

Module Catalogue Master



**October 1st 2014 till
September 30th 2015**

University of Cologne
**Faculty of Management, Economics and Social
Sciences**



This Module Catalogue is giving an first overview over the modules and their corresponding courses of the academic year winter term 2012/2013 and summer term 2013. Term specific information you will find in KLIPS: <https://klips.uni-koeln.de> .

List of Abbreviations

AN	credit points acquired at an university abroad (ECTS)
FS	Case Study (or Business Game)
HA	Paper
KL	Written Exam
CP	Credit Points
max.	Students can obtain at most the number of credit points indicated
min.	Students must obtain at least the number of credit points required
MP	Oral Exam
PO	Examination Regulations
PR	Project
RE	Presentation
so	Other Examination Requirements
SS	Summer Term
ST	Practical Studies
WS	Winter Term

Table of Contents

Module descriptions	4
Modules A	4
Modules B	58
Modules C	77
Modules D	104
Modules E	112
Modules F.....	137
Modules G.....	143
Modules H.....	146
Modules I	153
Modules L.....	176
Modules M.....	180
Modules N.....	209
Modules O.....	210
Modules P	214
Modules Q.....	231
Modules R	234
Modules S.....	255
Modules T	334
Modules V	346
Modules W.....	349
References	351

Module descriptions

Modules A

Name	Accounting of Insurance Companies		
Module number	31003	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Graduates often enter the risk management of large businesses and other organisations. They may also take challenging positions within insurance or benefit consulting firms, brokerage firms, agency operations, or insurance companies. They evaluate the impact of different accounting principles and analyse the annual report.		
Module is allocated to	Major Finance Major Accounting and Taxation Minor Insurance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...become familiar with risk based approaches of the audit of insurance companies. ...analyse the impact of different statutory sources on the assessment of balance-sheet items. ...analyse annual accounts of insurance companies on the basis of different statutory sources. ...evaluate claim and actuarial reserves.		
Contents	<ul style="list-style-type: none"> • Systems of financial accounting • Statutory sources • Financial accounting according to HGB, IAS/IFRS • Full Fair Value Accounting 		
Information about Teaching and Learning Methods	Lecture: Rechnungslegung von Versicherungsunternehmen nach HGB und Lecture: Rechnungslegung von Versicherungsunternehmen nach IFRS		
Additional Information	Required reading will be announced at the beginning of every term.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin		

Name	Advanced Applied Econometrics		
Module number	44012	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	This course is designed to present the concepts of econometrics and, in particular, regression analysis on an advanced level with focus on applications.		
Module is allocated to	Major Economics – Core Courses (method-oriented) Master Business Administration – Methods and Techniques Minor Advanced Economics Minor Statistics and Econometrics		
Examination Requirements	KL		
Recommended Prior Knowledge	Statistics and/or econometrics course or permission from the instructor. Knowledge of and an access to econometric software such as Stata or R.		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	Students... ...gain or refresh their skills necessary for conducting their own regression analysis in general; ...apply the regression analysis to perform inference and hypotheses testing; ...learn the consequences of specification errors for statistical inference; ...employ appropriate econometric models given the type of data and their properties.		
Contents	<ul style="list-style-type: none"> • Linear regression analysis • Time series models • Panel data models • Instrumental variables estimation • Simultaneous equations models • Limited dependent variable models 		
Information about Teaching and Learning Methods	Derivation, assumptions evaluation, real-life data, data analysis using econometric software.		
Additional Information	The course is designed to cover a very wide spectrum of econometrics topics. Going deeply into details of each topic and/or method will only be made up to a point. Written mid-term and written final exam.		
Responsible Faculty Member	Jun.-Prof. Dr. Oleg Baduenko		

Name	Advanced Business Ethics		
Module number	29211	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Reflection on ethical behavior in business		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources Major Economics – Field (Economic Design and Behavior) Minor Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	KL, RE, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	English		
Learning Objectives	Students... ...acquire insights into essential parts of business ethics ...are guided to critically reflect their own role in a company ...develop visions of responsible behavior in business ...apply the learned material to concrete case studies		
Contents	<ul style="list-style-type: none"> • Ethical approaches to business: utilitarianism, deontology, virtue ethics and application of arguments from contemporary ethics to issues such as • Agency in corporations • Organizational justice • Reward, incentive, and compensation • Marketing, bad faith, and responsibility • Corporate social responsibility • Whistle-blowing • Globalization 		
Information about Teaching and Learning Methods	Interactive discussions of case studies		
Additional Information	This module will start in the winter term 2012/2013. The courses of this module can be announced on short term notice before the start of the semester (see KLIPS). Required readings will be announced in KLIPS. The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).		
Responsible Faculty Member	Prof. Dr. Bernd Irlenbusch		

Name	Advanced Econometrics: Microeconometrics		
Module number	44010	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Microeconomic analysis of individual-level data on the economic behavior of individuals, households or firms		
Module is allocated to	Major Economics - Core Courses (Method-oriented) Master Business Administration - Methods and Techniques Minor Advanced Economics Minor Statistics and Econometrics,		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	Sound knowledge of statistical inference and matrix algebra and a first course in econometrics		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...learn to analyse quantitative economic data, ...recognize the impact of econometric modeling and inference, ...interpret scholarly articles with understanding, ...use econometric software.		
Contents	<ul style="list-style-type: none"> • Binary Choice Models • Multinomial Models • Limited Dependent Variable Models • Count data and Duration Models • Linear and Nonlinear Models for Panel Data 		
Information about Teaching and Learning Methods	Interactive lecture and tutorial, lecture notes, literature study, exercises, empirical applications using standard computer software		
Additional Information	Examination requirements: Written exam (60 min) or oral exam (20 min) or a combination of written exam (60 min) and activities during exercises/tests/projects (compulsory prerequisites for the exam). The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld		

Name	Advanced Econometrics: Time Series Analysis		
Module number	44005	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Analysis of time series		
Module is allocated to	Major Economics - Core Courses (Method-oriented) Master Business Administration - Methods and Techniques Minor Statistics and Econometrics,		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	A firm grounding in statistical inference and matrix algebra and a first course in econometrics.		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...model and forecast time series data on an advanced level, in particularspecify and estimate ARIMA processes, ...test for non-stationarity, ...investigate non-constant volatility, ...model and estimate vector-autoregressive processes.		
Contents	<ul style="list-style-type: none"> • Elementary methods • Linear difference equations • Stationary processes • Estimation and forecast of ARMA processes • Goodness-of-fit and model specification • Unit root tests • GARCH processes • Multivariate time series • Cointegration and Granger causality 		
Information about Teaching and Learning Methods	One half of the module are exercises. The exercises include practical applications and small projects using standard computer software.		
Additional Information	The courses are held every week during the lecture period. Examination requirements: Written exam (60 min) or oral exam (20 min) or a combination of written exam (60 min) and activities during exercises/tests/projects (compulsory prerequisites for the exam). The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler		

Name	Advanced Health Care Management		
Module number	86005	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are able to analyse and to prepare strategic management decisions in health organisations.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	None		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...discuss the methods of strategic controlling of health organisations.</p> <p>...evaluate the use of theoretical decision making models in order to resolve goal conflicts.</p> <p>...analyse different methods aiming at the comparison between organisations.</p> <p>...develop the portfolio of a hospital and deduce from it norm strategies.</p> <p>...apply methods and concepts to case examples.</p> <p>...analyse the current health policy structure and deduce from its strategic options.</p> <p>...develop a project plan and calculate the critical path.</p> <p>...discuss selected empirical studies.</p>		
Contents	<ul style="list-style-type: none"> • Strategy development • Instruments and options • Hospital benchmarking • Capacity strategy • Casemix Optimization • Capacity planning with queuing theory • Strategic decision making • Multiattributive investment planning • Coping with uncertainty • Strategy implementation • Project management • Discussion of actual Research Paper 		
Information about Teaching and Learning Methods	Students actively participate in joint discussions, deal with exercises and present them in class.		
Additional Information	Literature: Ozcan, Y. A. (2005): Quantitative Methods in Health Care Management. Jossey-Bass/Wiley, San Francisco. Additional literature will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Ludwig Kuntz		

Name	Advanced Law of Partnerships and Corporations, especially Corporation Law		
Module number	44204	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Explanation of the corporate law and its characteristics in contrast to the private company law.		
Module is allocated to	Methods and Techniques		
Examination Requirements	KL, so		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...get an overview of the general characterisation and the fundamental terms of the corporate law.</p> <p>...analyse specific questions arising out of the liability regime, establishing, funding and organising private and public limited companies ("GmbH" and "AG"), including the law of groups of companies.</p> <p>...get an overview of shareholder's participation.</p> <p>...assess case law interpreting company legislation.</p> <p>...discuss recent and contemplated changes in legislation in light of their economic background.</p> <p>...receive insights into characteristics of special forms of companies as the UG and the SPE.</p> <p>...discuss main features of transformation law.</p>		
Contents	<ul style="list-style-type: none"> • Law of partnerships • Law of corporations, especially the law concerning the GmbH and the AG • Foundation, organization and termination of a capital company depending on the legal form of corporation • Liability regime and capital-formation in the system of corporate law 		
Additional Information	<p>Lecture materials are available.</p> <p>The module will be held alternately by Prof. Grunewald and Prof. Hennrichs.</p>		
Responsible Faculty Member	Prof. Dr. Joachim Hennrichs, Prof. Dr. Barbara Grunewald		

Name	Advanced Macroeconomics I: Growth		
Module number	15014	Workload	0 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	0 h
Qualifications	<p>Students get a knowledge of methods and work with real dynamic macroeconomics methods. This course is central for working as academic staff and further studies (Ph.D.).</p> <p>Qualifies students for work in areas as media, the financial sector, research institutes and other institutions in which an advanced knowledge of macroeconomic relations is helpful.</p>		
Module is allocated to	<p>Major Economics - Core Courses (Method-oriented)</p> <p>Minor Advanced Economics</p> <p>Minor Institutions and Markets</p> <p>Minor Economic Policy and Public Finance</p>		
Examination Requirements	KL		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...analyze modern models of real dynamic macroeconomics with a long-term perspective at advanced methodical levels and</p> <p>...apply the necessary mathematical methods.</p>		
Contents	<ul style="list-style-type: none"> • Empirical Facts • Methodical Basic Principles (i.e. intertemporal optimization in continuous time, linear approximation) • Neoclassical growth model (Solow) • New Classical Models (Ramsey-Cass-Koopmans, Diamond): i.e. intertemporal equilibrium; social optimum; government. • endogenous growth and human capital (i.e. Lucas-Uzawa) • endogenous growth and research and development (i.e. Romer, Aghion-Howitt, Jones) 		
Information about Teaching and Learning Methods	none		
Additional Information	Additional information will be provided at the beginning of the term. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk		

Name	Advanced Macroeconomics II: Business Cycles		
Module number	15069	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire and apply methods to construct, analyze, and evaluate models used to answer positive and normative macroeconomic questions, especially in the area of business cycle research. The course qualifies students for further studies (Ph.D.) and for work in areas in which an advanced theoretical and quantitative understanding of macroeconomics is necessary, i.e. in research institutes, the financial sector, and public institutions.		
Module is allocated to	Major Economics - Core Courses (Method-oriented) Minor Advanced Economics Minor Institutions und Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL (90)		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...enhance their empirical and theoretical knowledge of short- and medium-term macroeconomic relations and of the impact and design of fiscal and monetary policy. ...analyze and evaluate models of monetary dynamic macroeconomics and modern business cycle theory on an advanced methodological level.		
Contents	<ul style="list-style-type: none"> • methodological basics (i.e. dynamical optimization in discrete time, introduction to recursive methods) • competitive equilibrium under uncertainty • asset pricing • real business cycle theory • price rigidities and New Keynesian Models • Monetary and fiscal policy • Imperfections in labor and financial markets • Calibration, estimation and vector auto regressions 		
Information about Teaching and Learning Methods	optional additional course work is possible (student presentation, homework, midterm)		
Additional Information	Additional information will be provided at the beginning of the term. The course is accompanied by a reading group, where students may acquire credits for a seminar. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Helge Braun, Ph.D.		

Name	Advanced Mathematics for Economists		
Module number	44302	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire the basic ability to think in a formal-mathematical way (“mathematical maturity”). Provides the foundation for academic research and advanced studies (PhD). Qualifies students for work where a mathematical understanding of economic models is helpful.		
Module is allocated to	Major Economics - Core Courses (Method-oriented) Master Business Administration – Methods and Techniques Minor Advanced Economics		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...lern how to argue mathematically and how to prove results. ...lern basic mathematical techniques relevant for economicsunderstand the relevance of mathematical methods and their application in economics.		
Contents	<ul style="list-style-type: none"> • Overview of elementary mathematical concepts • Metric and normed spaces • Linear algebra • Differential calculus and applications • Convex set and concave function • Optimization 		
Additional Information	Additional information and a reading list will be provided at the beginning of the term. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Dr. Martin Barbie		

Name	Advanced Microeconomics I: Consumers, Firms and Markets		
Module number	15602	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	All fields, in which an analysis of basic economic problems is needed.		
Module is allocated to	Major Economics – Core Courses (Method-oriented) Master Business Administration – Methods and Techniques Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	A solid foundation in microeconomics and mathematics is recommended.		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...understand modern microeconomic concepts. ...master key techniques of microeconomic analysis such as the analysis of individual choice. ...use mathematical models to analyze price formation in different types of markets. ...modify models to recognize deficiencies and to analyze the effects of political instruments.		
Contents	<ul style="list-style-type: none"> • Theory of household behavior and demand • Theory of firm behavior and supply • Theory of price formation 		
Information about Teaching and Learning Methods	Will be announced at the start of the semester.		
Additional Information	Compulsory reading will be announced at the start of the semester. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Dr. Johannes Münster		

Name	Advanced Microeconomics II: Game Theory		
Module number	15025	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological knowledge and work with methods of game theory.		
Module is allocated to	Major Economics - Core Courses (Method-oriented) Master Business Administration - Methods and Techniques Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...get a profound understanding of game theory ...discuss recent developments in game theory		
Contents	<ul style="list-style-type: none"> • Static and dynamic games with complete information • Static and dynamic games with incomplete information • Recent developments in game theory 		
Additional Information	Required reading will be announced at the beginning of the term. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D.		

Name	Advanced Seminar Bank Management		
Module number	53001	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management functions in banks and financial services.		
Module is allocated to	Minor Bank Management		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...carry out a literature and internet research on their own.</p> <p>...read and deal with literature concerning the selected topic on their own.</p> <p>...write a paper dealing with the selected topic.</p> <p>...give a presentation lasting 60 min either on their own or together with fellow students.</p> <p>...discuss presentations given by fellow students.</p>		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Hartmann-Wendels		

Name	Advanced Seminar Business Policy and Logistics		
Module number	53057	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Major Supply Chain Management Minor Corporate Development - Strategy, Organisation and Human Resources Minor Production and Logistics Management		
Examination Requirements	KL (60), RE, HA		
Recommended Prior Knowledge	None		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...deal with issues, concepts and methods from the area of management and logistics as fields of research. ...tackle a specific topic of the field of research on their own authority. ...are able to work in an academic context. This particularly comprises the structuring of an academic work, the ability to deal with relevant literature and to apply academic methods.		
Contents	<ul style="list-style-type: none"> Constantly changing 		
Information about Teaching and Learning Methods	The focus of the seminar lies in tackling a specific topic on one's own authority, which can also happen in small groups. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics.		
Additional Information	The schedule of the course will be announced at the end of the preceding term in ILIAS. Eventually, a contribution to costs of max. 15 € may be raised for a field trip.		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Advanced Seminar Business Taxation		
Module number	53004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	20 h	Independent Studies	160 h
Qualifications	The knowledge gained and the skills acquired in this module can be used in tax advisory, tax departments of companies and in the accounting or the financial sector.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Betriebswirtschaftliche Steuerlehre		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	Basic knowledge of Business Taxation.		
Courses	seminar		
Language	German		
Learning Objectives	Students... ...deal with current topics in the field of business taxation and tax planning ...write a paper about a topic in business taxation ...present the paper in the seminar ...discuss the topics presented in the seminar		
Contents	<ul style="list-style-type: none"> • Current topics about Business Taxation 		
Additional Information	Literature and instructions will be announced at the end of the preceding term.		
Responsible Faculty Member	Prof. Dr. Michael Overesch		

Name	Advanced Seminar Capital Markets and Corporate Finance		
Module number	53063	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Professional occupation in quantitatively-oriented departments of companies, banks and insurance companies, in particular in the field of finance and investment.		
Module is allocated to	Major Finance Minor Finance		
Examination Requirements	RE, HA, so		
Recommended Prior Knowledge	Two of the following modules: Derivatives Investments Corporate Valuation Theory Empirical Finance		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...practise working on a selected and extensive issue on their own. ...carry out a thorough literature and internet research. ...write a paper about how they have solved the given problem. ...give a presentation of 60 min on their topic, either alone or in group, and also comment on presentations given by fellow students and discuss within the teamwork the results of their course members		
Contents	<ul style="list-style-type: none"> • Current theoretical and empirical issues • Covering the areas of capital markets, asset management and corporate finance 		
Information about Teaching and Learning Methods	Seminar		
Responsible Faculty Member	Prof. Dr. Dieter Hess		

