



Instructions and Company Profiles

The game of the German economy.

BUSINESSMASTER - MINTMASTER

Knowing, investing, cashing in – a reflection of entrepreneurial reality. In **BUSINESSMASTER** and **MINTMASTER** you can, if you have the relevant entrepreneurial know-how, found, buy and sell companies, invest in them and turn them into a public limited company.

In the **BUSINESSMASTER** edition, question cards about economy ensure that luck and strategy are not the only decisive factors but also entrepreneurial know-how. To be able to meet the demands of an international working environment, the entire game can be played both in German and English. The question cards are divided into a “Junior” and a “Senior” version and can therefore be used in all school levels and types.

The **MINTMASTER** edition was designed for pupils of 8th to 10th grade. The questions are on the school subjects Maths, Computer Science, Biology, Physics, Chemistry and Technology and are only available in German. Bank cards are included in German and English language.

The object of the game

The player who at the end of the agreed playing period of the game owns the most companies and has the most cash, is the winner. The player achieves this by founding as many profit-making companies as possible, investing in them and turning them into a public limited company to achieve the highest possible yield.

Contents

1 game plan, 2 dice, 6 game pins, 20 red investment symbols, 20 yellow PLC symbols, euro playing money, 90 bank cards, 30 ownership cards

BUSINESSMASTER: 120 “Junior” question cards as well as 120 “Senior” question cards (both in German/English).

MINTMASTER: 480 question cards (German)

The game fields

- 1 START field
- 2 BANK fields (Deutsche Bank)
- 6 ACTION fields (including 3 corner squares)
- 4 SIEMENS fields
- 27 COMPANY fields

Fig. 1 Game symbols



Investment symbol (red)



PLC symbol (yellow)

Preparing for the game

2 to 6 players can take part in the game. If you are playing the BUSINESSMASTER you must decide whether you are going to play in German or in English and then whether “Junior” or “Senior” question cards are to be used.

The bank cards and the question cards selected are then shuffled and placed face down on the marked fields on the game plan.

One of the players is selected to be the banker who manages the bank and the capital for the duration of the game. The banker now pays each player a starting capital of 3,000 euros playing money.

To speed up the game, 2-3 companies can be selected from the stack of the ownership cards before the start of the game and the founding value must be paid to the bank.

The remaining bank notes and the (remaining) ownership cards remain in the bank. The bank sells all valuables to the players according to the following rules:

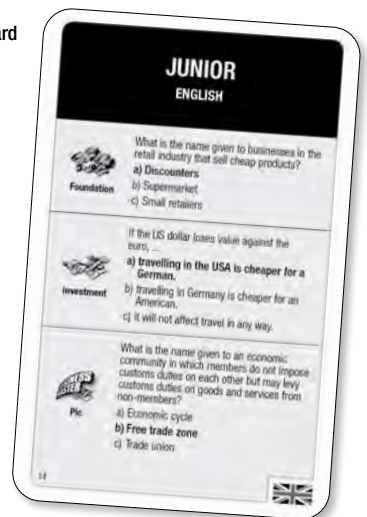
Start of the game

Each player selects one of the 6 game pieces and places them on the start field. Each player throws the dice once and the player with the highest number starts. The remaining players continue playing in a clockwise direction. Always throw both dice.

Founding

If a player lands on a company that is not yet owned by another player, the player to his left picks the top question card from the card stack and asks the first of the 3 questions, the “Founding question” (BUSINESSMASTER) or one of the three questions (MINTMASTER). If the answer is correct, the player gets the ownership card of the company from the bank and pays the bank the founding costs listed on the card.

Fig. 2 Question card



Investment

If the player lands on one of his companies a second time, he must answer an "Investment question" (one random question on the card in the MINTMASTER edition). If the answer is correct he may invest, he pays the investment costs to the bank according to the ownership card and receives a red investment symbol from the bank, which he places on his company. An investment can only be made once per company.

Conversion to a public limited company (PLC)

If a player has already invested in one of his companies and lands on the same company again, he can convert it into a public limited company if he answers a "PLC question" correctly (one random question on the card in the MINTMASTER edition). When answering the question correctly and paying the corresponding costs, the player can exchange the red investment symbol for a yellow PLC symbol. Only one PLC can be founded per company.

Awarding of contract

If a player lands on a company that has already been founded, he must award the company a contract and pay the player who owns the company the amount listed on the ownership card (contract after founding, after investment and after PLC).

Passing the start field

Each time a player passes the start field the bank pays him a grant of 400 euros. If he lands directly on the start field he receives a grant of 800 euros.



Fig. 3 Ownership card

"ACTION" fields (No. 11, 20, 21, 28, 31 and 37)

These fields are event fields where the player must follow the instructions listed on the field.

„SIEMENS“ fields (No. 4, 15, 29 and 38)

These fields are special company fields: The more divisions of SIEMENS you own, the higher is the price of a contract for the ones landing on this field.

"BANK" fields (No. 5 und 25)

If a player lands on a bank field of Deutsche Bank, he lifts off the top card from the bank card stack, reads it out loud and clear and must then follow the instructions.

Credits or debts

Taking out a credit or going into debt is not permitted. Contracts always have to be paid immediately. If a player is no longer in a position to pay his debts, he must auction off one or several of his companies to the highest bidder. The reserve price is generally 50 % of the founding costs.

Abb. 4 Bank card

End of game

The player who has the highest number of assets (companies, cash) at the end of the agreed playing period wins the game.

Assets accounting

Assets are calculated as follows:

- 1) Companies = founding costs + if available, investment costs + PLC costs
- 2) + Cash

At www.schoolgames.eu/tuniere you can download calculation sheets:

SG21DE_Schlussabrechnung.pdf



Impressum

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BUSINESSMASTER "Junior" questions: Mag. Wilhelm Malcik & Mag. Heidi Ziller

MINTMASTER questions:
Biology: Mag. Sabrina Pranci
Mathematics: The White Classroom, LPTS Dipl. Päd. Gerald Weihs, BET
Computer Science: easy4me, Christian Klotz
Technology: LPE Technische Medien GmbH, Klaus Trimborn
Physics: Rudolf Brinkmann
Chemistry: Chemtics & Waltzing Atoms

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Company Profiles

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Sector: Business consulting, IT development and implementation, outsourcing

Career Perspectives:

Do you want your career to really take off when you finish school, vocational training or university? Accenture can provide you with the best opportunities. As a leading global professional services company, headquartered in Dublin, we serve clients in more than 120 countries, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. With approximately 384,000 people worldwide, we drive innovation to improve the way the world works and lives. Accenture works for more than 4,000 clients, many of which are leaders in their industries. Among our clients are 29 of the 30 DAX companies and 91 of the Fortune Global 100. As a partner for these companies, you will work in a close-knit and global team with diverse talents and personalities.

Our Offering:

Accenture provides its employees first class opportunities for personal and professional development right from the start – with mentoring programs, individual support, training and further education within a specialist team. In addition, you can make valuable contacts for your future career path at any time in internal communities. No wonder Accenture was awarded as “Best

Place to Work” in Germany, Austria and Switzerland. With us you will take on varied and interesting tasks in highly complex projects right from the start. Combine theory with hands-on work and get started at Accenture with a dual studies program. The “Jump Start” program is your ideal entry pathway if you have already finished a bachelor’s degree. Here, you will get to know the range of tasks on site at the customer or in one of our more than 50 global development centers in two months.

