requirements for successful study program completion: Attendance of classes and positive examination results, a positively graded thesis, positive grading of the final defence. The total fees include study materials in electronic form, however, excludes travel costs, board and lodging. VAT exemption in accordance with § 6 Abs 1 Z 11 lit a UStG 1994 of Austrian tax law. Invoicing is at the beginning of each year of studies. The current version of the SMBS general terms and conditions applies (<http://www.smbs.at/business-school/business-school/agbs.html>).

Subject to potential change!

## 7. Registration

### 7.1 Acceptance process

#### Admission

Master's degree, preferably an MBA or equivalent / a master's degree or diploma (pre-Bologna structure) from officially recognised Austrian or German higher education institutes (university or university of applied sciences) or equivalent graduation from officially recognised / accredited higher education institutes in other countries.

Admission and enrolment in the doctoral program is decided mutually by the academic management at USC and SMBS (without legal recourse for applicants).

Ultimately the decision to admit students to the program is a joint decision of the scientific management at USC and SMBS.

#### Registration

Registrations must be in written form, e-mail or post, with a complete application folder and submission of all required documents.

#### Assessment interview

After submission of the registration form and all required documents (see checklist) all applicants fulfilling the formal requirements will be invited to an assessment interview in Salzburg.

On successful completion of the assessment interview, the scientific management / course management will decide on the admission recommendation to USC.

#### **Important note**

Early application is recommended.

(Program structure and content subject to constructive adaptations / modifications.)

#### Contact, information and registration:

Associate Dean of Doctoral Programmes:	Program Management:
Prof. Dr. Dr. Josef Neuert	Dipl.-Europaökonom (FH) Markus Spriestersbach, MBA
Email: josef.neuert@smbs.at	Email: markus.spriestersbach@smbs.at
Tel.: +43 (0)676 882221 00	Tel.: +43 (0)676 882222 34

## 7.2 Checklist

### Checklist of required documents for registration

#### Research project

The research project must be developed as a scientific dissertation. The documentation for this is the research requirements specification, which contains the research aims and costs as well as a schedule including your intended milestones.

Only a project outline (2 - 3 pages) is required for the applications process.

#### Application documents

- Application folder
- Curriculum vitae with passport photograph
- Authenticated copy of school leaving certificate / certificate of qualification for higher studies
- Documents proving graduation from higher education institutes (reports and certificates) (authenticated copies)
- Declaration of prior attempts to gain a doctorate (time, faculties, topics)
- Current criminal record (or corresponding documents) (original documents)
- Outline of research project (2 - 3 pages)
- Proof of competence in research methodology
- Declaration of English language competence

**Send complete registration documents to**

SMBS - University of Salzburg Business School  
Dipl.-Europaökonom (FH) Markus Spriestersbach, MBA  
Sigmund-Haffner-Gasse 18, A – 5020 Salzburg, Austria  
+43 (0) 676 8822 2234  
markus.spriestersbach@smbs.at

## 8. GENERAL TERMS AND CONDITIONS

For the attendance of study programmes and events of the SMBS  
(Version: January 2017)

All legal transactions between the Salzburg Management GmbH – University of Salzburg Business School, Sigmund-Haffner-Gasse 18, 5020 Salzburg (referred to in the following as SMBS) and its contractual partners are subject to the General Terms and Conditions of Business of the SMBS in the respective valid version. With regard to the individual study programmes and other events, the rights and obligations of the parties to the contract are defined in greater detail by the content of possible programme or event information or other communications of the SMBS. Furthermore, the statutes of the University of Salzburg apply.

### I. REGISTRATIONS, ACCEPTANCE PROCESS AND CONCLUSION OF CONTRACT

The application (registration), respectively binding for the full course of study, is to be made in writing using the application form provided by the SMBS and where designated checked in accordance with the admission regulations of the respective further training programme (e.g. a concluded Austrian or equivalent degree, evidence of good foreign language skills, successful completion of an application interview). Registration counts as binding when submitted with a signature. Unless mentioned otherwise in the programme information, registrations are considered in the order in which they are received. Doctoral and master's study programmes and other university courses feature a limited number of study places. The SMBS (or the respective course administration) has, according to its conditions of study, the task and obligation of checking the personal and specialist suitability of the applicants, as well as their fulfilment of the formal requirements for admission.