Name	Advanced Seminar Comparative Analysis of Political Institutions		
Module number	53054	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students gain the ability to analyse political decision-making processes. The module prepares students for a later career in the fields of political science, economy and administration, as well as in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL (60), RE, HA		
Recommended Prior Knowledge	solid knowledge of the methods of empirical social research		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...describe institutional variance between regimes in established democracies and/or explain configurations of political economies. ...apply neo-institutional concepts. ...check theoretical correlations empirically with different quantitative and qualitative methods. ...become familiar with results of traditional studies to explain variance between regimes and analyse its effects.		
Contents	<ul style="list-style-type: none"> • Institutionalism • Veto player theory and theory of veto points • Theories of comparative political Economy and comparative public policy research • Theory of structure-induced equilibrium • actors and institutions of political economy • Problem areas: aggregation of individual preferences, coordination of individual decisions, collective action, delegation relationships with imminent “agency loss”, time consistency and “commitments” 		
Information about Teaching and Learning Methods	Interactive teaching and joint learning experience require the regular presence of all students in class.		
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Christine Trampusch, Prof. Dr. André Kaiser		

Name	Advanced Seminar Controlling		
Module number	53005	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	20 h	Independent Studies	160 h
Qualifications	Aptitude for scientific work		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Controlling		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ...independently make themselves familiar with current scientific issues in controlling ...evaluate the issue-specific scientific literature ...write a seminar paper ...create a (group) presentation on the subject worked on ...present the outcomes to the seminar ...actively participate in the discussion of the presented papers 		
Contents	<ul style="list-style-type: none"> • The topics of the seminar in the subsequent term will be announced by the end of each term 		
Additional Information	Required reading will be announced in the seminar		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Name	Advanced Seminar Corporate Development and Business Ethics		
Module number	29208	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff		
Module is allocated to	Major Corporate Development - Strategy, Organization and Human Resources Minor Corporate Development - Strategy, Organization and Human Resources		
Examination Requirements	RE, HA, so		
Recommended Prior Knowledge	-		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...gain insight into a current topic in the field of corporate development.</p> <p>...comprehend and select the academic literature that is relevant for a specific task and topic learn how to work in an academic context.</p> <p>...write an academic paper to get well prepared for the master thesis.</p> <p>...apply theoretical and conceptual approaches to concrete examples.</p> <p>...help organising the final class, where they discuss their conclusions actively.</p>		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	The focus of the seminar lies in tackling a specific topic either on one's own authority or in small groups. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics.		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>In general the courses of this module will be in English (see KLIPS).</p> <p>Required readings will be announced in KLIPS.</p>		
Responsible Faculty Member	Prof. Dr. Bernd Irlenbusch		

Name	Advanced Seminar Corporate Development and Organisation		
Module number	53020	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...gain insight into a current topic from the field of Corporate Development.</p> <p>...make a research into, comprehend and select the academic literature that is relevant for a specific task and topic.</p> <p>...write an academic paper and by doing so, they get well prepared for the master thesis they will have to write later on.</p> <p>...learn how to work in an academic context.</p> <p>...apply theoretical and conceptual approaches to concrete examples.</p> <p>...help organising the final class where they discuss their conclusions.</p>		
Contents	<ul style="list-style-type: none"> Constantly changing 		
Information about Teaching and Learning Methods	The focus of the seminar lies in tackling a specific topic on one's own authority. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics.		
Additional Information	The schedule of the course will be announced at the beginning of the term either by putting up a notice or through the central allocation (https://wisoanmeldung.uni-koeln.de).		
Responsible Faculty Member	Prof. Dr. Mark Ebers		

Name	Advanced Seminar Development of Information Systems		
Module number	53039	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Presentation based on sound academic knowledge		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	RE		
Courses	advanced seminar		
Language	German		
Learning Objectives	Students... ...search, interpret, systematise, compose and present material scientifically on a well-defined topic ...present, vindicate and discuss their results with fellow students from a critical point of view		
Contents	<ul style="list-style-type: none"> • Alternating topics 		
Information about Teaching and Learning Methods	Students present and discuss topics and are also supported in writing papers about those topics.		
Additional Information	Required reading and topics will be announced towards the end of the preceding term. The topics will be allocated after announcement at the end of the previous term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis		

Name	Advanced Seminar Economic and Social Psychology I		
Module number	53058	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Different occupations in companies, associations and research institutes		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...determine and outline current issues in economic and social ...psychology.</p> <p>...discuss and interpret literature in English language.</p> <p>...develop, together with other students, an overview about current ...research findings for various issues of economic and social ...psychology.</p> <p>...reflect and acknowledge current trends and empirica</p>		
Contents	<ul style="list-style-type: none"> Focussing on a selected area of Economic and Social Psychology 		
Additional Information	Required reading will be announced in the course		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Advanced Seminar Economic and Social Psychology II		
Module number	53059	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Different occupations in companies, associations and research institutes		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...determine and outline current issues in economic and social ...psychology.</p> <p>...discuss and interpret literature in English language.</p> <p>...develop, together with other students, an overview about current ...research findings for various issues of economic and social ...psychology.</p> <p>...reflect and acknowledge current trends and empirical findings, ...critically appraising the research methods applied.</p>		
Contents	<ul style="list-style-type: none"> • Focussing on a selected area of Economic and Social Psychology 		
Additional Information	Required reading will be announced in the course		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Advanced Seminar External Accounting and Auditing		
Module number	53014	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	The knowledge acquired is relevant for the students in order to prepare and present an academic work in the field of auditing and external rendering of accounts.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Auditing		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	Students... ...write an academic paper on their own taking into account up to date academic sources. ...explain formal demands of an academic paper. ...become familiar with the conceptual way of proceeding when writing an academic paper. ...further by means of own experience their knowledge about how to present academic results.		
Contents	<ul style="list-style-type: none"> • Main topics from courses of the previous term • Topics currently discussed in academia and commerce 		
Information about Teaching and Learning Methods	Presentation and discussion		
Additional Information	General topic and specific topics with selected introductory literature.		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner		

Name	Advanced Seminar Financial Institutions		
Module number	53064	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management Functions in Financial Institutions and other Financial Services		
Module is allocated to	Major Finance Minor Finance		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...autonomously carry out a thorough literature and internet research.</p> <p>...familiarise themselves with the selected range of topics.</p> <p>...write a paper on the selected topic.</p> <p>...give a presentation of 60 min, either alone or in group.</p> <p>...comment on the presentations given by their fellow students.</p>		
Contents	<ul style="list-style-type: none"> Constantly changing 		
Information about Teaching and Learning Methods	Advanced Seminar		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin, Prof. Dr. Thomas Hartmann-Wendels		

Name	Advanced Seminar Foreign Policy		
Module number	53049	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	RE, HA, so		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...identify further questions related to the analysis of foreign policy, thereby considering the reciprocal relations between foreign policy and international policy as well as restrictions concerning home affairs on the basis of primary and secondary literature.</p> <p>...recognise different theoretical approaches and empirical results of the research analysing the interaction between foreign policy, international policy and restrictions concerning home affairs, and discuss them in view of selected empirical questions.</p> <p>...place these issues in the area of international relations in a differentiating way.</p> <p>...choose theoretical and empirical questions and hypotheses as the starting point for their own research.</p> <p>...carry out empirical research work.</p> <p>...present the results they have obtained in oral and written form.</p> <p>...test the validity of the underlying question and hypotheses on the basis of the results they have obtained.</p>		
Contents	<ul style="list-style-type: none"> • Foreign policy • Transnational policy • Conflict research • Cooperation research • Strategic studies • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Jäger		

Name	Advanced Seminar Human Resource Management		
Module number	53061	Workload	180 h
Credit Points	6	Recurrence Frequency	
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...gain insight into a current topic in the field of corporate development.</p> <p>...comprehend and select the academic literature that is relevant for a specific task and topic</p> <p>...learn how to work in an academic context.</p> <p>...write an academic paper to get well prepared for the master thesis.</p> <p>...apply theoretical and conceptual approaches to concrete examples.</p> <p>...help organising the final class, where they discuss their conclusions actively.</p>		
Contents	<ul style="list-style-type: none"> Constantly changing 		
Information about Teaching and Learning Methods	The focus of the seminar lies in tackling a specific topic either on one's own authority or in small groups. Lecturers support students in structuring and tackling their topics. Presenting and discussing individual results in the final class as well as dealing with related issues fosters the ability to work on academic topics.		
Additional Information	The schedule of the seminar will be announced at the end of the preceding term via ILIAS and via Zentrale Vergabe (https://wisoanmeldung.uni-koeln.de).		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka		

Name	Advanced Seminar I (Methods): Management in Health Care Systems		
Module number	53043	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	20 h	Independent Studies	160 h
Qualifications	Students comprehend scientific methods and their application when it comes to dealing with research questions.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	RE, so		
Recommended Prior Knowledge	None		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...analyse the use of different formal methods by means of an international scientific journal.</p> <p>...carry out a literature research, read and deal with the literature on their own in order to thoroughly understand the method.</p> <p>...read and carry out a literature research on their own in order to understand the relevant context of the health care system depicted in the article.</p> <p>...present their results using Power Point.</p> <p>...discuss strengths, weaknesses and implications of the article.</p>		
Contents	<ul style="list-style-type: none"> • Considerable variety of methods, amongst others regression analysis, linear and quadratic programming, statistical tests • Selected current research questions 		
Information about Teaching and Learning Methods	<p>Students will write a paper on their own. It is highly recommended to accept the individual support of assistant lecturers.</p> <p>Groups prepare presentations.</p>		
Additional Information	<p>The articles will be set in advance. Core text as well as the further reading is in English. The paper must be written in English. Instructions like how to write a paper will be made available for download on the homepage of the department.</p>		
Responsible Faculty Member	Prof. Dr. Ludwig Kuntz		

Name	Advanced Seminar I Retailing and Customer Management		
Module number	53007	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in retailing and marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...integrate academic articles and to evaluate them critically. ...develop and to evaluate current problems in the field of retailing and customer management ...advance hypotheses and to test them. ...autonomously write academic texts. ...present the topics they have worked on in class.		
Contents	<ul style="list-style-type: none"> • Current topics from the field of Retailing • Current topics from the field of Customer Management 		
Additional Information	The topics of the advanced seminar will change in every term. A list with the topics will be published before the term starts. At times, projects are the focus of the course.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Name	Advanced Seminar II (Theory): Management in Health Care Systems		
Module number	53044	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students know about several current research questions that are also relevant at an international level.		
Module is allocated to	Major Health Economics		
Examination Requirements	KL, RE, HA, so		
Recommended Prior Knowledge	None		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...analyse a current research question on the basis of an international scientific journal.</p> <p>...read and carry out a literature research on their own in order to thoroughly understand and discuss the relevant context of the health care system depicted in the article.</p> <p>...read and carry out a literature research on their own in order to understand the method used in the article.</p> <p>...present their results using Power Point.</p> <p>...discuss strengths, weaknesses and implications of the article.</p>		
Contents	<ul style="list-style-type: none"> • Current research questions selected from different areas of business administration. 		
Information about Teaching and Learning Methods	<p>Students will write a paper on their own. It is highly recommended to accept the individual support of assistant lecturers.</p> <p>Groups prepare presentations.</p>		
Additional Information	<p>The articles will be set in advance. Core text as well as the further reading is in English. The paper must be written in English. Instructions like how to write a paper will be made available for download on the homepage of the department.</p>		
Responsible Faculty Member	Prof. Dr. Ludwig Kuntz		

Name	Advanced Seminar II Retailing and Customer Management		
Module number	53060	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in retailing and marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...integrate academic articles and to evaluate them critically. ...develop and to evaluate current problems in the field of retailing and customer management ...advance hypotheses and to test them. ...autonomously write academic texts. ...present the topics they have worked on in class.		
Contents	<ul style="list-style-type: none"> • Current topics from the field of Retailing • Current topics from the field of Customer Management 		
Additional Information	The topics of the advanced seminar will change in every term. A list with the topics will be published before the term starts. At times, projects are the focus of the course.		
Responsible Faculty Member	Prof. Dr. Maik Eisenbeiß		

Name	Advanced Seminar III Retailing and Customer Management		
Module number	53047	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in retailing and marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...integrate academic articles and to evaluate them critically. ...develop and to evaluate current problems in the field of retailing and customer management ...advance hypotheses and to test them. ...autonomously write academic texts. ...present the topics they have worked on in class.		
Contents	<ul style="list-style-type: none"> • Current topics from the field of Retailing • Current topics from the field of Customer Management 		
Additional Information	The topics of the advanced seminar will change in every term. A list with the topics will be published before the term starts. At times, projects are the focus of the course.		
Responsible Faculty Member	Dr. Mark Elsner		

Name	Advanced Seminar Information Management		
Module number	53040	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Presentation based on sound academic knowledge		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	RE		
Recommended Prior Knowledge	At least two courses from the Major/ Minor Information Systems.		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...search for, interpret, systematise and present informations on a well-defined topic.</p> <p>...Develop and evaluate well-defined tasks and come up with possible solutions in a short period of time on the basis of relevant literature and of their own work (in case the advanced seminar is carried out like a project or a case study).</p> <p>...gain experience discussing their own presentation and that of fellow students from a critical angle.</p>		
Contents	<ul style="list-style-type: none"> • Selected issues and questions from the area of information management which can either be thematically or methodologically oriented: • Strategic management of information (and knowledge) in information systems • IT organisation, alignment and success factors • Selected fields of action, tasks and measures of information management, e.g. IT Governance and IT Controlling • Analysis of social networks (Social Network Analysis SNA) 		
Information about Teaching and Learning Methods	Students present and discuss topics. The course provides help how to set up an academic paper. In order to support learning processes and to make classes more creative, the advanced seminar can be carried out like a project or like a case study. In this case, apart from the required reading, students will have to deal with a well-defined task, to present their results in class and to write a paper based on relevant literature and on their own work.		
Additional Information	Required reading and topics will be announced towards the end of the preceding term.		
Responsible Faculty Member	Prof. Dr. Detlef Schoder, Dr. Johannes Putzke		

Name	Advanced Seminar Insurance Management		
Module number	53022	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Module is allocated to	Minor Insurance Management		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...carry out a literature and internet research on their own.</p> <p>...familiarise themselves with the selected topic.</p> <p>...write a paper concerned with the selected topic.</p> <p>...give a presentation of 60 min, either alone or in group.</p> <p>...discuss presentations given by fellow students .</p>		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin		

Name	Advanced Seminar International Policy		
Module number	53048	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	RE, HA, so		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...deal with further questions related to international relations in the area of international policy on the basis of primary and secondary literature.</p> <p>...understand and discuss these issues from a critical angle in view of theoretical concepts and empirical results of the research.</p> <p>...place these issues in the area of international relations in a differentiating way.</p> <p>...choose theoretical and empirical questions and hypotheses as the starting point for their own research.</p> <p>...carry out empirical research work.</p> <p>...present the results they have obtained in oral and written form.</p> <p>...test the validity of the underlying question and hypotheses on the basis of the results they have obtained.</p>		
Contents	<ul style="list-style-type: none"> • International policy • Transnational policy • Conflict research • Cooperation research • International regulatory policy • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Jäger		

Name	Advanced Seminar Marketing und Marketing Research		
Module number	53009	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse, depict and evaluate academic articles.</p> <p>...evaluate issues of the area of marketing and market research.</p> <p>...develop and test hypotheses.</p> <p>...write own academic texts.</p> <p>...present the topics they have worked on in class.</p> <p>...learn to work and organise within a team.</p> <p>...are able to implement a strict project/time management.</p>		
Contents	<ul style="list-style-type: none"> • Depending on the general topic of the advanced seminar (changes in every term), amongst others: • Marketing Performance Management • Price Management • Product Management • Communication Management • Market Research • Media Management • Consumer Behaviour • Project seminars in cooperation with companies 		
Additional Information	The specific topics of the advanced seminar change in every term. A list comprising the topics for the seminar theses will be made available before the term starts.		
Responsible Faculty Member	Prof. Dr. Marc Fischer		

Name	Advanced Seminar Marketing und Marketing Research		
Module number	53002	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management positions in marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	No recommended prior knowledge		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...use the marketing knowledge that they gained during their studies to solve a current problem in the marketing area (in particular branding topics).</p> <p>...research, collect and select scientific literature that is relevant to solve the given problem.</p> <p>...write a scientific paper which prepares them for writing their master thesis.</p> <p>...present their results in class and discuss them with the other participants of the seminar.</p>		
Contents	<ul style="list-style-type: none"> • Depending on the general topic of the advanced seminar (changes in every term), amongst others: • Brand management • Market research • Pricing • Product management • Communication management 		
Information about Teaching and Learning Methods	The main objective of the seminar is the self-dependent assessment of a given problem in a small team of students. Academic supervisors will assist students in structuring and applying academic knowledge to the problem. The presentation of the final results and the discussion with other student teams in class extends the students ability to comprehend academic problems and facilitates knowledge on a broader perspective of the problem.		
Additional Information	The concrete topics of the advanced seminar change in every term. A list comprising the topics for the papers will be made available before the term starts.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner		