Our Values:

The driving force of Accenture is our basic values, which direct our actions anew each day:

- We believe that we have a **responsibility** of making our company better, stronger and more sustainable for future generations.
- Our goal is to attract **the best employees** for our company.
- We believe in **creating value for our customers** by increasing their performance and nurturing longterm relationships.
- We have a **global network** with excellent performance worldwide.
- We believe in **respecting individuals** through a trusting and open working environment as well as **integrity** in ethical conduct, honesty and trustworthiness.

ALBA Group

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Industry: Recycling, environmental services and raw material trading, Number of employees: around 7,500

ALBA Group

The ALBA Group, one of the leading recycling and environmental services companies as well as raw material providers worldwide, operates with its two brands – ALBA and Interseroh – within Germany, Europa and Asia. In 2017 its divisions generated an annual turnover of approx. 1.8 billion Euros and employed a staff of about 7,500 employees. In 2017 alone ALBA Group saved almost 4.1 million tonnes of greenhouse gases compared to primary production and at the same time about 30.2 million tonnes of primary raw materials through its recycling activities.

Philosophy. Shaping the future together

Mutual appreciation, fairness, consistency and commitment are the most important qualities in dealings between management and employees. These are deep-seated in the guidelines of ALBA Group and serve as guiding principles during day-to-day interactions. With the help of motivation, genuine cooperation, sustainability and open communication, ALBA Group, as a complete supplier, achieves its objective of becoming the most profitable player in the market. Customer oriented processes, flat hierarchies, a decentralised corporate structure, innovative technologies, high

flexibility, quick decisions as well as an international focus form the basis of continuous growth and sustainable success.

Promoting youngsters at ALBA Group

ALBA Group is an environmental services provider and raw material supplier of the highest quality. Right from the beginning, a lot is being done to attract and retain the best. Corporate and sales-oriented action is promoted at all levels using innovative programs. ALBA Group provides training in around 20 different commercial and industrial professions. In addition, a dual degree offered in cooperation with a university of cooperative education, provides capable students the opportunity of getting theoretical and practical training at the same time in just three years. ALBA Group is looking for committed and motivated students who want to utilise this opportunity to be a part of the exciting development of a growing international company. Information on the training and professional options can be found under: www.albagroup.de/career

Follow ALBA Group on Facebook, Instagram, Youtube and Twitter!



Anton Paar

Anton Paar Great people, great instruments

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Industry: Measurement and analysis technology | Turnover 2018: 366 Mio. Euro

Employees 2019: 3,400 worldwide (1,500 in Austria)

Headquarters: Graz, Austria | Subsidiaries: 39 (3 in Austria)

The company was founded in 1922 in Graz (Austria) by Anton Paar as a locksmith's workshop. His daughter Gretl Platzer, the first female locksmith in Styria, established precise metalworking at the company. In the 1950s the company entered the field of measurement and analysis technology. It became an internationally successful world market leader because of numerous patents for technological inventions. Companies from various industries and research institutes are among the customers of Anton Paar. The largest producers of beer and soft drinks use measurement instruments from Anton Paar, as do manufacturers of cosmetics, toothpaste, asphalt, displays of mobile phones, medicines, and chocolate. They measure density, concentration, dissolved carbon dioxide, viscosity, pore sizes, particle numbers, and much more.

Employees at Anton Paar are permanently curious, love technology and craftsmanship, and are passionate for high quality.

Investment in research and new products

Anton Paar specializes in precise mechanical and electronic manufacturing. The company produces all critical components for the measuring instruments itself; from the measuring probe to the circuit board. In order to be technologically one step ahead of the competition,

Anton Paar invests 20 % of its annual turnover in research. Anton Paar produces more than 170 measuring instruments and analysis systems, from handheld density meters for hobby brewers to fully automated measuring systems for the automotive industry.

In addition to the focus on research and the development of new measuring instruments, the growth of the Anton Paar Group has since 2007 been based on acquisitions of measuring technology companies in Germany, Switzerland, and the USA. Because of this approach the product portfolio and expert knowledge are constantly being expanded.

Active worldwide

Anton Paar develops and produces its measuring instruments at eight manufacturing companies and distributes them worldwide in 110 countries via 31 sales subsidiaries and 50 exclusive distribution partners.

Responsibility for society and the environment

Since 2003, Anton Paar has been owned by the charitable Santner Private Foundation, a non-profit foundation with exclusively charitable purposes. Its focus areas are on the one hand prevention of drug dependence and supporting people with addiction and on the other hand promoting non-profit science and research.

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Sector: Insurance broking

About us:

Welcome to Aon, one leading global provider of risk management, insurance and reinsurance brokerage, and human resources solutions. Aon has an employee base of more than 72,000 people working in 500 locations in more than 120 countries. The company is based in London, UK.

In Germany, Aon has around 1,700 employees. In addition to our head office in Hamburg, we have branches in Berlin, Mülheim, Frankfurt, Wiesbaden, Stuttgart and Munich.

What we do:

We are the world's largest insurance broker, as well as the number one broker in Germany. To make sure it stays that way, we are investing in the recruitment of new, committed talent. We ensure that our clients are provided with the right insurance cover. We also advise companies of all sizes across all sectors of industry in all risk matters. We work with experts in all fields – from meteorologists to explosives experts and panic researchers – in order to find the solutions that best meet our clients' requirements, because it is only by properly assessing and insuring a risk that we can ensure that all is not lost, even in the worst-case scenario. That's why, when considering new ventures or large-scale projects, German blue-chip companies place their trust in our expertise.

AZUBIYO

FUNKE Works GmbH

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Industries: Internet, personnel services
Employees: 80 (April 2021)

What we do

AZUBIYO.de gives you the opportunity to apply for a vocational training or a dual study position and matches you with employers who suit you best. Based on several questions and multiple-choice-tests you create a profile that shows your strengths, wishes and marks. The employers also define their requirements for each job position in detail. Our innovative matching process compares your profile with each job. Now you can see a list of several job offers – with your most suitable positions listed on top. That is how we help both candidates and employers to find the right fit.

Let them find you: Complete your profile with a curriculum vitae and make your profile visible for employers. When searching for suitable candidates the companies look at the student profiles. Does your profile meet the criteria of the company, AZUBIYO will inform you via direct message. And that means one thing in particular: A great advantage for your application at this company!

Receive job offers on your mobile phone via WhatsApp: We either send you information on open positions based on the results of your AZUBIYO matching. Or you look for something in particular, save this search and we send you a message when a corresponding job offer becomes available.

In addition AZUBIYO offers you lots of information on all kinds of professions and interviews with apprentices. Furthermore we support you with valuable tips concerning on how to write application letters and how to prepare for job interviews.

Of course all the information you find on our website is free of charge.

Who we are

AZUBIYO was founded in December 2009, belongs to the FUNKE Works GmbH and is part of FUNKE MEDIEN-GRUPPE. For the further development of AZUBIYO our editorial staff constantly researches relevant content to give guidance for young people and their career choices. Furthermore our product management is constantly working on optimizing the website to make it user-friendly and to make looking for a job as much fun as possible.