In so doing, however, liability of the SMBS is excluded in any case relative to the applicant and those third parties on whose behalf and/or at whose cost the applicant attends the course in the event that unsuitability is not recognised by the SMBS during the checking process, with the exception of a case of gross negligence. In particular, the SMBS is not obliged to the applicant or named third parties to check the truth of any statements made during the application or of documents with which it is presented.

The SMBS (or course administration) retains the right to make a selection corresponding to the qualification of applicants in the event that the number of registrations exceeds the available participant places, or the didactically appropriate balance of participants makes this necessary.

After the registration deadline has expired and the admission criteria have been positively checked, the applicant is accepted by means of a written "pledge of a study place" on the part of the SMBS. In justified exceptional cases, a pledge of this nature can be offered early (at least 6 months before the beginning of the course) and before the registration deadline has expired. If a pledge of a study place of this nature is offered early, separate cancellation conditions apply (see Point III.1. and 2.).

The participant grants his/her consent to the electronic processing of the data of the participant with the registration. When a study place is granted, moreover, the participant declares his/her consent to the communication of his/her name, telephone and e-mail data to the administration of the course and, for the facilitation of internal communication, to fellow students, lecturers, persons entrusted with the organisation of the educational operation, cooperation partners of the SMBS contributing to the course booked by the participant, the FIBAA as an accreditation agency and the graduate organisation "SMBS Alumni". In principle, all personal details of the participants are to be handled in strict confidence and not to be passed on to third parties (with the exception of those named above). Our Data Protection Register number is 21092603.

### II. TOTAL FEES AND SERVICES

Registration applies for the full course and is binding. When the applicant is notified of their acceptance, a processing fee of € 150.00 for doctoral and master's courses or of € 75.00 for other university courses becomes due for payment, and is charged to the participation payment (= total fee). The total fee is to be paid within 14 days of

the billing date and without any deductions. Study fees, examination fees and additional costs do not include value added tax, as the SMBS, as an adult education institution, is exempt from value added tax in accordance with § 6, Clause 1, Paragraph 11, Letter a of the Value Added Tax Law 1994. If a discount is granted – this is only possible from the course fee, excluding examination fee or additional costs – this is mentioned in the respective registration forms. Non-attendance of individual course lessons or parts of events in no way entitles the participant to a discount on the billing total.

MBA and MASTER study programs: if the agreed study period (MBA 4 semesters/MASTER 3 and 4 semesters) has expired, but not all items specified in the study plan (incl. master thesis and final presentation) have been successfully completed, SMBS charges and administrative fee of € 490.00 for each additional semester.

Further study programs: if the agreed (2 semester) study period has expired, but not all items specified in the study plan (incl. project work and final presentation) have been successfully completed, SMBS charges and administrative fee of € 245.00 for each additional semester.

Study documents are included in the total fee to the customary extent. Study documents are made available to the participants in electronic form. If the SMBS makes documents available in printed form, the participant is to bear the resulting costs. A supporting programme and break time drinks represent a voluntary additional service of the SMBS. The payment does not include the costs of travel, board and lodging of the participant, or any of their other disbursements.

Where possible, information is to be communicated between the SMBS, course instructors and participants via e-mail. The participant declares that he/she is prepared to manage an e-mail account for the duration of the study programme for the sending of information, documents, etc., and to retrieve the e-mails on a regular basis. The SMBS is not liable for damages or expenses incurred by the participant as a result of this information not being retrieved. In the event that it is not possible for the participant to manage an account of this nature, he/she is responsible for procuring this information by other means.

### III. CANCELLATION CONDITIONS

#### III.1. Doctoral and MBA Study Programmes

It is only possible to withdraw from a registration (cancellation) in writing. Participants can withdraw until 8 weeks prior to the beginning of the MBA study programme without paying the full fee, but only the processing fee of € 150.00.