Name	Advanced Seminar Political Theory		
Module number	53055	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become capable of analysing political theories and ideas and concepts of society at a sophisticated level; besides, they get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...become familiar with relevant approaches to modern political theory and the history of ideas by reading and interpreting pivotal texts. ...describe, analyse and compare approaches and methods of political theory and history of ideas. ...apply their theoretical knowledge to selected historical cases and current issues.		
Contents	<ul style="list-style-type: none"> • Approaches: • Historical and modern approaches and methods • systematic questioning of theoretical interpretation and analysis that are based on history of ideas • interdisciplinary approaches and methods • intercultural and comparing approaches and methods 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Leidhold		

Name	Advanced Seminar Political and Religious Ideas		
Module number	53056	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become capable of analysing political and religious ideas and concepts of society at a sophisticated level; besides, they get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, RE, HA		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	Students... ...become familiar with political and religious ideas of western and non-western civilisations by reading and interpreting pivotal texts. ...describe, analyse and compare political and religious ideas of western and non-western civilisations. ...apply their theoretical knowledge to selected historical cases and current problems.		
Contents	<ul style="list-style-type: none"> • Political and religious ideas in Myth • Political and religious ideas in the world religions • Political and religious ideas in secular traditions • Political and religious ideas in international comparison • Alternating case studies 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Leidhold		

Name	Advanced Seminar Supply Chain Management and Management Science		
Module number	53018	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting		
Module is allocated to	Major Supply Chain Management Minor Retail Management Minor Production and Logistics Management		
Examination Requirements	KL, RE, HA		
Courses	advanced seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...are familiar with concepts of Supply Chain Management.</p> <p>...understand the importance of the internal as well as the external coordination of different activities inside the company and between independent companies.</p> <p>...make use of current software which supports them in taking decisions concerning Supply Chain Management.</p> <p>...gather relevant information for Supply Chain Management as well as to structure these pieces of information.</p>		
Contents	<ul style="list-style-type: none"> • Concepts for value-added management • Decision making based on spreadsheet • Methods of data modelling • Use of data base and simulation tools 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann		

Name	Advanced Seminar Supply Chain Management and Production		
Module number	53019	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Specialized knowledge in Supply Chain Management and Production		
Module is allocated to	Major Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Language	German		
Learning Objectives	Students... ...become familiar with methods aiming at analysing current academic publications.		
Contents	<ul style="list-style-type: none"> • Current academic topics, constantly changing, from the areas of production, logistics, Supply Chain Management and Operations Research 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Horst Tempelmeier		

Name	Advanced Seminar The Political System of the EU: Strategic and Conceptual Approaches		
Module number	53053	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are prepared for activities in German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, RE, HA, FS		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...thoroughly deal with the political and academic discussion of the European Union.</p> <p>...extend and foster their theoretical knowledge with respect to empirical possibilities of application.</p> <p>...apply theories and concepts in order to investigate current empirical incidents and developments as well as political situations where decisions need to be made.</p> <p>...identify and analyse the political processes of decision making and and locate them through interaction by means of regular practical exercises (simulations) or through experience gained in the loci of decision making of the European Union (study trips); in this way, they comprehend the complexity of European and international negotiations.</p>		
Contents	<ul style="list-style-type: none"> • Theories of European Integration • Strategies and scenarios of the development of the European Union between expansion and deepening • Conceptual approaches in order to analyse the European system as a long-term trend • The constitutional and institutional architecture of the European Union 		
Information about Teaching and Learning Methods	Students might be asked to simulate European negotiations; study trips.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Wessels		

Name	Advanced Statistics - Statistical Inference		
Module number	44002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced procedures of statistical inference and their applications to economic problems		
Module is allocated to	Major Economics – Fields (Statistics and Econometrics) Minor Statistics and Econometrics Master Business Administration - Methods and Techniques		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	Firm grounding in probability and statistical inference from Bachelor's courses		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...cope with the principles of statistical sampling, ...know the fundamentals of point and interval estimation as well as testing of hypotheses, ...perform special parametric and nonparametric estimations and tests, ...analyse stochastic processes.		
Contents	<ul style="list-style-type: none"> • Sampling • Point and interval estimation, hypothesis testing • Estimating and testing of stochastic processes 		
Information about Teaching and Learning Methods	Lectures, exercises		
Additional Information	Exam modalities: Written exam (60 min.) or oral exam (20 min.) or combination of written exam (60 %) and accomplishments from exercises/tests/projects (40 % of final score). The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler		

Name	Advanced Statistics - Stochastic Models		
Module number	44001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced knowledge of probability and the stochastic modelling.		
Module is allocated to	Major Economics – Fields (Statistics and Econometrics) Minor Statistics and Econometrics Master Business Administration - Methods and Techniques		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	Firm grounding of probability from Bachelor's courses		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...are able to calculate and interpret probabilities, ...model economic activities by means of random variables and stochastic processes.		
Contents	<ul style="list-style-type: none"> • Probabilities and random variables • Univariate and multivariate probability distribution • Stochastic processes 		
Information about Teaching and Learning Methods	Lectures, exercises		
Additional Information	Exam modalities: Written exam (60 min.) or oral exam (20 min.) or combination of written exam (60 %) and accomplishments from exercises/tests/projects (40 % of final score). The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler		

Name	Ageing and social space in the welfare mix		
Module number	41101	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation „Sozialpolitik“ Bachelor Health Economics: compulsory module within „Gesundheitsökonomische und medizinische Grundlagen“ Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Social Sciences		
Examination Requirements	KL (60)		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Algorithms for linear and discrete optimization		
Module number	75506	Workload	270 h
Credit Points	9	Recurrence Frequency	every summer term
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of algorithms for linear and discrete optimization		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Language	German		
Learning Objectives	<p>Students...</p> <p>...The participants learn the algorithmic foundations of the mathematical methods in operations research to solve NP-complete, respectively NP-hard combinatorial decision and optimization problems. Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> • The course mainly deals with algorithms in the area of (mixed-)integer linear programming and combinatorial optimization and therefore starts with an introduction into linear programming and complexity theory. The focus is then on the exact solution of mixed-integer decision and optimization problems by branch-and-bound, branch-and-cut and branch-and-cut-and-price algorithms. Furthermore, polynomial-time approximation algorithms are considered. • During the course, a selection of well-known combinatorial decision and optimization problems will be addressed, e.g., the satisfiability problem, the traveling salesman problem, the linear ordering problem, the maximum-cut problem, the vertex-cover problem, the graph coloring problem, the clique problem, the stable-set problem, the knapsack problem, the bin packing problem and scheduling problems. In many cases, the discussion of the respective algorithms will be motivated and enhanced by applications from industry, economy and natural sciences. 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and selfresponsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		
Responsible Faculty Member	Prof. Dr. Michael Jünger, Prof. Dr. Rainer Schrader		

Name	Analysis of reform projects in the health system		
Module number	53062	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Understanding of the development of health care policy and its implications for actors.		
Module is allocated to	Major Health Economics		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	Basic knowledge of the German health system		
Courses	advanced seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...develop the prevailing conditions in which decisions related to health care policy are embedded and also consider economic as well as institutional conditions.</p> <p>...make use of the theoretical principles of allocation and distribution and connect them to medical and/or epidemiological methods and contents.</p> <p>...analyse and evaluate current decisions related to health care policy.</p> <p>...come up with options for future decisions.</p>		
Contents	<ul style="list-style-type: none"> • Allocation and distribution in the health care system • Theory of economic policy and welfare economics • The behaviour of providers and consumers in health provision • Market effects and market imperfections • Actors and institutions of health care policy • Legislative processes 		
Information about Teaching and Learning Methods	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Prof. Dr. Eckhard Fiedler		

Name	Anthropological foundation of social policy		
Module number	41001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	20-30 h	Independent Studies	150-160 h
Qualifications	-		
Module is allocated to	Bachelor Business Administration, Economics, Social Sciences: elective module within the specialisation „Sozialpolitik“ Bachelor Health Economics: compulsory module within „Gesundheitsökonomische und medizinische Grundlagen“ Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Social Sciences		
Examination Requirements	KL (60), HA		
Recommended Prior Knowledge	none		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...		
Information about Teaching and Learning Methods	-		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Aspects of International Business I		
Module number	54605	Workload	360 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	300 h
Module is allocated to	Major Accounting and Taxation and Taxation Major Corporate Development - Strategy, Organization and Human Resources Major Finance Major Marketing Major Supply Chain Management		
Examination Requirements	so, AN		
Language	English		
Learning Objectives	Students... ...Depends on course selection		
Contents	<ul style="list-style-type: none"> • Depends on course selection 		
Additional Information	This module can be completed: - within a Double Master Programme at a partner university - in the frame of a Summer School organised by the WiSo-Faculty.		
Responsible Faculty Member	Zentrum für Internationale Beziehungen ZIB		

Name	Aspects of International Business II		
Module number	54607	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Module is allocated to	Major Accounting and Taxation Major Corporate Development - Strategy, Organization and Human Resources Major Finance Major Marketing Major Supply Chain Management		
Examination Requirements	so, AN		
Courses	missing informations shall be governed by the chairs		
Language	English		
Learning Objectives	Students... ...		
Contents	<ul style="list-style-type: none"> depending on course selection 		
Additional Information	This module can be completed: - within a Double Master Programme at a partner university - in the frame of a Summer School organised by the WiSo-Faculty.		
Responsible Faculty Member	Zentrum für Internationale Beziehungen ZIB		

Name	Asset Management		
Module number	18004	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	On successful completion, students will have developed the conceptual foundations and analytical skills to professionally manage assets as a fund manager or financial advisor within a financial institution, a non-financial company, or a foundation.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management		
Examination Requirements	KL (60), MP		
Recommended Prior Knowledge	Students should have attended the module "Investments".		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...explore the institutional setting of asset management in Germany and the US.</p> <p>...analyse different investment styles and their impact on investment performance.</p> <p>...evaluate the performance of mutual funds and analyse its determinants.</p> <p>...analyse which factors contribute to the growth of funds.</p> <p>...enhance their understanding of the concepts and skills acquired in the lecture by solving problem sets and preparing case studies.</p> <p>...become aware of estimation risk in portfolio optimization and the associated consequences</p> <p>...learn how to enhance the accuracy of the estimators by using different estimation methods (e.g. model based and implied estimation, use of multiple information sources)</p> <p>...quantify the performance of mutual funds and its properties and determine efficient portfolios using computer software (Excel).</p> <p>...discuss the different forms of market efficiency as well as their relevance for the advantages and disadvantages of actively and passively managed funds.</p> <p>...discuss and analyze current issues from technical press and evaluate them in the context of the lecture.</p>		
Contents	<ul style="list-style-type: none"> • The investment process: investment styles, investment strategies, optimisation and implementation, trading costs, performance measurement, performance attribution • Profitable trading strategies • Determinants of fund performance • Incentive problems in the fund industry 		
Information about Teaching and Learning Methods	Students are expected to prepare solutions for the provided problem sets prior to the integrated exercise sessions. Students are encouraged to present their solutions in class, and will receive feedback on their contributions.		

Additional Information	A reading list will be announced at the beginning of the course. The course may be taught exclusively in the first or the second part of the term (see KLIPS).
Responsible Faculty Member	Prof. Dr. Alexander Kempf

Name	Attitudes, Norms and Values		
Module number	12012	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students apply sociological and socio-psychological theories and methods of empirical social research in order to analyse attitudes and values.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...recognize and assess questions and issues related to research into values and into attitudes, ...define central sociological terms and apply the according theories to empirical phenomena.		
Contents	<ul style="list-style-type: none"> • The module deals with selected analyses of attitudes and values, among which are the following: • Religion and secularisation • Value shift • Values and attitudes in specific social areas 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Karsten Hank		

Name	Automatic Graph Drawing		
Module number	75507	Workload	270 h
Credit Points	9	Recurrence Frequency	irregular
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of algorithms for automatic graph drawing		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...The participants learn how to visualize various types of graphs based on their respective properties in an aesthetically pleasant way. This includes the acquisition of fundamental techniques for designing and implementing adequate algorithms.</p> <p>...Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> Automatic Graph Drawing is a young and active research area in which algorithms are developed that generate aesthetically pleasant drawings of diagrams like, e.g., flow diagrams program evaluation and review diagrams, entity relationship diagrams, process chains and UML diagrams or social networks. There are many different methods that emphasize various criteria such as "few crossings", "few bends" or "large angles". In addition to general methods for directed and undirected graphs, we will cover special methods for trees, directed acyclic graphs or planar graphs. The discussion of the algorithms will be supplemented by the presentation of software tools and applications in industry, economy and the natural sciences. 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and selfresponsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		
Responsible Faculty Member	Prof. Dr. Michael Jünger		

Modules B

Name	Basic Course Commercial Law and Law of Partnerships and Corporations		
Module number	44203	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Basic knowledge on commercial law and company law		
Module is allocated to	Methods and Techniques		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...get an overview of the legal basis and basic contents of commercial and company law.</p> <p>...analyse functions and structural principles of these areas of law with particular regard to merchants, the commercial register, commercial procuration, commercial firm names, commercial transactions (commercial law) and problems of organisation and liability within civil and commercial law partnerships</p> <p>...assess case law interpreting relevant legislation.</p> <p>...develop the ability to deal appropriately with new case material.</p>		
Contents	<ul style="list-style-type: none"> • Commercial law • Company law 		
Information about Teaching and Learning Methods	Exercise with exemplary cases. The module is organized by Univ.-Prof. Dr. Barbara Grunewald (Commercial Law) and Dr. Pöschke (Law of Partnerships and Corporations)		
Additional Information	Lecture notes available		
Responsible Faculty Member	Prof. Dr. Barbara Grunewald, Dr. Moritz Pöschke		

Name	Basic Course Labor Law		
Module number	33001	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	90 h	Independent Studies	90 h
Qualifications	The lecture imparts the basic knowledge needed by a jurist who will later act as specialist lawyer for labour law, as labour judge or in the field of personnel management of a business company. The students of economics are to learn the basic knowledge needed later on for their profession related to personnel management of a business company.		
Module is allocated to	Methods and Techniques		
Examination Requirements	KL, so		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...acquire basic knowledge in the field of labour law, in order to be able to solve practical cases of their own accord. Particular importance is placed on cases with topical relevance.</p> <p>...learn to integrate labour law issues in civil law cases in a written exam. Therefore the general part of the German Civil Code and the Law of Obligations are repeated and intensified.</p>		
Contents	<ul style="list-style-type: none"> • Employment law including the basis of constitutional European law • A general survey on collective labour law 		
Information about Teaching and Learning Methods	<p>Discussion of cases.</p> <p>Supplementary study groups to intensify the subject.</p>		
Responsible Faculty Member	Prof. Dr. Martin Henssler		

Name	Basic Course Tax Law		
Module number	45001	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Explanation of the theoretical basics of the entire tax law		
Module is allocated to	Methods and Techniques		
Examination Requirements	KL, so		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...get an overview of different fields and rules in tax law.</p> <p>...discuss the constitutional basics of the tax law.</p> <p>...are familiar with the basic principles of the tax law such as the ability to pay principle.</p> <p>...discuss the general tax liability law.</p>		
Contents	<ul style="list-style-type: none"> • Basic Law for the Federal Republic of Germany • Income Tax Act • Discussion of concrete examples 		
Information about Teaching and Learning Methods	Exercise with exemplary cases		
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Name	Basic Principles, Options and Limits of Natural Healing and Homoeopathy		
Module number	86104	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evidence-based treatments of natural healing: therapy and prophylaxis options as recommended by service providers and patients.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL, RE, HA, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse studies concerned with natural healing and apply to them methods of evidence-based medicine.</p> <p>...get to know basic principles of natural healing and of complementary medicine.</p> <p>...understand different types and principles of rehabilitation medicine.</p> <p>...place the disciplines of natural healing, physical medicine and rehabilitation in the health care system.</p>		
Contents	<ul style="list-style-type: none"> • Basic principles, options and limits of an evidence-based natural healing • Basic principles, options and limits of an evidence-based complementary medicine • Principles of physical medicine • Forms of rehabilitation • Basic principles of rehabilitation 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Josef Beuth		

Name	Basic Tasks und Functions in Vocational Education and Training		
Module number	49301	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	90 h	Independent Studies	90 h
Qualifications	Basic qualifications required for teaching at university as well as in the vocational area.		
Module is allocated to	Major Economics Education		
Examination Requirements	PR, MP		
Courses	practice, seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...prepare an individual profile comprising the strengths and weaknesses of their basic teaching skills.</p> <p>...explain basic notions, categories and principles of didactics.</p> <p>...characterise teaching models and learning theories and distinguish them according to the different scientific paradigms they belong to.</p> <p>...prepare results from a didactic point of view and present them using different methodological stylistic devices and media.</p> <p>...describe demands and options of their studies, state what they expect from their working habits and from the quality of education in learning contracts.</p> <p>...look for and throw a glance at topic specific literature, make summaries and a literature portfolio for their individual profile and compile a glossary of important terms.</p> <p>...have a learning portfolio and are familiar with the ILIAS- learning platform.</p>		
Contents	<ul style="list-style-type: none"> • Course of studies • Teaching principles and maxims • Learning theories • Teaching styles and media • Learning and working techniques • Documentation of learning 		
Information about Teaching and Learning Methods	The module is an aid to orientation, where it is also intended that students get to know each other. If not indicated otherwise, the block course starts in the first week of October (including typical traits of lectures and seminars, individual as well as group work) and ends at the beginning of the term. From August on, further information will be available on the internet.		
Additional Information	Required reading will be distributed in the first class.		