Philosophy of AZUBIYO

There are no bad jobs or bad candidates – sometimes both sides just don't match. AZUBIYO accurately matches apprenticeship-seekers with employers, who are looking for suitable candidates. The AZUBIYO matching process then matches the candidates with positions that correspond to their test results best: almost like an online dating service. Thereby you also become aware of professions and companies in your region or all over Germany you did not have in mind before.

Currenta GmbH & Co. OHG

CHEMPARK, 51368 Leverkusen
Internet: www.currenta.com

Industry: chemical industry and services
Number of employees: 3,200 as of December 31, 2016

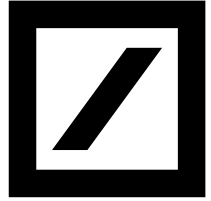
Currenta GmbH & Co. OHG, abbreviated to CURRENTA, and its workforce of 3,200 generate around EUR 1.2 billion in sales annually. In its role as manager and operator of CHEMPARK, with sites in Leverkusen, Dormagen and Krefeld-Uerdingen, CURRENTA maintains one of the largest chemical parks in Europe and looks back on a company history spanning over 100 years through its shareholders Bayer (60%) and LANXESS (40%).

CURRENTA provides services to a total of 70 industrial companies at the three CHEMPARK sites in the areas of utility supply, waste management, infrastructure, safety and security, analytics and training. Additional services are provided by its subsidiaries Tectrion GmbH and Chemion GmbH.

Services required to support the infrastructure at CHEMPARK further include power grids, pipeline networks and pipe bridges, as well as roadways, railways, sewers, docks and water supply and treatment systems. As many as 600 employees in the CHEMPARK & Safety department work to ensure safety at CHEMPARK, both inside and out. Their responsibilities include conventional safety services, such as site security, fire protection and emergency rescue, as well as forging relations with neighbors, the political community and government authorities.

In the area of supply and disposal services, CURRENTA supplies the manufacturing plants with all the required forms of utilities, from electricity and steam, to compressed air, refrigeration and various technical gases. As a specialist in safe disposal solutions, CURRENTA manages all processes involved in disposing of and recycling waste in its own hazardous waste and waste air incineration plants, landfills and recycling collection centers.

CURRENTA further provides support in areas such as occupational safety, health protection, permit management and building and grounds services. The Analytics business unit offers a broad range of analytical services, including contract analysis, analytical support of research and development projects, and the management and operation of entire customer laboratories. In the area of vocational training and continuing education, CURRENTA, on behalf of CHEMPARK companies, trains 2,400 young people in over 20 natural science, technical and business occupations. It also offers combined work-study programs and training for people in full-time work.



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Sector: Financial services

Number of employees: more than 100,000 of these approx. 45,000 in Germany

Our bank

We are Germany's leading bank with strong positions in Europe and significant presence in the Americas and Asia Pacific. We're driving growth through our strong client franchise, investing heavily in digital technologies, prioritising long-term success over short-term gains, and serving society with ambition and integrity. We serve our clients' real economic needs in commercial and investment banking, retail banking and transaction banking, and provide ground-breaking products and services in asset and wealth management.

Our culture

Diversity drives Deutsche Bank. Our diverse and inclusive work environment is a place where you will be valued, can contribute your best work, and succeed based on merit. Our competitive advantage is gained by bringing together creative, intelligent people with different perspectives, experiences and ideas – and encouraging them to work together with generosity and respect. We promote team work and offer a broad variety of continued professional development opportunities

Our commitment

We're passionate about giving something back – whether that's through volunteering, sponsoring the arts, financing local community projects or spearheading action on climate change. That's why, around the world, our employees contribute their time and talent to tackle tasks in their local communities, offering direct and individual support to non-profit institutions and social organisations.

Career opportunities to look forward to

We offer school-goers, students and graduates great opportunities to start and advance their careers. Whether it's vocational training, work/study courses ("Duales Studium"), internships or trainee programmes – you benefit from structured programmes, first-class training and expert support enabling you to launch a successful professional career.



DIN German Institute for Standardization

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Sector: Technical and scientific services
Number of employees: approx. 400

What is DIN?

DIN, the German Institute for Standardization, develops standards as a service to industry, the state and society as a whole. DIN is a private organization registered as a non-profit association. Its members come from industry, associations, public authorities, commerce, the trades and research organizations. By agreement with the German Federal Government, DIN is the acknowledged national standards body that represents German interests in European and international standards organizations. DIN has been based in Berlin since 1917.

What is standardization?

Standardization is the process by which a technical standard is developed; it is governed by set rules and principles. Anyone can submit a proposal for the development of a new standard. Standards are developed by those who need and use them - often referred to as the „stakeholders“ in standardization - including manufacturers, consumers, wholesalers and retailers, research organizations, insurers, public authorities and testing agencies. Around 28,000 external experts are active

in DIN's Standards Committees. Standards generate economic benefits which have, for Germany, been estimated at 0.72 % of the Gross Domestic Product. They promote worldwide trade, encourage rationalization and quality assurance, and improve security and communication. Standardization is an important strategic instrument for improving competitive ability. Companies who participate in standards work gain a major advantage through the early recognition of developments, trends and market opportunities.

Context

Global issues such as climate protection and energy shortage can only be solved if globally applicable rules are agreed upon. DIN helps in this by providing a platform through which German experts can participate in standards work at international level. In fact, over 80 % of DIN's work is internationally oriented. The marketing of innovative technologies and services plays an increasingly important role in standards work. DIN has also introduced new methods of developing specifications to address the needs of extremely dynamic sectors.



EDEKA

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Sector: retail, Number of employees: 369,300 (2017), Turnover: EUR 51.1 billion (2017)

EDEKA – Germany’s most successful co-operative

The EDEKA Group is based on a cooperative structure. Its efficiency is based on tightly-knit networking across three tiers: Round about 3,800 independent retailers are the backbone of the cooperative’s success, setting the standard across Germany with modern shops that are guiding the way to the future of grocery retailing. The seven regional EDEKA companies are responsible for the operational side of the business. Whilst the EDEKA retailers provide our customers with products on a daily basis nationwide, the wholesalers supply, thanks to sophisticated logistics, our retailers with fresh and highly quality foods daily.

The coordination of the EDEKA strategy occurs in the EDEKA headquarters in Hamburg, which manages the national goods procurement as well as the successful campaign “We ♥ food.” This is also where the impulses come from for the realization of group-wide goals – for example the development of continuous IT structures and modern personal development and qualification concepts for retail trade.

With its subsidiary Netto Marken-Discount, it also sets successful trends in discount business and completes the wide range of services offered by EDEKA.

With annual sales revenues of roughly EUR 51.9 billion in 2017, 11,430 locations, and 369,300 employees, and about 17,500 apprentices, EDEKA is one of the top companies in the German grocery retailing market.



E.ON SE

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Branche: Energy

E.ON is a global private energy company. Our 40,000 employees in 13 countries work every day to create technological innovations and user-friendly customer solutions for the new energy environment. We are the first major energy company in Europe to systematically focus our three business areas – energy networks, renewable energies and customer solutions – on the emerging energy environment.

To encourage the energy revolution, we have invested over 10 billion euros in renewable energy during the past several years. In addition, we also oversee more than 1 million kilometers of energy networks in Europe (including Turkey), because intelligent energy networks provide the infrastructure for the new energy environment and supply approximately 32 million customers with electricity, gas, heat and energy services.