In the event that the participant withdraws (in writing) less than 8 weeks prior to the beginning of the course, 40% of the course fee is paid as a cancellation fee or credited for a period of one year. In the event that the participant withdraws after the course has begun, the SMBS retains its claim to the total fee (100%), whether or not the student attends the course. The cancellation fee lapses if a replacement participant satisfying the admission criteria in question – subject to the sequencing and selection authority of the SMBS – takes up this study place and the payments are rendered in full. Until this time, the participant who has withdrawn from the course is jointly liable for the full amount with the participant who has taken up the place on the course.

In the case that the contracting party is not an individual person but a company, the company waives the right to make use of the judicial right of reduction for cancellation fees.

If the fixed pledge of a study place is made early (at least 6 months prior to the course has begun), the following cancellation deadlines apply in deviation from Clause 1 a participant may withdraw free of charge, other than the processing fee of € 150.00, within 8 weeks of the study place having been pledged. In the event that the participant withdraws (in writing) later than 8 weeks after the study place is pledged, 40% of the course fee is paid as a cancellation fee or credited for a period of one year. In the event that the participant withdraws after the course has begun, the SMBS retains its claim to the total fee (100%), whether or not the student attends the course. The cancellation fee lapses if a replacement participant satisfying the admission criteria in question – subject to the sequencing and selection authority of the SMBS – takes up this study place and the payments are rendered in full. Until this time, the participant who has withdrawn from the course is jointly liable for the full amount with the participant who has taken up the place on the course.

### **III.2. MASTER Study Programmes and other University Courses**

It is only possible to withdraw from a registration (cancellation) in writing. Participants can withdraw until 5 weeks prior to the study programme is to begin without paying a total fee, apart from the processing fee of € 150.00 or € 75.00.

In the event that the participant withdraws (in writing) less than 5 weeks prior to the beginning of the course, 40% of the course fee is paid as a cancellation fee or credited for a period of one year. In the event that the participant withdraws after the course has begun, the SMBS retains its claim to the total fee (100%), whether or not the student attends the course. The cancellation fee lapses if a replacement participant satisfying the admission criteria in question – subject to the sequencing and selection authority of the SMBS – takes up this study place and the payments are rendered in full. Until this time, the participant who has withdrawn from the course is jointly liable for the full amount with the participant who has taken up the place on the course.

In the case that the contracting party is not an individual person but a company, the company waives the right to make use of the judicial right of reduction for cancellation fees.

If the fixed pledge of a study place is made early (at least 6 months prior to the course has begun), the following cancellation deadlines apply in deviation from Clause 1 a participant may withdraw free of charge, other than the processing fee of € 150.00 or € 75.00, within 8 weeks of the study place having been pledged. In the event that the participant withdraws (in writing) later than 8 weeks after the study place is pledged, 40% of the course fee is paid as a cancellation fee or credited for a period of one year. In the event that the participant withdraws after the course has begun, the SMBS retains its claim to the total fee (100%), whether or not the student attends the course. The cancellation fee lapses if a replacement participant satisfying the admission criteria in question – subject to the sequencing and selection authority of the SMBS – takes up this study place and the payments are rendered in full. Until this time, the participant who has withdrawn from the course is jointly liable for the full amount with the participant who has taken up the place on the course.

### **III.3. Other events**

Cancellation of registration is possible for participants until 21 days before the event starts, without a course fee being due. In case of cancellation until 14 days before the event starts 50% of the course fees is due. In case of cancellation at a later point, the full course fee is charged, if the reasons for withdrawal lie with the participant.

### **III.4. General**

Cancellations are only effective when made in writing; the date on which the cancellation is received at the SMBS is decisive for the keeping of the term.

The SMBS reserves the right to cancel a course or seminar, particularly due to the minimum number of participants not being reached. If such a cancellation is made up to eight days prior to the course/seminar begins, participants do not accrue any claims for damages or other compensation whatsoever. If a cancellation is made within eight days prior to the beginning, the SMBS is liable, under exclusion of any other claims, for travel and accommodation costs verifiably disbursed by participants, although such compensation is excluded in cases of acts of God or of minor negligence. Participation payments already made are to be refunded by the SMBS without deductions in such cases. The illness of lecturers counts in all cases as an act of God.