Name	Bayesian Econometrics		
Module number	00000	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Module is allocated to	Kein Studiengang zugeordnet — Kein Fach zugeordnet — (772) — (782) — Bayesian Econometrics - 6 LP, (en,ir,[,])		
Examination Requirements	KL (60)		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld		

Name	Behavioral Economic Theory (Adv.)		
Module number	15604	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Understanding and being able to apply decision and game-theoretic models of economic behavior with special focus on psychologically motivated departures from rationality.		
Module is allocated to	Major Economics - Field: Economic Design and Behavior Minor Behavior, Markets und Institutions		
Examination Requirements	KL (90)		
Recommended Prior Knowledge	Reasonable knowledge of game theory at the level of Gibbons, "A primer in game theory".		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...are capable of understanding formal concepts and follow formal arguments. ...are able to apply elementary microeconomics concepts. ...are capable of reflecting critically.		
Contents	<ul style="list-style-type: none"> • Static Behavioral Equilibria • Quantal Response Equilibria • Procedural Equilibria • Behavioral Dynamics • Stochastic Learning through -- Mistakes • Contagion in Networks • Logit-Response Dynamics • Behavioral Preference Models Reference-Dependent Preferences • Axiomatic models of Temptation and Self-control • Multiple-Selves models • Anticipatory Utility • Self-Control • Motivation and Willpower • Thinking about thinking • Level-k reasoning • Cognition Models 		
Information about Teaching and Learning Methods	E-Learning Units (IILIAS) may be provided.		
Responsible Faculty Member	Univ.-Prof. Dr. Carlos Alós-Ferrer		

Name	Behavioral Economics		
Module number	15050	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	MA		
Module is allocated to	Major Economics – Field (Economic Design and Behavior) Major Corporate Development Major Supply Chain Management Minor Institutions and Markets		
Examination Requirements	KL		
Recommended Prior Knowledge	Game Theory, Experimental Economics		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...		
Contents	<ul style="list-style-type: none"> Theories of boundedly rational behavior describe economic behavior that deviates from the assumptions of homo economicus. These theories build upon robust insights gained in empirical investigations, often economic experiments. The lecture introduces the theories of boundedly rational behavior, discusses their origins and their applications. 		
Responsible Faculty Member	Univ.-Prof. Dr. Bettina Rockenbach		

Name	Behavioral Ethics (Adv.)		
Module number	29205	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Advanced understanding of human decision making and its systematic deviation from rational behavior (preferences, situation, biases). Relationship to ethical considerations. Very useful for future management and leadership positions.		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources Major Supply Chain Management Major Economics – Field (Economic Design and Behavior) Minor Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	KL, RE, HA, so		
Courses	lecture		
Language	English		
Learning Objectives	Students... ...develop an economic and philosophic understanding of ethical dilemmas, particularly in organizations. ...become familiarized with methods to analyze heuristics and biases in economic decision making. ...apply their acquired knowledge to relevant case studies. ...gain experience in conducting research, particularly in how to develop own research questions.		
Contents	<ul style="list-style-type: none"> • Empirical evidence on human decision making • Implications on ethical behavior and reflections • Consequences for the design of corporate organizations and the implementation of corporate strategies • Approaches and mechanisms to reduce biases and their role in ethical decision making 		
Information about Teaching and Learning Methods	Large parts of the lecture will be complemented by student presentations and discussions.		
Additional Information	The courses of this module can be announced on short term notice before the start of the semester (see KLIPS). Required readings will be announced in KLIPS. The courses of this module are designed for PhD students – they are, however, open to advanced Master students.		
Responsible Faculty Member	Prof. Dr. Bernd Irlenbusch		

Name	Behavioral Operations (Adv.)		
Module number	29212	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the Area of Behavioral Supply Chain Management (and related such as purchase, logistics and distribution).		
Module is allocated to	Major Corporate Development Major Supply Chain Management Major Economics – Field (Economic Design and Behavior)		
Examination Requirements	KL, HA, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...explore behavioral aspects in decision making. ...analyze decision making in supply chain context. ...learn about methods to test behavioral theories in supply chain problems ...make use of the behavioral insights to design better supply chain models ...apply their knowledge through exercises and analyzes of different experimental studies		
Contents	<ul style="list-style-type: none"> • Cognitive Biases • Utility Functions and Social Preferences • Laboratory Experiments • Behavioral Newsvendor Problem • Behavioral Supply Chain Coordination • Incentive Systems for decision makers 		
Information about Teaching and Learning Methods	This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Michael Becker-Peth, Univ.-Prof. Dr. Ulrich W. Thonemann		

Name	Brand Management		
Module number	17005	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in the areas of marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	KL (60)		
Recommended Prior Knowledge	No recommended prior knowledge		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...describe concepts and methods of a value-based management of brands as company's (most) valuable assets.</p> <p>...evaluate opportunities and risks of alternative branding strategies.</p> <p>...assess the favorability of alternative branding strategies to design brands with respect to a company's goals.</p> <p>...analyze and evaluate concepts and methods of brand valuation.</p>		
Contents	<ul style="list-style-type: none"> • Basic terms, general and legal conditions in brand management • Branding strategies • Retail Branding • Brand valuation and brand equity measurement 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, guest lectures, discussions in class, and short presentations by students. A self-dependent study of required readings complements the lecture and exercise.		
Additional Information	Block courses are possible. Required readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner		

Name	Business Project Corporate Development and Business Ethics		
Module number	29210	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	0 h	Independent Studies	0 h
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	RE, HA		
Courses	project		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...use practical applications of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management.</p> <p>...apply theoretical and methodical knowledge to concrete problems in a research and corporate context.</p> <p>...discuss different problem solving strategies with their group as well as with their project managers.</p> <p>...train presentation and argumentation skills</p> <p>...acquire social skills by coming up with solutions in group work.</p>		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	<p>A Business Project / Research Project belonging to the area of Corporate Development is offered alternately. Responsible are: usually in summer term: Prof. Sliwka (Human Resource Management) and Prof. Irlenbusch (Corporate Development and Business Ethics). Usually in winter term: Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development and Organization) Project topics will be announced at the end of the previous term (end of July) in ILIAS. The registration solely takes place over ILIAS (normally from beginning of February to beginning of March in summer and normally from beginning of August to beginning of September for winter). The exact dates are listed in ILIAS.</p>		
Responsible Faculty Member	Prof. Dr. Bernd Irlenbusch		

Name	Business Project in Corporate Development		
Module number	29201	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	0 h	Independent Studies	0 h
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	RE, HA		
Courses	project		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...use practical applications of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management.</p> <p>...apply theoretical and methodical knowledge to concrete problems in a research and corporate context.</p> <p>...discuss different problem solving strategies with their group as well as with their project managers.</p> <p>...train presentation and argumentation skills</p> <p>...acquire social skills by coming up with solutions in group work.</p>		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	<p>A Business Project / Research Project belonging to the area of Corporate Development is offered alternately. Responsible are: usually in summer term: Prof. Sliwka (Human Resource Management) and Prof. Irlenbusch (Corporate Development and Business Ethics). Usually in winter term: Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development and Organization) Project topics will be announced at the end of the previous term (end of July) in ILIAS. The registration solely takes place over ILIAS (normally from beginning of February to beginning of March in summer and normally from beginning of August to beginning of September for winter). The exact dates are listed in ILIAS.</p>		
Responsible Faculty Member	Prof. Dr. Mark Ebers		

Name	Business Project in Human Resource Management		
Module number	29203	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	0 h	Independent Studies	0 h
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	RE, HA		
Courses	project		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...use practical applications of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management.</p> <p>...apply theoretical and methodical knowledge to concrete problems in a research and corporate context.</p> <p>...discuss different problem solving strategies with their group as well as with their project managers.</p> <p>...train presentation and argumentation skills</p> <p>...acquire social skills by coming up with solutions in group work.</p>		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	<p>A Business Project / Research Project belonging to the area of Corporate Development is offered alternately. Responsible are: usually in summer term: Prof. Sliwka (Human Resource Management) and Prof. Irlenbusch (Corporate Development and Business Ethics). Usually in winter term: Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development and Organization) Project topics will be announced at the end of the previous term (end of July) in ILIAS. The registration solely takes place over ILIAS (normally from beginning of February to beginning of March in summer and normally from beginning of August to beginning of September for winter). The exact dates are listed in ILIAS.</p>		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka		

Name	Business Project in Strategic Management		
Module number	29202	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	0 h	Independent Studies	0 h
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	RE, HA		
Courses	project		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...wenden theoretische und methodische Kenntnisse auf konkrete Forschungs- bzw. Praxisprobleme an</p> <p>...diskutieren innerhalb des Teams sowie mit ihren Projektbetreuern unterschiedliche Lösungsstrategien.</p> <p>...wenden unterschiedliche Argumentations- und Präsentationsstrategien an</p> <p>...erlernen soziale Fertigkeiten im Rahmen gruppenbezogener Problemlösungsprozesse.</p> <p>...lernen Themen der Unternehmensentwicklung, des strategischen Management und des Human Resource Management praktisch anzuwenden.</p>		
Contents	<ul style="list-style-type: none"> • Contents change according to the project 		
Information about Teaching and Learning Methods	In group work, students come up with concrete practical (Business Project) or academic (Research Project) problem solving.		
Additional Information	<p>A Business Project / Research Project belonging to the area of Corporate Development is offered alternately. Responsible are: usually in summer term: Prof. Sliwka (Human Resource Management) and Prof. Irlenbusch (Corporate Development and Business Ethics). Usually in winter term: Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development and Organization) Project topics will be announced at the end of the previous term (end of July) in ILIAS. The registration solely takes place over ILIAS (normally from beginning of February to beginning of March in summer and normally from beginning of August to beginning of September for winter). The exact dates are listed in ILIAS.</p>		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Business Strategy in Global Supply Chains		
Module number	29204	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics		
Module is allocated to	Major Corporate Development Strategy, Organisation and Human Resources Major Supply Chain Management		
Examination Requirements	KL (60), RE, HA		
Recommended Prior Knowledge	Students must have already attended one module of the following area: "Supply Chain Management" or "Supply Chain Management and Management Science" or one of those modules: "Logistics Concepts, Systems and Models", "Strategic Alliances and Networks", "Strategic Management", "Corporate Development" or "Strategic Human Resource Management".		
Courses	practice, lecture		
Language	English		
Learning Objectives	<p>Students...</p> <p>...tackle current topics regarding particularities and challenges of international strategic management.</p> <p>...comprehend the strategic and organizational implications which result from the increasing interlinking of global value-networks.</p> <p>...become familiar with theories and concepts that explain the generation of competitive advantage in such global value-added chains.</p> <p>...discuss concepts aiming at analysing, structuring and managing global value-added networks.</p> <p>...apply their theoretical knowledge to concrete case studies and contexts related to the field in question.</p>		
Contents	<ul style="list-style-type: none"> • Basics of international management • Analysis and structure of global value-chains • Competitive advantages between and within organisations in global supply chains • Limitations and issues of globally networked values added 		
Information about Teaching and Learning Methods	Case studies, presentations, exkursions are possible. The module can take place as a block course.		
Additional Information	Course programme and required reading will be announced at the beginning of the term in ILIAS/KLIPS.		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Business Taxation I		
Module number	19003	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge gained and the skills acquired in this module can be used in tax advisory, tax departments of companies and in the accounting or the financial sector.		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Accounting Minor Business Taxation		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...are familiar with questions and methods of Business Taxation ...understand the influence of taxes on the choice of the legal form ...gain an insight into the taxation of international business activities ...understand the influence of taxes on national and international business decisions ...apply the acquired knowledge to case studies ...		
Contents	<ul style="list-style-type: none"> • Fundamentals: Economic impact of taxation • Taxation of partnerships and corporations • Optimization of legal form • Taxation of multinational firms and international tax planning • Double taxation issue and anti-tax avoidance rules • The content of the lecture is applied in case studies 		
Information about Teaching and Learning Methods	The bibliography is given in the lecture.		
Responsible Faculty Member	Prof. Dr. Michael Overesch		

Name	Business Taxation II		
Module number	19004	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge gained and the skills acquired in this module can be used in tax advisory, tax departments of companies and in the accounting or the financial sector.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Business Taxation		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...are familiar with the incentives and objectives of business tax planning ...analyse tax effects on national and international group structures ...analyse tax effects of taxes on national and international restructurings and M&A cases ...gain insights into certain tax planning strategies of multinational companies ...apply the acquired knowledge in actual case studies ...		
Contents	<ul style="list-style-type: none"> • Managerial view on business taxation • Tax efficient restructuring of companies and corporate structures • Tax planning of multinational groups • Tax planning and restructuring of international business • The content of the lecture is applied in case studies exercises 		
Additional Information	The bibliography is given in the lecture.		
Responsible Faculty Member	Prof. Dr. Michael Overesch		

Name	Business Taxation Law		
Module number	45003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy or in tax departments of companies, in management consultancy as well as in finance.		
Module is allocated to	Major Accounting and Taxation		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...discuss the taxation of corporate incomes.</p> <p>...understand the special law on taxation of partnerships.</p> <p>...are familiar with the taxation of corporations and other entities in the system of the corporation tax.</p> <p>...consider the municipal income taxation in the form of the trade tax.</p>		
Contents	<ul style="list-style-type: none"> • Income Tax Act • Corporation Tax Act • Trade Tax Act • Discussion of concrete examples 		
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Modules C

Name	Capital Investment and Financing		
Module number	01004	Workload	240 h
Credit Points	8	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Business activities which require an analysis of capital investment and financing alternatives.		
Module is allocated to	Bachelor Business Administration: elective module within the main subject Business Administration Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration		
Examination Requirements	KL (60)		
Courses	lecture, practice, tutorial		
Language	German		
Learning Objectives	Students... ...learn how to evaluate capital budgeting using static and dynamic methods under certainty. ...consider chances and risks when applying different capital budgeting methods in order to analyse fundamental financial decisions. ...determine the capital necessary for given investment strategies. ...describe the different types of financing. ...estimate and discuss selected forms of financing. ...enhance their understanding of the concepts and skills acquired in the lecture by solving problem sets and preparing case studies.		
Contents	<ul style="list-style-type: none"> • Conceptual and decision-theoretical key questions • Capital budgeting methods under certainty • Perspective of capital budgeting methods under uncertainty • Debt financing • Self-financing • Financial planning • Planning of capital requirements on a cash and balance basis • Risk-return-profile 		
Information about Teaching and Learning Methods	Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information	Classes may be taught exclusively in the first or the second part of the term (see KLIPS). Required reading will be announced via KLIPS.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin, Prof. Dr. Thomas Hartmann-Wendels, Prof. Dr. Dieter Hess, Prof. Dr. Alexander Kempf		

Name	Causal Analysis		
Module number	34002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Being able to convert sociological issues into statistical analyses and to answer them.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research Major Accounting and Taxation Major Corporate Development – Strategy, Organization and Human Resources Major Marketing Major Economics - Field (Statistics and Econometrics) Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	KL (60), so		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...explain the test-theoretical conditions and the statistical assumptions of the general linear models. ...subsume specific processes of analysis in the context of the general linear model. ...translate issues into statistical models and interpret their results in the context of a specific issue.		
Contents	<ul style="list-style-type: none"> • General linear model • During the exercise, two of the following processes will be treated in more detail: • Regression with categorical or ordinal dependent variables • Hierarchical regression • Time series analysis • Analysis of event history data • Panel data 		
Information about Teaching and Learning Methods	Lecture, exercise with presentations and papers of students; discussion.		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Hans-Jürgen Andreß		

Name	Change Management		
Module number	76105	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Planning, controlling and carrying out of measures of quality assurance when it comes to the development of information systems.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	none		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... determine organizational preconditions for an IS rollout. ... know the problems of organizational change. ... know explanatory models for technology adoption. ... know the causes of resistance. ... know the change management techniques to cope with organizational change. 		
Contents	<ul style="list-style-type: none"> • Change Management • Planned organizational change • IT-enabled Change • Models of technology acceptance and technology diffusion • Alignment of technology and organizational strategy, culture, and processes • Resistance: Causes and counter measures 		
Information about Teaching and Learning Methods	For some classes, texts must be read in advance. These preparations will be assessed during classes. In several classes, case studies and exercises will be prepared and presented in student teams. The results are discussed and analyzed afterwards.		
Additional Information	Required reading will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis		

Name	Clinical Environmental Medicine		
Module number	86105	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Basic knowledge about environmental medicine for public health.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL, RE, HA, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...explain aspects of the relation between humans and environment which can be dangerous to health, but also aspects that are good for one's health.</p> <p>...analyse bio monitoring methods.</p> <p>...understand the relation between environmental factors and factors related to work, as for example shift work and its impact on health.</p> <p>...analyse epidemiological studies in environmental medicine.</p> <p>...assess possible pollutants of substances dangerous to health.</p>		
Contents	<ul style="list-style-type: none"> • Clinical environmental medicine considered as part of prevention • Relation between environmental factors, illnesses and nervous disorders • Assess possible pollutants as well as the monitoring of substances that are dangerous to health • Epidemiological studies in environmental medicine 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	PD Dr. Thomas Erren		