EY (Ernst & Young GmbH) Wirtschaftsprüfungsgesellschaft

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Sector: Assurance, Tax, Transactions & Consulting
Employees: Germany: more than 11,000; globally: more than 284,000

About the global EY organization

The global EY organization is a leader in assurance, tax, transaction and consulting services. We leverage our experience, knowledge and services to help build trust and confidence in the financial markets and in economies all over the world. We are ideally equipped for this task – with well trained employees, strong teams, excellent services and outstanding client relations. Our global mission is to drive progress and make a difference by building a better working world – for our people, for our clients and for our communities.

Our values

At EY, we nurture the natural talents of our people and get involved in projects that help increase trust and confidence in business and government. We work with our clients to build their success in the marketplace. And we contribute to our communities and society by supporting economic stability and growth and getting involved in global issues.

Our teams all around the globe are the foundation of our success. High performing, diverse, responsive, innovative, with strong values and an unwavering commitment to quality – our teams are our biggest asset and being part of them is a truly great experience. Mutual respect and an inspiring, inclusive environment

where everyone's input is valued are at the heart of our team culture. As a result, our colleagues form strong bonds and friendships that often last a lifetime.

Your career with EY

Start building your career now! Laying a solid foundation is the best way to guarantee a successful future. EY offers you a whole host of opportunities to create this foundation at one of the world's leading professional services organizations – for example through our apprenticeships or our graduate development programs. At EY, we're committed to building a better working world. For you, for our clients and the wider community. As part of the world's highest performing teams, you'll deliver real insight and value. In the process, you'll have the chance to build relationships with people from all over the world and from a variety of industries, and those relationships will help you to learn, develop and shape your career. Networks and knowledge that will, in fact, last you a lifetime. You'll be encouraged to find a path that complements your natural strengths and interests while also improving the way we serve our clients. Joining us is about so much more than just the EY name on your CV. You will benefit from the exceptional experiences you make at EY for a lifetime. Build your individual career with us. It's yours to build!

The Fraunhofer-Gesellschaft

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Number of employees: 24,000, Research volume: 2.1 billion Euros

Research of practical utility lies at the heart of all activities pursued by the Fraunhofer-Gesellschaft. Founded in 1949, the research organization undertakes applied research that drives economic development and serves the wider benefit of society. Its services are solicited by customers and contractual partners in industry, the service sector and public administration.

At present, the Fraunhofer-Gesellschaft maintains 67 institutes and research units. The majority of the nearly 24,000 staff are qualified scientists and engineers, who work with an annual research budget of more than 2.1 billion euros. Of this sum, around 1.7 billion euros is generated through contract research. More than 70 percent of the Fraunhofer-Gesellschaft's contract research revenue is derived from contracts with industry and from publicly financed research projects. Almost 30 percent is contributed by the German federal and Länder governments in the form of base funding, enabling the institutes to work ahead on solutions to problems that will not become acutely relevant to industry and society until five or ten years from now.

International collaborations with excellent research partners and innovative companies around the world ensure direct access to regions of the greatest importance to present and future scientific progress and economic development. With its clearly defined mission

of application-oriented research and its focus on key technologies of relevance to the future, the Fraunhofer-Gesellschaft plays a prominent role in the German and European innovation process. Applied research has a knock-on effect that extends beyond the direct benefits perceived by the customer: Through their research and development work, the Fraunhofer Institutes help to reinforce the competitive strength of the economy in their local region, and throughout Germany and Europe. They do so by promoting innovation, strengthening the technological base, improving the acceptance of new technologies, and helping to train the urgently needed future generation of scientists and engineers.

As an employer, the Fraunhofer-Gesellschaft offers its staff the opportunity to develop the professional and personal skills that will allow them to take up positions of responsibility within their institute, at universities, in industry and in society. Students who choose to work on projects at the Fraunhofer Institutes have excellent prospects of starting and developing a career in industry by virtue of the practical training and experience they have acquired.

The Fraunhofer-Gesellschaft is a recognized non-profit organization that takes its name from Joseph von Fraunhofer (1787–1826), the illustrious Munich researcher, inventor and entrepreneur.

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Sector: Medien, Number of employees: 6.000

FUNKE MEDIENGRUPPE stands for powerful brands and is on its way to become Germany's prime media house that focuses on two business segments: regional media, as well as women's magazines and TV guides and their intelligent digital interlacement.

The portfolio covers regional newspapers (e.g. Westdeutsche Allgemeine Zeitung, Hamburger Abendblatt, Berliner Morgenpost), advertising papers, women's magazines and TV guides (e.g. HÖRZU, TVdigital, BILD der FRAU, Frau im Spiegel) and numerous regional websites.

All over Germany about 1.500 journalists and 4.500 media experts work every day to provide the best news, stories and services – print and digital. The tremendous variety of FUNKE's journalists, media professionals and products is the unique source of power, ideas, creativity and inspiration, that builds the foundation for a thriving company.

FUJITSU

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E-mail: karriere@ts.fujitsu.com, Web: www.fujitsu.de

Sector: ICT

Employees (worldwide): about 159,000, revenue of Fujitsu Ltd: 4.8 trillion yen (US\$ 40 billion)

Fujitsu is the leading provider of information and communication technology (ICT)-based business solutions and offers an extensive range of technology products, solutions and services, from devices such as laptops, tablets and PCs as well as data center solutions, services and cloud solutions right through to outsourcing. Founded in 1935, the company with currently about 159,000 employees supports customers in more than 100 countries. After a 10-year joint venture with Siemens, Fujitsu Technology Solutions which was founded in 2009 has become the European cornerstone of the Japanese parent company.

IT made in Germany – the Fujitsu factory in Augsburg

The Fujitsu factory in Augsburg is one of the world's most modern production locations for computers and storage systems and the only remaining PC production facility in Germany. Over 1,600 employees work in the factory. The hardware manufactured there is delivered all over the world.

The Fujitsu factory is the most modern production facility for IT systems in Europe. In April 2013 it was presented the Bavarian Quality Award of the Bavarian Ministry of Economic Affairs, Infrastructure, Transport, and Technology in the category „Industry“.

Research and Development (R&D) in Germany

In addition to the production, the largest research and development organization (R&D) outside Japan is located in Augsburg. More than 1,000 engineers are employed in the server and storage environment; about 400 developers work in the software and solutions field. They are in close contact with the production, thus ensuring a continuous improvement and development process. The proximity of the production location to development also pays dividends for customers in Central Europe, whose variety of demands can be met in a fast and flexible manner.

Ways of joining Fujitsu Technology Solutions

We have various degrees (dual courses of study) and apprenticeships in commercial and technical fields to offer. Our apprenticeship programs not only combine theory and practice, because thanks to numerous add-on seminars you obtain an excellent additional qualification - ideal preparation for working life. More information is available at www.fujitsu.de/karriere.

We are a company with highly motivated employees, who participate actively, develop their own individual strengths and are proud to be a part of Fujitsu.



Gebrüder Weiss

Transport and Logistics

Karatas-Straße 6, D-87700 Memmingen

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E-Mail: service.memmingen@gw-world.com, Web: www.gw-world.com/greatjobs

More than an episode – Great Jobs

With a history of over 550 years, Gebrüder Weiss is the **oldest logistics company in the world** – and one of the most successful. The foundation of this success? Our employees. Because we give them the freedom to find new approaches and play an active part in shaping the future - at more than 170 locations worldwide. Excellent career prospects for all **people who love mobility**.