### **III.5. Distance Selling**

If the participant is a consumer in the sense of the Employment Protection Act, and the contract has been concluded subject to exclusive use of one or more means of distance communication in the sense of § 5a of the Employment Protection Act, then the participant has the right to withdraw within a deadline of seven working days (Monday to Friday) from the day of the conclusion of the contract. It is sufficient for the withdrawal to be sent off within the deadline.

### **III.6. Termination**

The full course booked represents a fundamentally indivisible unit that is only meaningful when completed in full. In addition to this, it is necessary for the SMBS to retain the full number of participants for the full duration of the course in order to guarantee the necessary interactions between the participants, group work, etc. For this reason, it is not possible in principle to terminate the contract. If the participant is a consumer in the sense of the Employment Protection Act, however, § 15, Paragraph 2 of the Employment Protection Act states that the consumer can terminate first subject to observance of a six-month period until the expiry of the second year, and thereafter subject to observance of the same period until the expiry of each half-year.

## **IV. CHANGES TO SERVICES**

The programme of services of the courses and other events are planned long-term and subject to constant quality controls. Securing quality demands continuous adjustments. For this reason, the SMBS reserves the right to continue developing the study schedule and changes regarding event contents, days, sites and dates, as well as lecturers. Adaptations of this nature and possible short-term changes do not entitle the participant to withdraw from the contract, to reduce the study fees, or to make compensation claims.

## **V. EXCLUSION FROM PARTICIPATION**

To ensure that the aims of the event are achieved, the SMBS is entitled to exclude course or seminar participants from further participation with important reason (e.g. absenteeism, malicious disruption of the event or delay in payment despite warning and the setting of a period of grace of 14 days).

## **VI. LIABILITY FOR OBJECTS**

The SMBS accepts no liability in case of theft, loss or damage to objects brought to the events, in particular objects of value and motor vehicles. Any misuse of the software or hardware made available within the framework of a course/seminar relating to the device can lead to compensation claims on the part of the SMBS or third parties.

## **VII. PRIVACY POLICY**

The SMBS works in accordance with DSGVO.

## **VIII. MISCELLANEOUS**

In the event that changes are made to the name, address or billing address of the participant, he/she is obliged to notify the SMBS of this immediately in writing. If there is no notification of change, communications to the participant count as having been received if they have been sent to the most recently known address or billing address. The participants are obliged to cooperate in the gathering of information connected with the accreditation of a study programme.

## **IX. PLACE OF JURISDICTION AND EFFECTIVENESS**

These General Terms and Conditions come into effect as of 1. January 2017 and replace the General Terms and Conditions of Business in their previous version.

The exclusive place of jurisdiction for all legal disputes arising from the contracts concluded between the SMBS and its contractual partners is Salzburg. Should individual clauses of these conditions become ineffective, the effectiveness of the remaining conditions remains unaffected. In place of a possible ineffective clause, a clause is to be inserted which most closely resembles the economic purpose of the original clause as agreed. This contract is subject to Austrian law.



## 9. SMBS – UNIVERSITY OF SALZBURG BUSINESS SCHOOL

SMBS has built an astounding international reputation as the business school of Salzburg University in recent years. Partnerships with renowned first class universities, facilitating modules abroad and international teaching at top-level universities – including Lomonosov University in Moscow, Georgetown University in Washington DC and Fudan University in Shanghai to name but a few. The international FIBAA accreditation, continuous evaluation and quality assurance processes as well as the highest standards when it comes to the selection of lecturers ensure the uncompromising quality standards of the University of Salzburg Business School.

### **Didactics**

The management content is state of the art and is imparted by top-level lecturers for direct application and implementation. SMBS utilises module blocks with attendance to make the learning benefits as effective as possible for leaders. Exchange, discussion and case studies lead to a practice-oriented and deep understanding of the imparted management content:

For it is in application that the theoretical details are internalised and improved through feedback. Moreover, years of experience have shown that this modus operandi is ideal for working professionals. The registered office of SMBS – University of Salzburg Business School is in Sigmund-Haffner-Gasse 18 in 5020 Salzburg, Austria.



# DOCTORAL PROGRAM

## IN INTERNATIONAL BUSINESS MANAGEMENT

*Ph.D. at the University of the Sunshine Coast  
Brisbane/Sippy Downs, Australia*

### CONTACT

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