Name	Colloquium in Vocational Education and Training		
Module number	49312	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Interdisciplinary working groups.		
Module is allocated to	Major Economics Education, compulsory module		
Examination Requirements	MP		
Language	German		
Learning Objectives	<p>Students...</p> <p>...distinguish their own profile of competences from that of other professional groups, justify their own understanding of professional work in the area of vocational and economics education and in teams characterised by an interdisciplinary background.</p> <p>...explain their own epistemological position, in how far it is relevant for research, application and transfer.</p> <p>...present the results of own research work and projects, account for them and defend them in critical discussions.</p>		
Contents	<ul style="list-style-type: none"> • Understanding of scientific and academic work • Application of research procedures • Understanding of the profession 		
Information about Teaching and Learning Methods	<p>The module serves as a concluding reflection on the vocational competences and academic skills that have been acquired.</p> <p>Usually it goes along with the preparation of the Master-Thesis.</p>		
Additional Information	<p>Students can participate on condition that they hand in their individual portfolio, the basics of which have been acquired in the module "Basics of Didactic Work".</p>		

Name	Colloquium on International Relations		
Module number	40201	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in research, economy and administration, organisations, associations and the media.		
Module is allocated to	Minor International Relations		
Examination Requirements	RE, HA, so		
Language	German		
Learning Objectives	<p>Students...</p> <p>...Students</p> <p>...tackle further questions concerning international relations in the area of international policy and the analysis of foreign policy on the basis of primary and secondary literature.</p> <p>...interpret and discuss these questions with regard to theoretical concepts of the subject and with respect to empirical results of research.</p> <p>...place these issues in the area of international relations in a differentiating way.</p> <p>...choose theoretical and empirical questions and hypotheses as the starting point for their own research.</p> <p>...autonomously carry out an own research work.</p> <p>...present the results they have obtained in a written and an oral form and, by doing so, they use the media in a professional way.</p> <p>...autonomously test the validity of the underlying questions and hypotheses on the basis of the results they have obtained.</p>		
Contents	<ul style="list-style-type: none"> • International policy • Foreign policy • Transnational policy • Conflict research • Cooperation research • International regulatory policy • Strategic studies • Security policy • Information policy and communication policy • Subject-matters of international policy and foreign policy • Levels of analysis of international policy and foreign policy 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Jäger		

Name	Colloquium on Political Science		
Module number	40303	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students acquire skills and capabilities for the collection of data, analysis, consulting and information in their work for German, European and international political institutions, research organizations and the media.		
Module is allocated to	Major Political Science		
Examination Requirements	RE		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...are familiar with the discussion about the theoretical and methodological state of the art in political science.</p> <p>...identify advanced questions and problems of political science and its subareas.</p> <p>...deal with these questions in a self-reliant way by using the relevant sources in primary and secondary literature.</p> <p>...develop theoretical and methodological approaches for a scientific research work.</p> <p>...set up a work plan for their research and implement it independently.</p> <p>...present and discuss their research draft.</p>		
Contents	<ul style="list-style-type: none"> • Current issues of research in political science • Theoretical, methodological and empirical problems of political science • Research design and structure of a scientific work 		
Information about Teaching and Learning Methods	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Leidhold, Prof. Dr. Christine Trampusch, Prof. Dr. André Kaiser, Prof. Dr. Thomas Jäger, Prof. Dr. Wolfgang Wessels		

Name	Communication and Counseling		
Module number	49206	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Counseling of learners and teachers; analysing and shaping communicational situations.		
Module is allocated to	Major Economics Education Minor Vocational and Economics Education		
Examination Requirements	KL		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...compare the context and information content of concepts related to communication training and leadership training.</p> <p>...distinguish different types of and ways to conduct staff appraisal.</p> <p>...analyse conversational situations and punctuations in the context of staff appraisal and disputations.</p> <p>...evaluate the use of mediation and moderation.</p> <p>...decide which factors have priority when it comes to bringing forward own communicative action and that of employees.</p> <p>...differentiate between concepts of pedagogical consulting oriented towards individuals and towards groups, in view of their basic assumptions, methods of advice, setting and fields of application.</p> <p>...evaluate techniques and the quality of diagnostic instruments in consulting which aim at understanding problems of clients being persons, groups or organisations.</p> <p>...evaluate chances and limitations of intervention (techniques, resources) in situations of consulting and evaluation.</p> <p>...evaluate their own patterns of action in communicative situations of consulting and discuss possible modifications and developments.</p> <p>...apply simple concepts for coaching employees or counselling learners.</p>		
Contents	<ul style="list-style-type: none"> • Communication models • Rules of theme-centred interaction and feedback • Phases of communication and interaction • Staff appraisal • Theories and concepts of consulting • Group dynamics and consulting • Processes for moderation and feedback 		
Additional Information	Required reading will be announced at the beginning of the term.		

Name	Comparative Analysis of Political Economy		
Module number	10010	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students gain the ability to analyse political decision-making processes. The module prepares students for a later career in the fields of political science, economy and administration, as well as in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL (60)		
Alternatively	RE, HA, so		
Recommended Prior Knowledge	sound knowledge of the methods of empirical social research		
Courses	practice, lecture		
Alternatively	practice, seminar		
Language	German or English		
Learning Objectives	Students... ...gain advanced knowledge about hypotheses, theoretical models, methods and empirical results concerning the impact of politics on economics. ...analyse how political and institutional factors create an impact on economic performance in OECD countries on the basis of traditional studies in the field.		
Contents	<ul style="list-style-type: none"> • Positive political economy and comparative public policy research as framework of analysis • Hypotheses and results of socio-economic approaches and research on political parties, veto players, multi-level analysis • Labour market and industrial relations • Economic freedom, growth and equality • Inflation • Currency • External economic relations • Taxes • Government debts and government spending • Social policy and welfare state analysis 		
Information about Teaching and Learning Methods	Interactive teaching and a joint learning experience require regular attendance by the students		
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Christine Trampusch		

Name	Comparative Analysis of Political Institutions		
Module number	10009	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students gain the ability to analyse political decision-making processes. The module prepares students for a later career in the fields of political science, economy and administration, as well as in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL (60)		
Alternatively	RE, HA, so		
Recommended Prior Knowledge	Sound knowledge of the methods of empirical social research		
Courses	lecture, practice		
Alternatively	practice, seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...learn about theoretical paradigms, concepts and methods as applied in the comparative study of institutions.</p> <p>...identify differences and commonalities of institutions.</p> <p>...test the empirical validity and logical soundness of applied concepts and determine their scope.</p> <p>...apply an extensive range of theoretical and empirical knowledge to current problems and analyses.</p>		
Contents	<ul style="list-style-type: none"> • Institutionalism and Neo-institutionalism • Veto player theory and theory of veto points • Theory of structure-induced equilibrium • Problem areas: aggregation of individual preferences, coordination of individual decisions, collective action, delegation relationships with imminent “agency loss“, time consistency and “commitments“ • Endogeneity of institutions and institutional reforms • Empirical results of traditional, comparative studies at an international level 		
Information about Teaching and Learning Methods	Interactive teaching and a joint learning experience require the regular attendance by the students.		
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. André Kaiser		

Name	Comparative Social Research		
Module number	12010	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Understanding the fact that social action is embedded in society.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...recognise and state general theories about the development of countries.</p> <p>...explain the historical main development and the social constitution of different countries.</p> <p>...describe and classify countries according to social statistical code numbers and develop hypotheses about their impact on the behaviour of the citizens.</p> <p>...explain issues regarding the comparison between macro and micro social variables, in particular between attitudes and social-demographic code numbers.</p> <p>...make use of multilevel analytical methods of regression and interpret their results.</p> <p>...subsume results of comparisons between countries into theories of social development and discuss possible political conclusions.</p>		
Contents	<ul style="list-style-type: none"> • Macro data considered as indicators of the structure of countries • Comparison between countries on the basis of macro indicators, amongst others income disparity • Impact of macro-conditions on individual behaviour • Testing of macro-hypotheses 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Michael Wagner		

Name	Competition Policy		
Module number	15603	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc.		
Module is allocated to	Major Economics – Field (Markets and Institutions) Minor Institutions and Markets		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...get to know modern models of competition theory and learn how to operate with them.</p> <p>...discuss the reasons of market power and natural monopolies, together with their effect on welfare.</p> <p>...understand the necessity, limits and mechanics of government intervention on markets.</p> <p>...apply the theory of competition policy onto important examples of regulatory action.</p>		
Contents	<ul style="list-style-type: none"> • Institutional background: competition policy in Germany, the EU and USA • Market power: theory and measurement • Unilateral abuse of market power: dumping prices and obstacles of market entry • Multilateral abuse of market power: cartels and competition-restricting agreements • Natural monopolies • Regulation of natural monopolies • Regulation of grid access 		
Information about Teaching and Learning Methods	Lectures, classes, case studies		
Additional Information	The course will be held every week during the lecture period. The course may also take place as block course.		
Responsible Faculty Member	Prof. Dr. Felix Höffler		

Name	Computer Science Seminar		
Module number	53038	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	20 h	Independent Studies	160 h
Qualifications	Ability to independently explore a field of knowledge and conduct project work which is close to research.		
Module is allocated to	Minor Computer Science		
Examination Requirements	RE, HA		
Courses	advanced seminar		
Learning Objectives	Students... ...learn how to expand their knowledge in a distinct field, to search for literature and perform an independent project work. They are able to present and discuss their results in a convincing way.		
Contents	<ul style="list-style-type: none"> The seminar expands the student's knowledge in a field that is already known to him or her. The participants independently work in a distinct field of knowledge by developing a small project or term paper and presenting it to their peers. 		
Additional Information	On the website of this course		
Responsible Faculty Member	Institut für Informatik		

Name	Computer graphics and visualization algorithms		
Module number	75508	Workload	270 h
Credit Points	9	Recurrence Frequency	every term
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge in computer graphics and visualization algorithms		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...The participants earn fundamental knowledge of 2D and 3D computer graphics, graphical user interfaces and the visualization of data. Further, they are able to handle complex visualization tasks conceptually.</p> <p>...Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> • In the first term, the focus of the course is on (3D) computer graphics and human-machine-communication. It covers aspects of human perception and introduces graphical output devices and color systems. Based on rasterized 2D graphics, interaction techniques and graphical user interfaces are explained. In the scope of 3D graphics, the course addresses objects, projections, coverings, lighting and scene graphs. • In the second term, the course deals with visualization which can be subdivided into information visualization and visualization of scientific data. Starting with the visualization pipeline and scientific data types, the filtration and reconstruction of data is covered. Further, the mapping of data to visual representations is introduced as a central concept which will also be dealt with using concrete algorithms. The visualization of not locally distributed data will be addressed extensively, volume rendering as an alternative method for the visualization of three-dimensional data and virtual reality will be covered supplementary. The exercises are designed to train knowledge in computer graphics, the implementation of graphical user interfaces and 2D/3D programming with applets and OpenGL. 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		

Responsible Faculty Member	Prof. Dr. Ulrich Lang
-----------------------------------	-----------------------

Name	Consumer Behavior		
Module number	52002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in market research companies as well as in marketing departments of companies.		
Module is allocated to	Major Marketing Minor Economic and Social Psychology		
Examination Requirements	KL, RE		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...identify and determine the theoretical foundations of market and consumer psychology.</p> <p>...apply their basic knowledge in social psychology to the area of consumer behavior.</p> <p>...predict in which way consumers will react to marketing activities of companies or interpret them.</p> <p>...define and figure out the competing interests of producers and consumers.</p>		
Contents	<ul style="list-style-type: none"> • Social psychology of consumers and of marketing 		
Additional Information	Required reading will be announced in class.		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Contexts of Social Action		
Module number	12006	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Explanation of social action by means of contexts of institutions and opportunity structures.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...explain standard (e.g. Weber) and current (e.g. Coleman) examples of the application of context analyses.</p> <p>...understand the methods of hierarchical regression and its various possibilities of application.</p> <p>...recognize the most important concepts (e.g. gross domestic product, Gini coefficient for social inequality) and data sources (e.g. at the OECD) in order to describe countries and their subunits.</p> <p>...state published examples of context analyses: internationally comparative policy research, internationally comparative research into values and religion, internationally comparative media research, town research and community research, family sociology, education research.</p> <p>...identify the most important fields of research in which context analyses are conducted, as for example the influence of the residential area on deviant behaviour / health, influence of the school class on success at school, the influence of the state on how far people are happy with their lives.</p>		
Contents	<ul style="list-style-type: none"> • Institutions and opportunity structures as contexts of social action • Social contexts viewed as regional and organisational structuring: countries, communities etc.; schools, companies, households, associations etc. • Effects of composition and context effects 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	<p>The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office.</p> <p>Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.</p>		
Responsible Faculty Member	Prof. Dr. Clemens Kroneberg		

Name	Contract Theory		
Module number	15030	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological knowledge and work with the methods of economics of information and contract theory.		
Module is allocated to	Major Economics - Fields (Economic Design and Behavior)Major Economics – Fields (Markets and Institutions) Major Corporate Development - Strategy, Organisation and Human Resources Major Supply Chain Management Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance Master Business Administration - Methods and Techniques		
Examination Requirements	KL		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...Students ...become acquainted with concepts of economics of information ...describe and conceptualise situations where information asymmetries between several parties exist. ...Analyse and discuss questions out of a contracts perspective according to their theoretical and methodical skills		
Contents	<ul style="list-style-type: none"> • Contract theory • Principal-agent models • Mechanism design • Hold-up problem • Incomplete contracts 		
Additional Information	Required reading will be announced at the beginning of the term by putting up a notice.		
Responsible Faculty Member	Univ.-Prof. Dr. Patrick W. Schmitz		

Name	Cooperative Bank Sector and Cooperative Financial Services Network		
Module number	37005	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the bank sector and in companies of the cooperative financial services network.		
Module is allocated to	Minor Bank Management Minor Self-Help Economics		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	-		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...Recognize and define the structure and the economic potential of the cooperative bank sector and the cooperative financial services network in Germany.</p> <p>...analyse concepts aiming at the realisation of the cooperative supportive task.</p> <p>...compare corporate concepts with a cooperative structure to other legal structures.</p> <p>...discuss ways in which problems related to equity capital can be resolved.</p> <p>...describe current problems and deal with current theoretical approaches in order to resolve them.</p>		
Contents	<ul style="list-style-type: none"> • Concepts of cooperative associations • Cooperative bank sector • Auditing • Cooperative financial services network 		
Information about Teaching and Learning Methods	The exercise focuses on reading (basic) texts and on presentation techniques; required reading will be announced in time so that students can get prepared.		
Additional Information	Required reading will be announced at the beginning of the term. Lecturer: Dr. Ingrid Schmale		
Responsible Faculty Member	Prof. Dr. Thomas Hartmann-Wendels, Prof. Dr. Frank Schulz-Nieswandt		

Name	Corporate Development		
Module number	29002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Department of corporate development, internal/ external consultancy, assistance of executive boards.		
Module is allocated to	Major Corporate Development Strategy, Organisation and Human Resources Major Health Economics Minor Corporate Development Strategy, Organisation and Human Resources Minor Media Management		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...are familiar with different perspectives and drivers of corporate development. ...can identify and define options of action and strategies for the development of companies and the conditions necessary to obtain success. ...know tools and measures important for the control of innovative activities in companies. ...apply the tools and concepts that have been acquired in order to analyse as well as to tackle case studies. ...deal with the ambiguity of real situations and to make reasonable decisions.		
Contents	<ul style="list-style-type: none"> • Models of corporate development • Strategies of corporate development, direction of growth and shift of boundaries of companies • Innovative strategies and innovative management 		
Information about Teaching and Learning Methods	Lecture and interactive exercise which is based on case studies; individual courses take place in collaboration with practitioners in companies.		
Additional Information	Required reading will be announced at the beginning of term.		
Responsible Faculty Member	Prof. Dr. Mark Ebers		

Name	Corporate Finance Theory		
Module number	21302	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	On successful completion, students will have developed the conceptual foundations and analytical skills to pursue a career in professional occupation in quantitatively-oriented departments in (global) corporations, e.g. in financial institutions or industrial organizations.		
Module is allocated to	Major Finance Minor Finance		
Examination Requirements	KL (60), RE, so, MP		
Recommended Prior Knowledge	None		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>... will be able to understand the analysis of today's key management and public policy issues, e.g. the reform of corporate governance.</p> <p>... will understand the role of private equity, financial markets, and takeovers.</p> <p>... will be able to determine efficient leverage, dividend, liquidity, and risk management.</p> <p>... will learn how the corporate environment interacts with institutions.</p>		
Contents	<ul style="list-style-type: none"> • The course presents the fundamentals of corporate finance theory. • It provides a realistic and conceptually motivated overview of corporate governance, corporate financing, agency costs, and monitoring for major global corporations. • The course also gives an overview about control rights and public policy implications for major global corporations. 		
Information about Teaching and Learning Methods	Students are expected to prepare solutions for the provided problem sets prior to the integrated exercise sessions. Students are encouraged to present their solutions in class, and will receive feedback on their contributions.		
Additional Information	A reading list will be announced at the beginning of the course. The course may be taught exclusively in the first or the second part of the term (see KLIPS).		
Responsible Faculty Member	Prof. Dr. Sabine Wende		