Starting from our home markets in the Alps-Danube region and Eastern Europe, we now ship all kinds of freight by **land, air or sea – all around the globe**.

As a logistics company that is growing all the time, we never stand still. We offer our employees a working environment in which they can make things happen, find solutions and help to shape processes. We promote cultural interaction and we value anyone who loves experimenting and discovering new things.

Working at Gebrüder Weiss

Gebrüder Weiss offers its employees outstanding **training programs** and **development opportunities based on their individual strengths and interests**.

This creates an environment where people do not just

do the job by the rulebook but approach their work with enthusiasm and have the chance to carve out a career path that suits them personally. Anyone who shows initiative at Gebrüder Weiss is encouraged and supported. This results in outstanding performance and better solutions for our customers. Ultimately, it is the skills, ideas and passion of our employees that will continue to take this family-run company from strength to strength.

Career starters welcome!

As an employer, we particularly want to **attract young people to Gebrüder Weiss** who are curious and proactive as well as interested in having a varied job in an intercultural environment.

We take our younger colleagues' training especially seriously! That's why we give special support to our new employees by offering them an intensive onboarding program.

Greiner AG

Greinerstraße 70, 4550 Kremsmünster

Phone: +43 50541 82357, Fax: +43 50541 60304

E-mail: office@greiner-ng.com, Web: www.greiner.com, www.greiner-ng.com

Industry: Plastics and foam, Sales revenue: 1.631 billions (BY 2018)

Number of Employees: 10,785 worldwide

Who we are:

Founded in Nürtingen, Germany, in 1868, Greiner is now a global leader in the plastics and foam industry.

The group of companies is headquartered in Kremsmünster, Austria, and its products are found in every area of daily life. They range from yogurt cups on the breakfast table and comfortable foam mattresses to seats in automobiles and airplanes, all the way through blood collection tubes used by doctors and as production components for plastic window frames. Greiner AG is made up of four operational divisions – Greiner Packaging, Greiner Bio-One, Greiner Foam, and Greiner Extrusion – with 140 locations around the world.

150 years of company history:

Greiner celebrated 150 years as a family business in 2018. The company reached this landmark anniversary thanks to responsible business practices, an innovative and farsighted outlook, and tireless work from generation to generation.

Our approach to the future:

We believe that sustainability is more than just a trend. Sustainable activities are the essential foundation for a future that's worth living. As a processor of plastics and producer of foam, it's crucial that we – and every other company – develop sustainable solutions that respond to the global challenges of our times. But what makes a company sustainable? We've provided an initial response in the form of our sustainability strategy, Plastics for Life. At its root lies the conviction that plastics have a future, despite facing widespread criticism.

(Learn more about this topic by reading our Sustainability Report on our website: sustainability.greiner.com.)

Hermes Fulfilment GmbH

Essener Straße 89, 22419 Hamburg

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Web: www.hermesworld.com/fulfilment

Sector: Logistics

Employees: 5.000

As one of the leading providers in Europe, Hermes Fulfilment develops international full service e-commerce solutions – carefully tailored to suit your needs and from one and the same partner. Never mind whether you are a newcomer to the sector or an established online retailer – we can either handle all your processes for you or we can put together our various fulfilment modules to build an integrated service package that is ideally matched to the specific needs of your organisation. To ensure that your customers receive an excellent service, we work in partnership with local service providers who are familiar with the distinctive features of the market and know how to do business there. We develop concepts that will grow in line with both your business and your goals. Our fulfilment solutions are fully scaleable

and easily adaptable to the needs of a changing business. Whether the warehouse processes involve a high level of automation or are geared to meet specific warehousing needs: we put together a package that is perfectly tailored to your requirements. In this way we can easily cope with the kind of peak periods that occur at Christmas or at the start of a fashion season. As part of the Otto Group and member of the Hermes family, Hermes Fulfilment brings extensive retail industry experience to our clients. Partnering with us will help you keep a tight grip on your online shopping business. The warehousing services are provided from our locations in Hamburg (Hamburg), Haldensleben (Saxony-Anhalt), Löhne (North Rhine-Westphalia) and Ohrdruf (Thuringia). The company headquarters is in Hamburg.

INEOS in Cologne

Alte Straße 201, 50769 Cologne, Germany

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Sector: Chemistry

Number of employees: 2,500

Who we are:

INEOS in Cologne is the largest chemical company and the third largest industrial employer in Cologne. With 2,500 employees and of those 240 apprentices and dual students in four business units, INEOS in Cologne is one of the largest sites of the INEOS Group. Founded in 1957 as EC Erdölchemie (a joint venture between BP and Bayer), INEOS has been the sole owner of INEOS in Cologne since end of 2005.

INEOS, founded in 1998, is the third largest petrochemical company in the world, with 26,000 employees at 194 locations in 29 countries and annual sales of USD 61 billion. In addition to the chemical, oil and gas sectors, we also invest in sports, health and the environment. INEOS includes e.g. INEOS Grenadier, INEOS Hygienics and Belstaff, the top sport teams Mercedes-AMG Petronas, INEOS Grenadiers, INEOS Team UK as well as the children's running initiatives GO Run For Fun and The Daily Mile.

What we do:

As a petrochemical site, INEOS in Cologne is an important supplier of raw materials to the chemical industry. The raw material is primarily petrol (naphtha) produced

in refineries in petroleum processing. At the Cologne site, base chemicals are produced that serve the chemical industry as building blocks for the production of polymers, rubber and fibers. In addition, those are used in solvents and detergents, paints, fertilizers and pesticides as well as in cosmetics and pharmacy.

What is important to us:

Our motto is "Chemistry by People", meaning that people are the focus of attention at INEOS in Cologne. At INEOS, we value our employees and specifically promote their individual needs. During your training and dual studies with us, you benefit from varied tasks and bear responsibility right from the start. With the support of the entire team you grow professionally and personally and achieve your learning goals, therefore, reaching one of our goals „Training with personality“. We are strongly committed to the next generation and start already at primary school age. For more than ten years, INEOS has been cooperating in Cologne with currently 38 partner schools with the STEM initiative TuWaS! (technology and natural science at schools) in the Rhineland area.

KNAPP AG

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E-Mail: personal@knapp.com, Internet: knapp.com

Branches: Logistics Automation and Logistics Software

KNAPP AG is an Austrian technology company for integrated intralogistics solutions and offers turnkey systems in the fields of warehouse automation and warehouse logistics. The company's international orientation is reflected by an export rate of 98 % and more than 1,850 installations on all continents. Founded in 1952, KNAPP now employs more than 4,500 employees worldwide, including more than 2,700 in Austria. With around 1,000 employees in the area of software alone, we are one of the largest IT employers in Styria. We are a Federally Recognized Exceptional Apprentice Training Company who has been educating apprentices in the areas of metal technology, mechatronics and application development for over 25 years.

Innovation is tradition

KNAPP has dominated the field of intralogistics for more than 60 years with innovative solutions, while repeatedly setting new benchmarks. KNAPP has developed autonomously navigating transport systems with the Open Shuttles. The company brings smart solutions and valuable solution components to the zero defect warehouse with the picking robot 'Pick-it-Easy Robot' and vision technology – the interpretation of an intelligently networked KNAPP warehouse. The automatic warehouse

system OSR Shuttle™ is the core of numerous solution concepts in combination with ergonomic Pick-it-Easy picking workstations and high-performance conveyor technology. The proprietary software KiSoft is an integral component of the system solutions for maximum flexibility and scalability.

KNAPP – one big, happy patchwork family

Our company values - trust, courage and appreciation - form the basis of our positive corporate culture. Our employees are part of our international KNAPP family. They actively impart our corporate culture in all aspects of business. In business, we value social fairness, a positive and respectful approach to the individual, a foundation built on trust as well as a conscientious attitude. Our open corporate culture builds on these cornerstones: intensive communication, creative freedom and the active involvement of employees in decisions and innovations. The leadership style we uphold in the company is management by objectives. This provides our employees with the opportunity to reach their full potential and achieve outstanding performance.



METRO Deutschland GmbH

Metrostraße 8, 40235 Düsseldorf

Phone: 0211/ 6886 2091

Web: www.metro.de/karriere

Industry: Großhandel

Number of employees: ca. 14.000 (FY 2017/18)

Who we are:

METRO – a strong partner!

103 METRO stores in Germany. 14,000 experts for the food and non-food sector. More than 50 years of experience.

That's METRO Germany. The success story of Germany's leading wholesale company began in 1964. With the opening of the first METRO wholesale store in Mülheim an der Ruhr, a revolutionary concept was established at that time: Cash & Carry means that customers can assemble their own merchandise at the wholesale store, pay cash and take it directly with them.

Today, the company is active in many sales channels, from stationary retail to delivery. In all areas, sales at METRO are specifically geared to the needs of commercial customers. The wholesale professional thus pursues the goal of offering its customers a shopping experience that is individual, convenient and fast. This is why around four million customers place their trust in METRO Germany.

Career at METRO Germany:

First to school and then? Life really starts! For example, with an exciting apprenticeship at Germany's number one wholesaler. Are you interested in retailing, want to take on responsibility, work in a great team and enjoy helping out? We are looking for talents like you.

With us, you can choose from a variety of apprenticeships – in over 100 locations throughout Germany or at the headquarter in Düsseldorf. Decide for yourself what best suits to your type, your strengths and interests and seize your opportunities!

You can find information on your apprenticeship and your career opportunities at: www.metro.de/karriere



NANU-NANA®

SEIT 1972

Nanu-Nana Einkaufs- und Verwaltungsgesellschaft mbH & Co. KG

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Industry: Giftware

Joachim Hoepf started his unique success story with the opening of the first store for giftwares and home accessories in Oldenburg in 1972. The key to success were and still are our committed and motivated employees who turn every visit in our stores to a great experience for our customers.

Because of the increasing number of our stores, the need of new employees and trainees rises every year. We are always in search of personalities who are success-oriented and characters who want to make our customers happy by the use of their passion and imagination. Maybe you will soon be one of us?! Due to our flat hierarchy we offer career opportunities for every talent – from graduates to professionally experienced people.

Our employees work independent and persuade with creativity and good spirits. Trust is the base of our work together. We are a dynamic ever-expanding company which blazes with the team spirit of its employees.

You want to be trained in a commercial job with promising perspectives or graduate in a cooperative study program? Then this is the right place for you!

Within the three years of training you will stay in selected departments in our head office (e.g. the accounting, the purchasing or the personnel department). Your apprenticeship will be complemented with in-house lessons and extensive preparations for the exam. Likewise we offer longterm assumption and career opportunities.

Besides of an apprenticeship, we offer a cooperative study program with perspective! During the practical phase you can transfer all the theoretical knowledge into practice in the different departments.

In addition to the apprenticeship and the cooperative study program in the headquarter, we also train retail clerks in our stores.



OBI Group Holding SE & Co. KGaA

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Sector: Building and Home Improvement Stores
Number of employees: > 42.000

Who we are:

Leading instead of following. That is OBI's claim. Always heading on new paths is our recipe for success. In Germany, we are already the number one among the Do-It-Yourself stores. In Europe, we belong to the top of the market. In 11 European countries and in over 570 OBI stores, DIY-enthusiasts can find exactly what they are looking for. Quality, a wide selection of products, help and advice. That is, what over 42,000 committed employees are all pulling together for, every day. Therefore, OBI offers the best prospects of promotion, international perspectives and intensive training programs. We are looking for people leading the way with us.

Products and Services

OBI stores offer a broad and comprehensive product range, which, on average, includes 40-60.000 articles per store. The competent product range covers gardening, building material and elements, tools, sanitary and interior decoration. Targeting primarily private individuals - i.e., families, do-it-yourselfers and semi-professionals - customers attracted from within an extensive catchment area will find all they need to improve their homes.

Discover OBI

Orange! That's OBI, or at least what most people associate with OBI. But OBI is far more than a color. Diversity, success and great opportunities for personal development - that's what OBI stands for. Allow us to convince you: Come step into the fascinating world of OBI.

Our vision

We all have a great vision: To be - and to remain - the leading retailer for home improvement in Europe. This is why we are constantly growing.

Our values

Performance, Respect, Openness and Responsibility. These give us the possibility of considered cooperation and a responsible and uniform appearance towards our customers, colleagues and business partners.

Otis GmbH und Co. OHG

Otisstraße 33, 13507 Berlin
Telephone: +49 (0) 3043 04-0
E-Mail: career.germany@otis.com, Internet: www.otis.com

Sector: Industry

Number of employees: 68.000 worldwide (2.500 in Germany), Turnover: 12 billion dollar

Otis – Made to move you

Otis was founded in 1853 by Elisha Graves Otis, making it the oldest elevator company. With approximately 68,000 employees worldwide, including 2,500 in Germany, \$ 12 billion in sales, and products sold in over 200 countries, Otis is the largest of its kind. Otis is part of the globally successful United Technologies Corporation (UTC), headquartered in Farmington / USA. Every day, around 2 billion people worldwide are transported by Otis 2.6 million elevators, escalators and moving walkways.

Our vision

At OTIS we have a vision: OTIS will be the world's leading service provider. In new construction, after-sales service and modernization. Our outstanding customer orientation is reflected in the behavior of our employees. Each of our employees sees itself as a service ambassador for our company.

What we offer

Otis combines the benefits of a multi-billion international corporation with the dynamism and power of a flat hierarchy. At Otis great emphasis is placed on empowerment. Our employees have freedom, own initiative is expressly desired. At the same time, each of us can

always rely on his colleagues. Whenever necessary, every employee also finds active support from his superiors.

Who we are looking for

Do you fancy a job in one of the most successful technology companies in the world, with sympathetic and competent colleagues as well as exciting and challenging tasks? - Then you are exactly right with Otis!

We look forward to receiving your application. Don't be shy, we gladly accept initiative applications!

We are looking for competent and open-minded people in:

- Sales (internal & field service)
- Technician & supervisor (service, new equipment)
- Dual curriculum (business administration / industry and electrical engineering) and commercial (mechanics)
- You can find many other attractive job offers at our website: <http://otis-karriere.de>

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Production output: EUR 5.593 bn 2018

Number of employees 2018: more than 20,000 PORRianers

PORR AG.