Name	Corporate Risk Management		
Module number	21303	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	On successful completion, students will have developed the conceptual foundations and analytical skills to pursue a career in risk management in (global) corporations.		
Module is allocated to	Major Finance Minor Finance Minor Insurance Management		
Examination Requirements	KL (60), RE, so, MP		
Recommended Prior Knowledge	None		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>... will be able to demonstrate the ability to describe and be able to identify the major classes of risk that business face,</p> <p>... will be able to apply traditional corporate finance theory to risk management problems,</p> <p>... will understand how decisions regarding risk interact with other corporate decisions including capital structure, capital allocation, performance and compensation.</p> <p>... will be able to understand how the traditional tools of risk management, including insurance, can be used to complement and/or enhance financial risk management tools.</p>		
Contents	<ul style="list-style-type: none"> • The course presents the fundamentals of risk management. • It provides a realistic and conceptually motivated overview of risk management for major global corporations. • The strategic approach to risk management requires understanding of risk measures, insurance, financial and commodity derivatives, as well as alternative risk financing. 		
Information about Teaching and Learning Methods	Students are expected to prepare solutions for the provided problem sets prior to the integrated exercise sessions. Students are encouraged to present their solutions in class, and will receive feedback on their contributions.		
Additional Information	A reading list will be announced at the beginning of the course. The course may be taught exclusively in the first or the second part of the term (see KLIPS). Wählen Sie ein Element aus.		
Responsible Faculty Member	Prof. Dr. Sabine Wende		

Name	Corporate Valuation Theory		
Module number	21002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Professional occupation in quantitatively-oriented departments of companies, banks and insurance companies, in particular in the field of finance and investment.		
Module is allocated to	Major Finance Major Corporate Development Strategy, Organisation and Human Resources Minor Finance Minor Asset Management		
Examination Requirements	KL		
Recommended Prior Knowledge	Basic knowledge in Corporate Finance		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...Use different methods of valuing companies and individual assets. ...Analyse annual accounts in order to extract value relevant information. ...Recognize different theories explaining M&A-activities and explain them with empirical findings. ...Analyse manager interests in mergers and acquisitions.		
Contents	<ul style="list-style-type: none"> • Equity valuation models (in particular Discounted Cash Flow methods, models of residual income, Multiples approach) • Impact of financial policies • M&A-activities and defensive strategies • Aspects of balancing of accounts and financial realisation of mergers and acquisitions 		
Information about Teaching and Learning Methods	Lecture, tutorial, additional take home exam		
Additional Information	Classes may be given exclusively during the first or the second part of the term (refer to KLIPS). Class dates may be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS.		
Responsible Faculty Member	Prof. Dr. Dieter Hess		

Name	Cost Accounting		
Module number	01005	Workload	240 h
Credit Points	8	Recurrence Frequency	every term
Attendance	50 h	Independent Studies	190 h
Qualifications	Presentation of tools to determine, analyze, allocate, and control costs.		
Module is allocated to	<p>Bachelor Business Administration: elective module within the main subject Business Administration</p> <p>Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration</p> <p>Bachelor Health Economics: elective module within the subsidiary subject Economic Basics</p> <p>Bachelor Information Systems: elective module within the subject area Business Administration</p> <p>Bachelor Regional Studies China: elective module within the subsidiary subject Business Administration</p> <p>Bachelor Media Management: elective module within the subsidiary subject Media Management</p> <p>BA LA: Berufliche Fachrichtung Wirtschaftswissenschaft: Wahl im Schwerpunktstudium A</p> <p>BA LA: Große Berufliche Fachrichtung Wirtschaftswissenschaft: Wahl im Schwerpunktstudium A</p>		
Examination Requirements	KL (60)		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...can discriminate between costs and expenses. They are familiar with various methods to calculate product cost and can use such costs to determine a company's operating result. Moreover, students learn how management decisions are supported by appropriate analyses from management accounting.</p>		
Contents	<ul style="list-style-type: none"> • Differentiation between Costs and Expenses • Cost Functions • Principles for Cost Allocation • Methods for calculating ex-post/ex-ante Product Cost • Sales Accounting 		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Name	Current Problems in Theory and Practice of Auditing		
Module number	32103	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current problems in theory and practice of Auditing		
Module is allocated to	Minor Auditing		
Examination Requirements	KL, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	Students... ...gain specific insights into current topics in Auditing. ...describe, interpret and analyse selected problems in theory and practice of Auditing.		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term. 		
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by (guest) lecturers and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner		

Name		Current Research Questions and Methods in Empirical Regional Research	
Module number	50002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	KL (90), RE, HA, FS		
Recommended Prior Knowledge	None		
Courses	project		
Language	German		
Learning Objectives	<p>Students...</p> <p>..... debate about developments in empirical regional research.</p> <p>..... discuss current research questions related to regional research and economic geography.</p> <p>... .. elaborate current quantitative and qualitative methods, also with combination of methods, make use of them and identify their range of interpretation.</p> <p>..... carry out a typical empirical study.</p> <p>...analyse their results with EDP programmes and geographic information systems.</p> <p>..... present their results with different means (texts, graphics and diagrams, cards).</p>		
Contents	<ul style="list-style-type: none"> • Clarification of the terms "area" and "region" in the context of the history of science; • Developments in empirical regional research; • Analyses of derived statistics; • Structural measures in regional sciences; • Primary surveys used to collect quantitative information; • Qualitative research; • Combination of methods; 		
Information about Teaching and Learning Methods	e-learning support via ILIAS		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Martina Fuchs		

Name	Customer Relationship Management		
Module number	22010	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in marketing, sales, and distribution of manufacturing, retailing and service companies		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	KL, MP		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	Students... ...distinguish between transactional and relational exchanges. ...investigate the satisfaction-profit chain and its implications for managing customers. ...get to know a basic set of important customer related metrics. ...understand the concept of “customer lifetime value”. ...recognise the potentials and limits of an active customer management. ...learn the application of customer management in a variety of industries.		
Contents	<ul style="list-style-type: none"> • What are the theoretical and conceptual foundations of CRM? • How can CRM enhance organisational performance? • How does CRM force the interaction between corporate strategy, organisational structure, supply chain, and customer facing front end? • How are CRM strategies implemented? • What is the role of measuring and managing customer satisfaction, customer loyalty, customer profitability, and lifetime value? • How does one use some of the basic CRM analytic tools? • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and the participation of guest speakers with in-depth experience in the field.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Modules D

Name	Decision Analysis		
Module number	07005	Workload	240 h
Credit Points	8	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Students learn to describe and apply the basic models and methods of prescriptive decision analysis.		
Module is allocated to	<p>Bachelor Business Administration: elective module within the main subject Business Administration</p> <p>Bachelor Economics, Social Sciences: elective module within the subsidiary subject Business Administration</p> <p>Bachelor Health Economics: compulsory module within the main subject "Gesundheitsökonomische und medizinische Grundlagen"</p> <p>Bachelor Information Systems: elective module within the subject area Business Administration</p> <p>Bachelor Regional Studies China: elective module within the subsidiary subject Business Administration</p> <p>Bachelor Media Management: elective module within the subsidiary subject Media Management</p> <p>BA LA: Berufliche Fachrichtung Wirtschaftswissenschaft: Wahl im Schwerpunktstudium A</p> <p>BA LA: Große Berufliche Fachrichtung Wirtschaftswissenschaft: Wahl im Schwerpunktstudium A</p>		
Examination Requirements	KL (60)		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...explain the fundamental principles of making a rational decision.</p> <p>...structure and distinguish complex decision situations in regard to several characteristics.</p> <p>...describe the theoretical requirements for the use of methods for decision making.</p> <p>...make practical examples.</p> <p>...determine optimal decisions by use of formal methods.</p>		
Contents	<ul style="list-style-type: none"> • Structuring of decision problems. • Generation of target systems and alternatives and there selection. • Making decisions under certainty and uncertainty. • Making decisions with and without complete information. • Making decisions with several aims. • Formation of probabilities. 		
Information about Teaching and Learning Methods	Presence Time of 60h is composed of: 30 h lecture, 15h exercise and 15h tutorial.		
Additional Information	Basic literature: F. Eisenführ/M. Weber/T. Langer: Rationales Entscheiden, 5. Aufl.,		

	Berlin u.a. (Springer), 2010 Additional Literature will be announced at the beginning of the term.
Responsible Faculty Member	Prof. Dr. Ludwig Kuntz

Name	Derivatives		
Module number	18002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	On successful completion, students will have developed the conceptual foundations and analytical skills to pursue a career in risk management, asset management, and financial engineering.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management Minor Bank Management		
Examination Requirements	KL (60), MP		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...become familiar with the details of all derivatives classes (forwards, futures, swaps, and options).</p> <p>...analyse different uses for derivatives, institutional handling of derivatives positions, and risks associated with pursuing different derivatives strategies.</p> <p>...develop the necessary skills to value standard and exotic derivatives.</p> <p>...explore how different types of derivatives can be combined to generate specific cash flow patterns.</p> <p>...enhance their understanding of the concepts and skills acquired in the lecture by solving problem sets and preparing computer-based case studies and short presentations.</p> <p>...learn to calculate prices for derivatives under the no-arbitrage theorem.</p> <p>...evaluate the consequences of different derivatives strategies for risk management and speculative purposes, both from a cash flow and systematic risk perspective.</p> <p>...discuss in teams the assumptions, methods as well as the cash flow and risk implications for different derivatives strategies. In their independently prepared presentations they communicate differentiated problem solutions.</p>		
Contents	<ul style="list-style-type: none"> • Trading strategies with derivatives • Analysis and valuation of forwards, futures, and swaps • Option analysis and valuation • Financial engineering 		
Information about Teaching and Learning Methods	Students are expected to prepare solutions for the provided problem sets prior to the integrated exercise sessions. Students are encouraged to present their solutions in class, and will receive feedback on their contributions.		
Additional Information	A reading list will be announced at the beginning of the course. The course may be taught exclusively in the first or the second part of the term (see KLIPS).		
Responsible Faculty Member	Prof. Dr. Monika Trapp		

Name	Development Economics		
Module number	15051	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for academic research in development economics and work in research institutes, government agencies and international organizations dealing with economic development.		
Module is allocated to	Major Economics – Fields (Macroeconomics, Growth and Inequality) Minor Economic Policy and Public Finance		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...gain a broad overview of ideas and debates in development economics at the micro- and macroeconomic level.</p> <p>...analyze economic situations in developing countries using formal theoretical models and econometric methods.</p> <p>...interpret carefully the results of empirical studies using cross-country and individual level data, field experiments etc.</p> <p>...draw and discuss policy conclusions.</p> <p>...read and critically evaluate articles in scientific journals.</p>		
Contents	<ul style="list-style-type: none"> • The macroeconomic part of the course analyzes how growth and development at the aggregate level are determined by and interact with factor accumulation, technology, institutions, inequality and poverty rates, agriculture and the structural transformation, natural resource abundance and international aid. • The microeconomic part discusses topics such as education, health, financial markets and micro finance, property rights, agricultural organization, rural-urban migration, infrastructure projects and corruption in developing countries. 		
Additional Information	A detailed reading list will be provided at the beginning of term.		
Responsible Faculty Member	Jun.-Prof. Ph.D. Thomas Schelkle		

Name	Didactics in Economics and Business Administration		
Module number	49302	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Teaching activities in vocational schools, companies and educational institutions.		
Module is allocated to	Major Economics Education Minor Vocational and Economics Education		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...evaluate teaching models against the background of their scientific paradigm and their possible applications.</p> <p>...analyse, including basics of Critical Theory, the social prevailing conditions and expectations towards subject-specific teaching models and the norms resulting from them.</p> <p>...are familiar with advantages and disadvantages of teaching methods for economical topics and subjects.</p> <p>...draft outlines for teaching economical subject matters.</p> <p>...prepare learning material regarding economic topics.</p> <p>...compare and evaluate curricula from the areas of professional training and further vocational education.</p>		
Contents	<ul style="list-style-type: none"> • Subject-specific teaching models and lesson planning • Norms and values in society and pedagogics • Curriculum theory • Philosophy of science, in particular Critical Theory 		
Additional Information	Required reading will be announced at the beginning of the term.		

Name	Didactics of Vocational Education Programmes		
Module number	49303	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Teaching activities in vocational schools, companies and educational institutions; creation of situated learning-teaching arrangements for vocational training and further education.		
Module is allocated to	Major Economics Education		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse methods and their possible applications to teaching styles that focus on active learning.</p> <p>...evaluate characteristics of educational institutions and curricular planning in courses of education.</p> <p>...systematise and keep records of their didactic annual planning.</p> <p>...reflect on advantages and disadvantages of self-regulated learning.</p> <p>...reflect on constructivist approaches considered as the basis of complex learning-teaching arrangements.</p> <p>...evaluate and design complex learning-teaching arrangements.</p> <p>...analyse model enterprises with respect to didactic and system-theoretical considerations.</p> <p>...work with data of companies serving as a basis for a model enterprise.</p> <p>...evaluate demands of internal differentiation in the context of complex learning-teaching arrangements.</p> <p>...describe elements and demands on situated learning.</p>		
Contents	<ul style="list-style-type: none"> • Active learning and the respective methods • Didactic annual planning • Casuistry / case methods / case studies • Complex learning-teaching arrangements • Situated learning 		
Information about Teaching and Learning Methods	In the exercise, a complex learning-teaching arrangement is to be developed, which the oral exam will be based on.		
Additional Information	Required reading will be announced at the beginning of the term.		

Name	Distribution of Income and Wealth		
Module number	15074	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies student for work in areas where an understanding of the theory of distribution is helpful (ministries, trade unions, employer associations, research institutions, media).		
Module is allocated to	Major Economics – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...discuss empirical studies concerned with the distribution of income and wealth. ...exercise theoretical models explaining the distribution of income and wealth. ...examine in how far the models can be applied for policy ad-vice. ...evaluate the models regarding their assumptions and implications from a critical perspective.		
Contents	<ul style="list-style-type: none"> • Empirical evidence on the distribution of income and wealth • Theoretical models explaining the distribution of income and wealth 		
Information about Teaching and Learning Methods	Active student participation		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Dr. AOR André Drost		

Name	Dynamic Macroeconomics		
Module number	15015	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in the media, the financial sector, in political parties, research institutes and other institutions where an advanced understanding of macroeconomics is helpful.		
Module is allocated to	Major Economics – Fields (Macroeconomics, Growth and Inequality) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse central issues of macroeconomics in models with overlapping generations.</p> <p>...describe phenomena specific to overlapping generations.</p> <p>...are familiarized with the role of fiscal and monetary policy arising in this structure.</p> <p>...apply their knowledge to economic issues.</p>		
Contents	<ul style="list-style-type: none"> • Intertemporal market equilibrium • Dynamic inefficiency • Credit markets • Taxes and government debt • Endogenous cycles • Technological progress • Money and inflation in models with overlapping generations 		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk		

Modules E

Name	E-Commerce		
Module number	22012	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management Positions in Retailing, CRM and Marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	KL, HA, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...understand the changing aspects of the socioeconomic environment induced by the Internet and Social Media.</p> <p>...learn about E-Commerce strategies in a multichannel context</p> <p>...become familiar with practical implementations and technological aspects of E-Commerce and Social Commerce.</p>		
Contents	<ul style="list-style-type: none"> • Topics: • The Internet, Social Media and Social Networks as pillars of E-Commerce • E-Commerce business models and marketing strategies • E-Commerce websites, online security and payment systems • Social Commerce and the future of E-Commerce 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and discussions in class.		
Additional Information	The topics of this class are subject to change. Relevant readings will be announced in class.		
Responsible Faculty Member	Dr. Mark Elsner		

Name	Econometrics		
Module number	44007	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Econometric analysis of linear models.		
Module is allocated to	Major Accounting and Taxation Major Marketing Major Economics (Core Courses) Minor Controlling Minor Statistics and Econometrics Master Business Administration - Methods and Techniques		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	Basic knowledge of statistical inference and matrix algebra Econometrics at the bachelor level recommended		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...model economic relationships, ...select between competing model specifications, ...estimate the parameters of linear and generalized linear regression models, ...test hypothesis within such models and predict economic variables.		
Contents	<ul style="list-style-type: none"> • Linear regression model • Estimation by ordinary least squares • Qualitative variables • Prediction • Model selection • Autocorrelation and heteroscedasticity • Endogeneity and instrumental variables • Simultaneous equations • Time series analysis 		
Information about Teaching and Learning Methods	Interactive lecture and tutorial, lecture notes, literature study, exercises, empirical applications using standard computer software.		
Additional Information	The lectures and exercises takes place ever. Examination requirements: Written exam (60 min) or oral exam (20 min) or a combination of written exam (60 min) and activities during exercises/tests/projects (compulsory prerequisites for the exam). The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld		

Name	Economic Engineering (Adv.)		
Module number	15601	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Students learn how economic methods can be used to engineer better markets and incentive mechanisms, and how economic engineering contributes to economic research.		
Module is allocated to	Major Economics – Field (Economic Design and Behavior) Major Economics – Field (Markets and Institutions) Major Corporate Development Major Supply Chain Management Minor Institutions and Markets		
Examination Requirements	KL, RE, so		
Recommended Prior Knowledge	Knowledge of microeconomics and game theory		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...are introduced to the concept of economic engineering as the science of designing real-world institutions and mechanisms that align individual incentives and behavior with underlying goals. ...learn to identify and address incentive problems in specific market and firm environments. ...learn to use complementary analytical concepts to take into account behavioral and institutional complexities.		
Contents	<ul style="list-style-type: none"> • evaluate the role of theory, laboratory experiments and field evidence for economic engineering in practice. • analyze relevant behavioral phenomena and institutional details in economic engineering. • apply insights from economic engineering on matching, auction, and other markets and incentive schemes used in a variety of industries. • discuss their findings in class and present their own analyses of selected economic engineering problems. 		
Information about Teaching and Learning Methods	Students are expected to read and understand original research papers, and to actively contribute to the course (e.g. by presenting their own design analysis of an existing market or incentive scheme). Students may earn bonus points in the course of the lecture and the exercise class. These bonus points may have an influence on the final grade. Examination method is "written exam", unless something else is announced at the beginning of the course.		
Additional Information	Compulsory literature will be announced at the beginning of and during the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels		

Name	Economic and Social Behavior		
Module number	15031	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Knowledge of general, descriptively relevant principles of behavior in economic and social situations of decision-making and their impact on theories of behavioral economics.		
Module is allocated to	Major Economics - Fields (Economic Design and Behavior) Minor Institutions and Markets		
Examination Requirements	KL, RE, so		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...evaluate theories in behavioral economics in light of experimental evidence.</p> <p>...distinguish regularities and principles of human economic behavior (such as cognition, adaptation, emotion, reputation, and motivation) regarding situations of decision-making under uncertainty in coordination and cooperation games, as well as in negotiations.</p> <p>...apply insights from behavioral economic and experimental economic research to questions concerning market design, etc.</p> <p>...are introduced to the state of the art in behavioral economics and experimental economics research.</p> <p>...discuss competing theories of behavioral economics.</p> <p>...develop economic experiments and present their results.</p> <p>...might conduct own experiments and present them in class.</p> <p>...are introduced to software tools used for recruiting participants and programming economic experiments.</p>		
Contents	<ul style="list-style-type: none"> • Experimental methods in economics • Regularities and principles of human economic behavior 		
Information about Teaching and Learning Methods	<p>Discussion about current research and active participation within the discussion.</p> <p>Students may earn bonus points in the course of the lecture and the exercise class. These bonus points may have an influence on the final grade.</p> <p>Examination method is "written exam", unless something else is announced at the beginning of the course.</p> <p>Lecture and exercise classes will be conducted weekly during the semester, or partly or as a whole in a block session.</p>		
Additional Information	Recommended reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels		

Name	Economics of Incentives in Organizations (Adv.)		
Module number	26002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	In this module, students analyse by means of economic methods how incentive systems work.		
Module is allocated to	Major Corporate Development Strategy, Organisation and Human Resources Major Marketing Major Supply Chain Management Major Economics – Field (Economic Design and Behavior) Minor Corporate Development Strategy, Organisation and Human Resources		
Examination Requirements	KL, so		
Recommended Prior Knowledge	Knowledge in econometrics (e.g. modules “Causal Analysis”, “Linear Models” or “Advanced Econometrics I or II”) is strongly recommended.		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...develop a strategic understanding about how incentive systems work. ...analyse economic models. ...understand how econometric methods are used to analyse performance and compensation data. ...know practical methods for the implementation of incentive systems and systems of performance measurement. ...evaluate different incentive systems ...develop evidence-based management implications		
Contents	<ul style="list-style-type: none"> • Moral hazard and the incentive problem • Incentives and social preferences • Intrinsic motivation • The informativeness principle • Incentives for multiple tasks • Incentives in teams • Dynamic incentive problems • Subjective performance evaluation 		
Information about Teaching and Learning Methods	This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Additional Information	Slides and assignment questions are published in every term (see ILIAS).		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka		

Name	Economics of Innovation (Adv.)		
Module number	15504	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for academic research, advanced studies (PhD), and activities in research institutes, enterprises or other entities where an advanced understanding of the economics of innovation is helpful.		
Module is allocated to	Major Economics –Field 1 (Economic Design and Behavior) Major Economics –Field 2 (Markets and Institutions) Major Economics –Field 4 (Macroeconomics, Growth and Inequality) Major Economics –Field 5 (Public Economics) Minor Advanced Economics Minor Economic Policy and Public Finance Minor Institutions and Markets		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...gain a profound understanding of theory-based micro-econometric research in innovation economics, for example, research on ideas and knowledge production, the relationship between competition, entry and innovation, adoption and diffusion of technologies, the role of intellectual property rights and science. ...examine and build on theory models of innovation-induced growth and of research and development activities in firms. ...get familiar with relevant micro-econometric methods and data sources. ...evaluate public policies and institutions relevant to innovative activities.		
Contents	<ul style="list-style-type: none"> • Empirical research on ideas and innovations. • Theoretical foundations, micro-econometric methods and data sources. • Innovation policy, growth policy and institutions relevant for innovative activities. 		
Information about Teaching and Learning Methods	Lectures with integrated exercise sessions, and possibly additional course work in form of student presentations in exercise sessions.		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Susanne Prantl		

Name	Economics of mutual assistance: social insurance and co-operatives		
Module number	37007	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Module is allocated to	Minor Self-Help Economics Minor Insurance Management Minor Social Policy		
Examination Requirements	KL, HA, MP		
Courses	lecture		
Language	German or English		
Learning Objectives	Students... ...		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Efficient Algorithms		
Module number	75503	Workload	270 h
Credit Points	9	Recurrence Frequency	every fourth term
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of efficient algorithms		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...The course will provide basic knowledge of the development and implementation of efficient algorithms and the understanding of combinatorial problem structures exemplified by prominent problems for which polynomial-time algorithms are known.</p> <p>...Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> We cover algorithms for combinatorial optimization problems that can be solved by efficient polynomial-time algorithms. After a short introduction to duality theory, we cover a selection of the following problems: minimum spanning trees, shortest paths, maximum flows, minimum cost flows, matchings in bipartite and general graphs, shortest paths. 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		
Responsible Faculty Member	Prof. Dr. Rainer Schrader		

Name	Electronic Business		
Module number	77004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Having the capability to select and to evaluate concepts of Electronic Business (E-Business).		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	KL, so, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...understand the strategic importance of E-Business.</p> <p>...differentiate between concepts of E-Business.</p> <p>...understand how E-Business changes organisational processes of companies.</p> <p>...evaluate concepts of E-Business and their application to different tasks.</p> <p>...are familiar with the demands that the utilisation of E-Business systems and concepts of E-Business place on management.</p>		
Contents	<ul style="list-style-type: none"> • Business models, strategies • Electronic markets • E-Marketing • Mass Customisation • Open Innovation • Web 2.0, Social Media • Data protection and information policy 		
Information about Teaching and Learning Methods	<p>Lecture, exercise and case studies.</p> <p>During the term, students are expected to prepare short presentations and to also meet other requirements, which will make up part of the final mark. Case studies will be dealt with.</p>		
Additional Information	Required reading will be announced every term.		
Responsible Faculty Member	Prof. Dr. Detlef Schoder		

Name	Emerging Electronic Business		
Module number	76108	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Capability to identify, evaluate and implement emerging technology-based opportunities for (future) Electronic Business (E-Business).		
Module is allocated to	Major Information Systems		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	programming skills are beneficial		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...work out application scenarios for emerging technology-based E-Business and partly implement them prototypically and present them in class.		
Contents	<ul style="list-style-type: none"> • Current IT-trends and transformation of E-Business into "Ambient Business" in the context of networked and informatised objects and spaces ("Internet of Things" & "Smart Environments") • Conceptual basics of relevant technologies (amongst others sensors, RFID, telecommunication) • Design and applications of informatised environments • Design of intuitive human computer interaction • Context-awareness and context-based services • Value added by means of information exchange and joint use of information • Economic, social and ethical implications of ubiquitous, information technology 		
Information about Teaching and Learning Methods	This course will include student projects. Students will develop prototypes or work on case studies and application scenarios. Lecture, exercise, presentations, projects and case studies will take place alternatively.		
Additional Information	Required reading will be announced every term.		
Responsible Faculty Member	Prof. Dr. Detlef Schoder		

Name	Empirical Finance		
Module number	21004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Professional occupation in quantitatively-oriented departments of companies, banks and insurance companies, in particular in the field of finance and investment.		
Module is allocated to	Major Finance Major Accounting and Taxation Minor Asset Management Minor Controlling		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	Basic knowledge in statistics		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...become familiar with selected econometric methods typically applied in finance and ...discuss conditions that are necessary in order to use these methods and also ways to resolve possible issues. ...Regression analyses is applied for selected applications, in the context of exercises and case studies (for example in order to test models of the capital market, to estimate capital costs and to value companies).		
Contents	<ul style="list-style-type: none"> • Selected econometric methods in particular OLS, FGLS, panel methods and time series models • Test procedures in order to assess the quality of the prediction and estimate results • Application of regression models to analyse theoretical models and estimate or predict parameters for practical applications. 		
Information about Teaching and Learning Methods	Lecture, exercise, additional take home exam		
Additional Information	Classes may be given exclusively during the first or the second part of the term (refer to KLIPS). Class dates may be announced via KLIPS shortly before the start of the term. Required reading will be announced via KLIPS.		
Responsible Faculty Member	Prof. Dr. Dieter Hess		

Name	Empirical Industrial Organization (Adv.)		
Module number	15502	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for activities in and for government institutions, research institutes or private entities where an understanding of empirical economics is helpful.		
Module is allocated to	Major Economics – Field 1: Economic Design and Behavior; Major Economics – Field 2: Markets and Institutions; Major Economics – Field 4: Macroeconomics, Growth and Inequality; Major Economics – Field 6: Statistics and Econometrics; Minor Advanced Economics; Minor Markets and Institutions; Minor Economic Policy and Public Finance;		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...gain a solid understanding of conceptual foundations of micro-econometrics and apply selected approaches. ...become familiar with advanced methods of empirical modeling in the area of industrial organization. ...analyze and evaluate competition policy and product market regulation		
Contents	<ul style="list-style-type: none"> • Applied micro-econometric • Empirical industrial economics and related areas • Competition, industry and growth policy 		
Information about Teaching and Learning Methods	Lectures, discussions and possibly student presentations in exercise sessions.		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Susanne Prantl		

Name	Empirical Macroeconomics		
Module number	15702	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for working in research institutes, government institutions, banking and finance institutions or other private entities where an understanding of applied econometrics is needed. Prepares for advanced courses on Ph.D. level.		
Module is allocated to	Major Economics – Field (Macroeconomics, Money and Financial Markets) Major Economics – Field (Macroeconomics, Growth and Inequality) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Alternatively	PR		
Recommended Prior Knowledge	Knowledge from one of the prior courses is recommended: - Empirical Macroeconomics (BSc) - Econometrics I - Time Series Analysis		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...Apply techniques for empirical analysis of macroeconomic questions ...Test macroeconomic theories ...analyze monetary and fiscal policy using VARs ...Analyze non-stationary time-series ...Plan and conduct empirical projects		
Contents	<ul style="list-style-type: none"> • methodologically basics (stationary and non-stationary processes) • vectorautoregressive processes (VARs) • monetary and fiscal policy using VARs • non-stationary time-series • approaches for estimating the NAIRU and the business cycle 		
Information about Teaching and Learning Methods	Participation in project work is obligatory.		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Jun.-Prof. Dr. Tino Berger		

Name	Empirical Productivity Analysis (Adv.)		
Module number	15052	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc.		
Module is allocated to	Major Economics – Field (Markets and Institutions) Minor Institutions and Markets		
Examination Requirements	KL, RE, HA, so, MP		
Recommended Prior Knowledge	Introductory Microeconomics.		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...understand the theoretical foundations of empirical productivity analysis methods and can apply them to practical problems ...are able to handle the basics of statistical software.		
Contents	<ul style="list-style-type: none"> • Production theory (production functions, cost functions, distance functions, elasticities, duality, etc.) • Data Envelopment Analysis (input orientation, output orientation, constant returns to scale, variable returns to scale, etc.) • Stochastic Frontier Analysis (Cobb-Douglas functions, translog functions, unobserved heterogeneity, consideration of environmental factors, etc.) 		
Information about Teaching and Learning Methods	Lectures with integrated computer exercises, group work, presentations, discussion of case studies, working papers		
Additional Information	The course will be held every week during the lecture period or takes place as block course. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	PD Dr. Christian Growitsch		

Name	Energy Economics I – Markets and Prices in the Energy Sector		
Module number	35008	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry.		
Module is allocated to	Minor Energy Economics Major Economics – Microeconomics, Institutions and Markets Minor Institutions and Markets Minor Advanced Economics		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...get to know in detail how prices on energy markets are set. ...make themselves familiar with advanced concepts from the field of industrial economics and discuss their implications on energy economics. ...analyse the effect of market structure on prices and quantities, taking into account the characteristics of energy markets.		
Contents	<ul style="list-style-type: none"> • Formation of prices • Industrial economics • Economy of electricity markets and other energy markets 		
Information about Teaching and Learning Methods	Lectures, classes, guest lectures		
Additional Information	The courses will be held every week during the lecture period or take place as a block course. The module is equivalent to the former module Competition and Regulation or the former module Advanced Energy Economics I.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge		

Name	Energy Economics II – Regulation of Energy Markets		
Module number	35012	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry.		
Module is allocated to	Minor Energy Economics, Major Economics – Microeconomics, Institutions and Markets Minor Institutions and Markets Minor Advanced Economics		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...get to know the economic background and the reasons of government intervention for different sectors of network-bound energy. ...discuss different kinds of regulation of energy grids, together with their related theories. ...analyse empirical benchmarking models and their corresponding positive and negative aspects.		
Contents	<ul style="list-style-type: none"> • Reasons for government intervention in the field of energy economics • Regimes of regulation in the energy industry 		
Information about Teaching and Learning Methods	Lectures, classes, guest lectures		
Additional Information	The courses will be held every week during the lecture period or take place as block course. The course is equivalent to the former module Advanced Energy Economics II.		
Responsible Faculty Member	PD Dr. Christian Growitsch		

Name	Energy Law		
Module number	35203	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...recognize legal conditions and the liberalisation of the electricity market and the gas market against the background of the history of law.</p> <p>...analyse the regime of regularisations by the Energy Industry Act (2005) and the according ordinance.</p> <p>...summarise the main features of legal problems when it comes to the regulation of the energy market.</p>		
Contents	<ul style="list-style-type: none"> • Basics of the German energy law • Unbundling standards • Questions of law regarding grid use • Trade and distribution • Supervision of energy and possibilities of legal protection 		
Additional Information	The lecture will be held in every week in the lecture period. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge		

Name	Engineering Management		
Module number	76106	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Software development's design and management.		
Module is allocated to	Major Information Systems		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	none		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>... are familiar with software development's management challenges.</p> <p>... are familiar with software development's design areas, instruments and opportunities.</p> <p>... are familiar with software development's quantitative management tools.</p> <p>... evaluate and plan case-based organisational measures.</p> <p>... structure and analyse case studies in group work.</p> <p>... present and discuss possible solutions for case studies.</p>		
Contents	<ul style="list-style-type: none"> • Software and software services markets and their mechanisms • Development goals • Organisation of the development process • Development regarded as systematic construction • Development regarded as adaptive, evolutionary process • Handling of uncertainty and requirements' dynamics • Process management • Quality management • Process standards 		
Information about Teaching and Learning Methods	For some classes, texts must be read in advance. These preparations will be checked during the classes. In several classes, case studies and exercises will be prepared and presented in student teams. The results are discussed and analysed afterwards.		
Additional Information	Required reading will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis		

Name	Enterprises, Markets and Strategies		
Module number	25001	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management Major Corporate Development – Strategy, Organisation and Human Resources		
Examination Requirements	KL, RE, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...are familiar with the spectrum of the media, IS and telecommunication companies which are active in Germany as well as with their relevant markets. ...analyse different business models and are able to evaluate strategies of specific companies on the basis of strategic concepts they have practised.		
Contents	<ul style="list-style-type: none"> • Overview of different media and departments of telecommunication • Selected companies and establishments, according rules and potentials • Economic particularities of the media and telecommunication markets and business models • Courses of business and management activities in different media, IS and telecommunication industries and companies 		
Information about Teaching and Learning Methods	Lecture and exercise, individual case studies, interaction, and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Environmental Economics and the Energy Industry		
Module number	35009	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry		
Module is allocated to	Minor Energy Economics		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...are familiar with theories and instruments related to environmental economics and apply them to the energy industry.</p> <p>...analyse the development of the global energy consumption and of energy-induced emissions as well as international instruments for climate protection in an economic context.</p> <p>...understand the economics of renewable sources of energies and evaluate instruments aiming at their further extension.</p>		
Contents	<ul style="list-style-type: none"> • Models of environmental economics • Global instruments for climate protection • Promotion of renewable energies 		
Information about Teaching and Learning Methods	Lectures, classes		
Additional Information	The courses will be held every week during the lecture period.		
Responsible Faculty Member	PD Dr. Dietmar Lindenberger		