Intelligent building creates connections.

With more than 20,000 employees and a production output of over EUR 5.593 bn (2018), PORR AG is one of the largest Austrian construction companies and one of the leading providers in Europe. As a full-service provider, PORR offers all services in building construction, civil engineering and infrastructure construction along the entire construction value chain. Its home markets include Austria, Germany, Switzerland, Poland and the Czech Republic. In selected inter-national project markets of the CEE/SEE region as well as in Norway, Great Britain and Qatar, PORR concentrates on the premium products tunnel construction, railway construction and civil engineering. PORR has its head-quarter in Vienna and is the oldest company listed on the Vienna Stock Exchange.

People at PORR are as diverse as the construction business itself.

From our apprentices to our skilled tradesmen through to our technical and commercial experts: the men and women who work for us are of different ages, come from more than 70 nations, practise a wide range of religions and are united in a common goal – we want to bring people together with intelligent building.

Intelligent building needs creative talent.

When you realise that every construction project is a “prototype”, one thing becomes clear: The construction industry is people-driven, excellent performance is only possible with a highly motivated and exceptionally well-trained team consisting of members from the most diverse specialist departments. No matter if you are a top manager in Poland or a construction worker at our construction site in Switzerland – our success is significantly based on the contribution of every single employee.

We have therefore made it our goal to not only offer our PORRians an attractive work environment, but also to support their individual careers. But please, find out about career options at PORR yourself. We wish you an exciting journey of discovery at porr-group.com/en/career

Roland Berger

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Industry: Professional Services/consultancy

Employees: 2,400 worldwide

Roland Berger, founded in 1967, is the only leading global consultancy with German heritage and of European origin. With 2,400 employees working in 36 countries, we have successful operations in all major international markets. Our 50 offices are located in the key global business hubs.

Roland Berger advises major international industry and service companies as well as public institutions. Our services cover the entire range of management consulting from strategic advice to successful implementation: e.g. new leadership and business models; innovative processes and services; M&A, private equity and restructuring; and management support on large infrastructure projects.

Our firm is owned solely by a group of 220 Partners. We share the conviction that the firm's independence provides the basis for unbiased advice to our clients.

All employees at Roland Berger are committed to our three core values

- **Entrepreneurship** – We follow an entrepreneurial approach and provide creative and pragmatic solutions.
- **Excellence** – We achieve excellent results and develop global best practices to ensure measurable and sustainable success.
- **Empathy** – We are insightful and responsible advisors and we contribute to the greater good.

At Roland Berger, we combine sound analyses with creative strategies that generate real and sustainable value for the client. We develop and consolidate our expertise in global Competence Centers that focus on specific industries and functional issues. We handpick interdisciplinary teams from these Competence Centers to develop the best solutions.

Schwarz Müller Deutschland GmbH

Industriestraße 20, 97483 Eltmann

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Sector: vehicle manufacturing, number of employees: 2,500

Schwarz Müller is the premium manufacturer for intelligent commercial vehicles.

The Schwarz Müller Group, based in Freinberg near Schärding (Austria), is one of the leading suppliers of towed commercial vehicles in Europe. The company develops, produces and services premium vehicles for customized transport solutions with a value-added guarantee. As an innovation and technology leader, Schwarz Müller sets the benchmarks for commercial vehicles with its 150 years of experience. The Schwarz Müller Group has an international organization in 21 countries in Central and Eastern Europe. At its parent plant in Hanzing, Freinberg (Austria), and at its three other production sites in Dunahaszti (Hungary), Žebrák (Czech Republic) and Neustadt/Dosse (Germany), the company, together with its subsidiary Hüffermann Transportsysteme GmbH, manufactures 11,000 commercial vehicles a year and generates sales of more than 400 million euros with around 2,500 employees.

Vehicles that set standards

As a provider with eight product groups and 135 types of vehicles, Schwarz Müller offers everything from a wide variety of vehicles up to special constructions tailored to

unique requirements. These include platform and tipper vehicles, tank vehicles, low-loader vehicles, timber/stanchion vehicles, walking floor and swap-body vehicles, as well as refrigerated/box vehicles. The key customer sectors for Schwarz Müller commercial vehicles are construction, petroleum, raw materials and recycling industries, as well as long-distance transport.

Premium customer service

As an international organisation with three production sites, 13 distribution sites (principally in Central and Eastern Europe) and many partner organisations, Schwarz Müller provides its customers with the maximum in terms of service. Alongside vehicle construction, Schwarz Müller is placing increased emphasis on service provision in order to maintain the high quality over the entire service life of vehicles. Additional services are also offered for rental fleets (heavily expanded across Europe), vehicle leasing and the international used-vehicle market.

Siemens AG

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Sector: Metalworking and electrical industry

We are passionate inventors. We power countries, network cities and make them smarter. We work on 3D robots and help NASA to explore the planet Mars.

Our claim is “Ingenuity for life”. In other words, 379.000 colleagues work ambitiously in 203 countries every day to make the next one even better - namely with revolutionary inventions in technology with the focus on electrification, automation and digitalization. As a result, the Siemens employees generated 83 billion Euro sales in the financial year 2018.

Digitalization shapes our economy and society from day to day. Data have become the most important raw material in these days. Therefore we co-design these changes and stay well equipped with our apprenticeships and dual study programs. That is why Siemens Germany trains over 1200 young talents every year in 20 sites and invests about 187 million Euros for the vocational training in 2018.

What can be expected from Siemens

- **Mentoring and inspiration**

Our trainers have abundant know-how and carefully pass this on to our young talents. A friendly work environment and nice colleagues are natural at Siemens.

- **Personal and individual**

We attach great importance that our claims are always cut to the special requirements of our apprentices and dual study program students.

- **Innovative, international, diverse**

Exciting projects make sure that the time as a trainee will be anything but monotonous. The personal diversity is the engine that teams work better.

- **Chances of ongoing employment and career opportunities**

For Siemens it is important to take on our young talents to a permanent employment. Furthermore we offer numerous possibilities for further qualification.

Siemens has never stopped being a start-up due to its inventiveness, innovation and engineering skills. One “big idea” is not enough – Siemens has thousands and it is getting more and more every day.

STRIMgroup AG

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Sector: Consulting, Training & Development and Services

The **STRIM group of companies** is a family-run and innovatively operating consulting business which stands for **visionary-pioneering** and **execution-guiding** strategy consulting. The company was founded in 1997, Mannheim, Germany and expanded into Switzerland ten years later. Since then, the company domicile is Binz, canton of Zurich.

For our customers we are the link between strategy development and formulation on the one hand and strategy execution on the other. Through the reconciliation of evaluable findings during the implementation with key figures and indicators from the strategy development a strategy-control circuit is formed, that we secure with practise-approved methods and procedures.

As an innovative top consultant, concerning the **visionary-pioneering component** we primarily act as promoter and developer of new business models – **STRIMgroup AG**. This means, we develop and implement convincing problem solutions through inclusion of in-depth analyses as well as findings from applied sciences (evidence-based management). Specifically, we provide profound insights into digital transformation, shape corporate culture, change organisational and work designs, create new leadership models and accelerate strategic workforce planning.

The **execution-guiding component** is covered by our academy. Here, our hybrid approach and our proven

learning field-oriented methodology has proven successful – **STRIMacademy**. This means, we promote the exchange of experiences with businesses along three individually selected versions, extrapolate suggestions for a course of action with tangible impact on our customers and evaluate the success of the implementation.

Our customers and target groups are internationally operating affiliates as well as middle-class businesses that are predominantly working in the following sectors: chemistry and pharmaceuticals, financial services, energy supply, trade, transport & logistics as well as automobile & suppliers.

We achieve our unique selling proposition as follows:

We already think of execution during strategy development, place special emphasis on the issues of culture and leadership, fundamentally align our approach with the four disciplines of execution (focus, clarity, commitment and responsibility) and continually evaluate cause-and-effect chains along relevant indicators and key figures. Hereby, we close the “strategic gap” between strategy development and operative implementation. The two interlock logically. We combine a market- and key performance indicator-based view with an employee- and value-based view. We incorporate topics of consulting, development, and services into one cohesive problem solution. This way, we significantly improve the chances for success when executing strategies.



Techniker Krankenkasse

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E-Mail: personal@tk.de, Web: www.tk.de/karriere

Industry: Statutory health insurance

Number of employees: 13,832 (04.03.2021), 2021 budget: 45.6 billion euros in total

Who we are

Techniker is one of the most progressive and efficient health insurance funds. It represents the interests of around 11 million insurees and campaigns for a high-performance health system that can be financed sustainably and is based on competition. TK guarantees its insurees access to high-quality medical care and innovations - all on a non-profit basis.

What we have to offer

You can't be Germany's best health insurance fund (source: Focus Money) unless you have the best employees. They are the ones who secure Techniker's future, that we are certain of.

At Techniker, we have supported our employees' personal development and careers for more than 135 years. Every day, around 14,000 TK employees at over 200 locations take part in designing Germany's health care system and provide help and advice to our insurees.

Around the clock and always friendly. They are the ones who have made Techniker Krankenkasse, with its long tradition and company history, what it is today: One of the country's most important health insurance funds. Excellent service is our priority - a job with great responsibility for each employee. Our expert teams do all they can to be among those taking the lead and to ensure the best medical care possible for our customers.

Our employees' expertise is the key to our success. Excellent training and a management development programme with a focus on practical aspects ensure the high quality of TK's young professionals. Techniker relies on individual, continuing professional training in line with the principle of "encouragement and challenge". In addition, we offer a healthy work environment and numerous benefits. Our reward is our employees' loyalty and their high level of satisfaction.



Technik-LPE GmbH

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Sector: Solutions and resources for education

Who we are:

Technik-LPE GmbH has been developing and distributing state-of-the-art media for technology education and science in schools and universities for more than 30 years.

We create fascinating learning experiences and atmospheres with modern media like humanoid robots, educational sets from LEGO Education and Makeblock, data logging systems with BYOD features and fischer-technik education construction kits – new challenges and practical experiences guaranteed which always meet your curricula needs.

Our didactic materials also take the needs of teachers into consideration who do not have a technical background.

Our mission: Easy access to STEM education for everybody

Technological progress evolves rapidly – LPE helps to keep up!

We organize teacher trainings, workshops for children and adults, support the installation of centers of excellence and extracurricular learning sites. They are a meeting place for teachers, students and parents in order to promote easy access to a hands-on technological and scientific education.

Our vision: Inspire with Technology

Together with our partners from science, business and education, our objective is to inspire young people for science and technology. Therefore, we support STEM initiatives such as „Girls' Day“ or „Technology Day“, launch new ones, support and organize competitions, organize workshops on fairs and events and work closely with museums, organizations, foundations, parents and support associations.

Our philosophy:

We take technology into schools.

NAO & Pepper - the humanoid robots • modern techniques of measurement • LEGO Education • Makeblock • 3D printing • UMT - Invent, construct and manufacture • process measuring and control technology with industry standards or Arduino-based • fischertechnik education • teaching resources for STEM Education

UNICUM GmbH & Co. KG

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Sector: publishing, media

Number of employees: about 55

UNICUM and its media

Our credo: UNICUM considers itself as a quality brand for intelligent communication with the youth. UNICUM has come a long way since its establishment as a nationwide university magazine in 1983 to become a successful media company. Our magazines and our Internet service reach budding high school graduates, students and young academics throughout Germany. The crux of our message is: We take the living and learning situation of our readers and users seriously. We accompany them through the exciting phases of life and offer them benefits, guidance, entertainment and forums to exchange ideas.

Magazines:

- UNICUM – The nationwide university magazine
- UNICUM ABI – The nationwide student magazine
- UNICUM ABI Zukunftsweiser – The guide for future high school graduates
- UNICUM BERUF – The magazine for career entry and advancement

Online media:

UNICUM-Abi.de, UNICUM.de, UNICUM Karrierezentrum, UNICHECK, UNIKuscheln.de, UNICUM Shop

The UNICUM group of companies

In addition to the publishing company, four other companies are part of the UNICUM group. Unicum Marketing GmbH considers itself as a full-service advertising agency with special expertise in below-the-line marketing domains, i. e., promotion campaigns, guerrilla marketing etc.

With UNICUM Wundertüte, **Unicum Marketing GmbH** is responsible for one of the largest nationwide university sampling campaign.

As a fashion and merchandising agency, **UNICUM Merchandising GmbH** supplies schools and universities with fabric and all types of merchandising items.

UNICUM Stiftung is a non-profit foundation, promoting young people on their way into working life.

UNICUM Digital is the specialist in web development, including conception, layout and SEO measures.

With **UNICUM TV**, the largest network of digital information screens at German universities belongs to our group of companies.

whatchado GmbH

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Sector: Internet and Telecommunications, Employees: 30 (2019)

What is whatchado?

whatchado is „The Handbook of Life Stories“. On our website www.whatchado.com, you will find short video stories of people who talk about their job, their professional background, and their life by answering 7 standardized questions. The idea of our videos is to inspire people young and old who are seeking guidance on what to do with their lives.

Visitors of the website can either search for specific jobs or companies, or complete what we call “whatchado matching”. Within the whatchado matching framework, the user answers 14 simple questions regarding their interests. Based on these, whatchado will recommend video stories of people who share similar interests. The 14 questions have been developed over several years and focus on the interests and expectations of the interviewee, like what working hours they find most suitable, or if they’d want to travel regularly for work. By matching seekers and interviewees through their interests, we inspire people to find their calling and show them how day-to-day work really looks like within different jobs and industries.

whatchado has already collected several thousand video stories, ranging from the apprentice in the bakery shop next door and a switchyard engineer at the National Railway Company, to a TV show host or a politician at the Austrian Parliament.

What does whatchado want to achieve?

We collect faces, stories, and careers from all job categories and all walks of life. Our vision is to become the handbook of life stories, to be a mentor for all people who don’t exactly know what they want to do with their lives. We want to inspire every person, regardless of their age, gender, religion, and origin to be more than they think they can become and show them what they can achieve in life.

Who are the people behind whatchado?

whatchado was founded by two young Austrians with Persian roots, who have known each other since school and who both love to ask people about their lives and stories. Today, a young team from more than 10 different nationalities has gathered around them, united by a common goal: to show young people the possibilities in life through inspiring stories.

Get inspired: www.whatchado.com



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