Name	Ethics of the Health Care System		
Module number	84004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students evaluate structures and opportunities for action with respect to ethical implications.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...define different forms of justice and their theoretical prerequisites.</p> <p>...analyse structures in the health care system against this background.</p> <p>...identify questions of justice in certain areas of medical action.</p> <p>...compare the ethical implications of different types of health care systems.</p> <p>...discuss questions concerning the allocation of resources in the health care system.</p>		
Contents	<ul style="list-style-type: none"> • Theory of justice, distributive justice • Solidarity principle • Reforms of health care systems in other countries with regard to ethical implications • Euthanasia, organ transplantation, high level medicine and similar areas 		
Information about Teaching and Learning Methods	Students present and discuss their topics.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Christiane Woppen		

Name	European Social Policy		
Module number	41003	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities as the head of associations/consultant, within ministries etc.; students get prepared for the preparation of a PhD.		
Module is allocated to	Major Health Economics Minor Social Policy		
Examination Requirements	KL, MP		
Recommended Prior Knowledge	none		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...Describe and explain the history of European social policy.</p> <p>...theoretically oriented become familiar with the different aspects of European social policy.</p> <p>...consider European social policy as a shared competence within the multilevel system of the EU between contract and constitution.</p> <p>...recognize the evolutionary dynamics of the European Single Market.</p> <p>...trace back the topic to a general theory of social policy.</p> <p>...analyse the European project in a multidisciplinary way.</p>		
Contents	<ul style="list-style-type: none"> • the European Union: from an economic, legal, political science and socio-cultural point of view • European Single Market and social policy • Social policy, division of competences, institutional architecture of the European Union between international law and constitutional law and between contract and constitution, the role of the European Court of Justice and of other actors • Coordinated industrial law and social law, structural funds, Open Method of Coordination, Public Service of General (Economic) Interest, social rights • Third sector, social capital, psychology of the European acceptance, cultural differences, historical path analyses 		
Information about Teaching and Learning Methods	During the lecture as well as during several separate tutorial sessions, students are required to comment on and to discuss the recommended reading as well as current academic debates in European Social Policy.		
Additional Information	Compulsory reading: Part of the literature has to be dealt with before the beginning of and during the lecture, and the other part towards the end of the lecture.		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Evidence-based Medicine I		
Module number	88001	Workload	120 h
Credit Points	4	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	90 h
Module is allocated to	Bachelor Health Economics: compulsory module within „Gesundheitsökonomische und medizinische Grundlagen“		
Examination Requirements	KL (60)		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...		
Responsible Faculty Member	Prof. Dr. Peter T. Sawicki, Dr. Dirk Müller		

Name	Evidence-based Medicine II		
Module number	88003	Workload	120 h
Credit Points	4	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	90 h
Qualifications	Independent use of EBM methods within daily work		
Module is allocated to	Bachelor Health Economics: Mandatory field in health-economic and medical bases		
Examination Requirements	KL (60)		
Recommended Prior Knowledge	Module Evidence-based medicine I		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...can judge the significance, validity and clinical relevance</p> <p>...can handle with insecurity and interpret them</p> <p>...know all relevant forms of Bias</p> <p>...are able to do accidental and systematic mistakes in studies independently recognize and interpret them.</p> <p>...are practiced in the specific search and finding relevant evidence.</p> <p>...can read in short time a therapeutic intervention study structured, value, interpret and produce the relation to the problem.</p> <p>...can read in short time a screening to study structured, value, interpret and produce the relation to the problem</p> <p>...can read in short time a prognostic study structured, value, interpret and produce the relation to the problem</p> <p>...can read in short time a meta analysis structured, value, interpret and produce the relation to the problem</p>		
Contents	<ul style="list-style-type: none"> • Kinds of bias • Clinical studies • Use of databases • Structure research of literature • Assessment of data 		
Responsible Faculty Member	Prof. Dr. Peter T. Sawicki, Dr. Dirk Müller		

Name	Experimental Methods (Adv.)		
Module number	15053	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	MA (advanced)		
Module is allocated to	Major Economics – Field (Economic Design and Behavior) Major Corporate Development Major Supply Chain Management Minor Institutions and Markets		
Examination Requirements	KL, so		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...The course will give insights into the different methods and fields of application of experimental economics. The course consists of a lecture, complemented by an exercise class.		
Contents	<ul style="list-style-type: none"> • The course discusses the methodology of experimental economics, covering questions of experimental design, experimental implementation and evaluation of economic experiments. • Recommended reading: Friedman and Sunder, Experimental Methods: A Primer for Economists, Cambridge University Press (1994) 		
Additional Information	This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Dr. Bettina Rockenbach		

Modules F

Name	Fields of Competence		
Module number	86108	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are able to work in hospitals, associations, health insurance companies and ministries, and particularly in domains related to health economics.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL, HA, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse the symptoms that are described further down from different perspectives.</p> <p>...describe the genesis of the diseases and also main features of their treatment.</p> <p>...evaluate preventive measures.</p> <p>...analyse and evaluate medical consequences but also consequences related to health care policy and health economics.</p>		
Contents	<ul style="list-style-type: none"> • High blood pressure • Heart attack • Metabolic syndrome • Angina pectoris • Diabetes • Cardiac insufficiency 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	PD Dr. med. Stephanie Stock		

Name	Financial Accounting		
Module number	01006	Workload	240 h
Credit Points	8	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Fundamentals of financial accounting and financial statement analysis.		
Module is allocated to	<p>Bachelor Business Administration: Compulsory module within the main subject Business Administration</p> <p>Bachelor Economics, Social Sciences: Compulsory module within the subsidiary subject Business Administration</p> <p>Bachelor Health Economics: Compulsory module within the subsidiary subject Economic Basics</p> <p>Bachelor Information Systems: Compulsory module within the subject area Business Administration</p> <p>Bachelor Regional Studies China: Compulsory module within the subsidiary subject Business Administration</p> <p>Bachelor Media Management: Compulsory module within the subsidiary subject Media Management</p> <p>BA LA: Berufliche Fachrichtung Wirtschaftswissenschaft: Pflicht im Schwerpunktstudium A</p> <p>BA LA: Große Berufliche Fachrichtung Wirtschaftswissenschaft: Pflicht im Schwerpunktstudium A</p>		
Examination Requirements	KL (60)		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...gain a basic insight into the accounting theory</p> <p>...describe the consequences and the handling of business transactions in the balance sheet and the profit and loss statement according to national and international accounting standards.</p> <p>...apply appropriate legal regulations on practical cases</p> <p>...interpret and analyse financial statements from the view of the investors and stakeholders</p>		
Contents	<ul style="list-style-type: none"> • Financial statement • Profit and loss statement • Notes to the financial statement • Cash flow statement • German GAAP and IFRS • Financial statement analysis 		
Additional Information	The bibliography is given in the lecture		
Responsible Faculty Member	Prof. Dr. Michael Overesch, Prof. Dr. Christoph Kuhner		

Name	Fixed Income Management		
Module number	16102	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	On successful completion, students will have developed the conceptual foundations and analytical skills to manage fixed income instruments and portfolios in asset management, treasury, risk management, banking, and insurance applications.		
Module is allocated to	Major Finance Minor Asset Management Minor Bank Management Minor Insurance Management		
Examination Requirements	KL (60), RE, MP		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...comprehend the different types of risks associated with investing in fixed income securities.</p> <p>...determine the impact of interest rate shifts on the value of fixed income securities and portfolios.</p> <p>...explore different fixed income derivatives and their applications for risk management.</p> <p>...obtain in-depth knowledge of model-based fixed income securities, portfolios, and derivatives valuation.</p> <p>...tailor fixed income portfolios to different investment objectives.</p> <p>...understand and compare fixed income portfolio management strategies.</p> <p>...enhance their understanding of the concepts and skills acquired in the lecture by solving problem sets, preparing computer-based case studies, and giving short presentations.</p> <p>...calculate prices for fixed income securities with the help of equilibrium models and the no-arbitrage theorem.</p> <p>...balance expected return opportunities and risks in order to ensure a professional risk management.</p> <p>...represent the advantages and disadvantages of different investment strategies in team discussions. In independently prepared presentations they take on different point of views and give a recommendation for a final course of action.</p>		
Contents	<ul style="list-style-type: none"> • Types of fixed income securities • Fixed income fundamentals • Risks associated with fixed income investment • Term structure of interest rates • Fixed income derivatives and their use for risk management • Fixed income valuation models • Fixed income portfolio strategies • Fixed income portfolio management 		

Information about Teaching and Learning Methods	Students are expected to prepare solutions for the provided problem sets prior to the integrated exercise sessions. Students are encouraged to present their solutions in class, and will receive feedback on their contributions.
Additional Information	A reading list will be announced at the beginning of the course. The course may be taught exclusively in the first or the second part of the term (see KLIPS).
Responsible Faculty Member	Prof. Dr. Monika Trapp

Name	Forensic Fundamentals including Medical Vocational Studies		
Module number	86102	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Classification of medical activities from a juridical point of view.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL, RE, HA, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse health economic and medical ways of acting caught between the areas of tension medicine and law.</p> <p>...discuss implications due to civil and criminal law when it comes to medical errors and negligence.</p> <p>...learn what has to be borne in mind when dealing with the print media, the TV and interviews.</p> <p>...show in how far the duty of documentation is important and explain the right to inspect medical files.</p>		
Contents	<ul style="list-style-type: none"> • Medicine and law considered as areas of tension • Information about and consent to medical interventions • Medical errors and negligence treated in the civil and criminal law • Dealing with the print media, the TV and interviews • Euthanasia • Obligation to secrecy • Duty of documentation, right to inspect medical files 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Markus A. Rothschild		

Name	Fundamentals of Accounting		
Module number	01002	Workload	120 h
Credit Points	4	Recurrence Frequency	every term
Attendance	45 h	Independent Studies	75 h
Qualifications	Bookkeeping and business accounting		
Module is allocated to	Bachelor Business Administration, Economics, Health Economics: compulsory module within the methods area Bachelor Information Systems: compulsory module within the specialisation Business Administration Bachelor Regional Studies China: elective module within the specialisation Business Administration Bachelor Media Science: elective module within the specialisation Media Management		
Examination Requirements	KL (60)		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...learn steps required in a double-entry bookkeeping and accounting system ...get to know the chart of accounts ...record transactions and events ...get to know accruals ...get practical skills of bookkeeping		
Contents	<ul style="list-style-type: none"> • Bookkeeping as a part of business accounting • Double entry bookkeeping • Debit and credit • Chart of accounts • Types of accounts • Accrual basic bookkeeping • Balancing of accounts 		
Information about Teaching and Learning Methods	Lecture with integrated exercise		
Additional Information	Required reading will be disclosed in every semester		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Modules G

Name	Global Competition in the Aviation Industry		
Module number	30004	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal and external consultancy, planning staff.		
Module is allocated to	Major Supply Chain Management Major Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	KL (60), RE, HA		
Recommended Prior Knowledge	Students must have already attended one of the following modules: "Supply Chain Management I", "Supply Chain Management II", "Supply Chain Management and Management Science I", "Supply Chain Management and Management Science II", "Logistics Concepts, Systems and Models" or "Strategic Alliances and Networks".		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...work out relevant issues of the international air transport in group presentations. ...acquire subject-specific knowledge about the international aviation industry. ...comprehend the practical relevance of theoretical concepts of air transport management with the aid of case studies and guest ...lectures of practitioners. ...enhance their intercultural skills given the participation of international students.		
Contents	<ul style="list-style-type: none"> • The course deals with issues of strategic management as well as with economic aspects of the aviation industry. The course aims at imparting knowledge in the following areas: • The nature and the economic foundations of airlines, airports as well as of the industry as a whole • Analysis and assessment of future actions of airlines and airports • Current and future challenges of transport policy • Presentation of theoretical concepts by taking into consideration the empirical field 		
Information about Teaching and Learning Methods	Case studies, presentations in groups and guest lectures of practitioners.		
Additional Information	The schedule of the course will be announced at the beginning of the term either on our homepage or by putting up a notice. Eventually, a contribution to costs of max. 15 € may be raised for a field trip.		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Governance and Policy Making in the Multi-Layered System of the European Union		
Module number	10016	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are prepared for activities in German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, MP		
Courses	lecture		
Language	English		
Learning Objectives	<p>Students...</p> <p>...comprehend basic theoretical and conceptual approaches of the multi-layered system of the European Union.</p> <p>...classify in a systematic order different modes and types of governing in the European Union.</p> <p>...analyse the institutional and procedural aspects of policy making of the European Union.</p> <p>...discuss current and relevant academic debates about pivotal issues and areas of policy in the European Union.</p>		
Contents	<ul style="list-style-type: none"> • The multi-layered system of the European Union: theoretical and conceptual approaches • Types of governing in the European Union: national and European perspectives • Central fields of action and policy in the European Union • The European Union in the international system 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Wessels		

Name	Graph Theory		
Module number	75504	Workload	270 h
Credit Points	9	Recurrence Frequency	every second term
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of graph theory		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...The participants acquire fundamental techniques to solve discrete problems with graph theoretic models. Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> • The course covers a selection of the following topics: • directed and undirected graphs • connectivity, circuits and cuts • planarity and duality • Eulerian graphs • shortest paths, flows, matchings: duality and algorithms • vertex and edge colorings, chromatic polynomials • perfect graphs • random graphs, connections to Ramsey numbers • properties of almost all graphs, threshold functions 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		
Responsible Faculty Member	Prof. Dr. Rainer Schrader		

Modules H

Name	Health Care System		
Module number	41004	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	-		
Module is allocated to	<p>Bachelor Business Administration, Economics, Social Sciences, Information Systems: Compulsory module within the specialisation "Gesundheitsökonomie"</p> <p>Bachelor Health Economics: Compulsory module within the main subject "health-economic and medical bases"</p>		
Examination Requirements	KL (60), HA, MP		
Recommended Prior Knowledge	none		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...-		
Contents	• -		
Information about Teaching and Learning Methods	-		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Health Economic Evaluation		
Module number	84001	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Health-economic competence in the planning, realisation and assessment of health-economic studies (comparative and not comparative forms) and models (decision trees and Markov models)		
Module is allocated to	Bachelor Health Economics: Mandatory field in health-economic and medical bases		
Examination Requirements	KL (60)		
Recommended Prior Knowledge	Knowledge in Evidence-based medicine, Statistics and Decision Analysis.		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...outline the bases of the health-economic evaluation including different study forms</p> <p>...explain the methods of the assessment of costs and apply them in case studies</p> <p>...get to know methodical attempts for the assessment of cost-effectiveness analyses</p> <p>...analyze and value health-economic studies based on specific assessment tools</p> <p>...carry out cost-effectiveness analyses and models using the software program TreeAge</p>		
Contents	<ul style="list-style-type: none"> • Introduction to the health-economic evaluation • Assessment of costs • Non-comparative studies • Comparative studies • Critical assessment of studies • Modellings • Decisive trees and Markov models in TreeAge • Sensitivity analyses 		
Information about Teaching and Learning Methods	In the tutorial students practise independently on the PC supported by tutors.		
Additional Information	The lecture is attended by a tutorial.		
Responsible Faculty Member	PD Dr. med. Stephanie Stock, Dr. Dirk Müller		

Name	Health Technology Assessment: Basic Methodology and Applications		
Module number	88004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Module is allocated to	Bachelor Health Economics: Elective module within the specialisation "Evidence based Medicine/ Health Technology Assessment"		
Examination Requirements	KL		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...		
Responsible Faculty Member	PD Dr. Andreas Gerber, PD Dr. med. Stephanie Stock, Dr. Dirk Müller		

Name	Healthcare Management		
Module number	86003	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Analysing and preparation of strategic management decisions in the health care context		
Module is allocated to	<p>Bachelor Business Administration, Economics, Social Sciences, Information Systems: Compulsory module within the specialisation "Health Economics"</p> <p>Bachelor Health Economics: Compulsory within the field health-economic and medical bases</p> <p>BA LA: Kleine Berufliche Fachrichtung Wirtschaftswissenschaft: Wahl Im Schwerpunktstudium – Profilgruppe Gesundheitsökonomie (Sektorales Management)</p>		
Examination Requirements	KL, so		
Recommended Prior Knowledge	None		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...discussion of the economic dimension, the organization and the financing of medical/ health care businesses</p> <p>...comparing different payment systems and their incentive effects in the field of health care systems</p> <p>...analyzing management accounting and external accounting (audit) of medical/health care businesses in Germany</p> <p>...discussion of methods and adapting them to examples</p> <p>...accomplishing human resource requirement calculations , deviation analysis, patient accounting and capital budgeting.</p> <p>...reconstruction of the optimal patient mix</p> <p>...analyzing decisions on internal and external service</p> <p>...product calculation</p>		
Contents	<ul style="list-style-type: none"> • employment market • Organization and financing of health care businesses • Accounting • Methods of controlling, decision theory and operational research 		
Information about Teaching and Learning Methods	active participation of students during the editing of the exercises required.		
Additional Information	<p>Literature: Ozcan, Y. A. (2005): Quantitative Methods in Health Care Management. Jossey-Bass/Wiley, San Francisco.</p> <p>J. Hentze/B. Huch/E. Kehres (2010): Krankenhaus-Controlling 4. Aufl. Kohlhammer, Stuttgart.</p>		
Responsible Faculty	Prof. Dr. Ludwig Kuntz		

Member	
---------------	--

Name	Heterogenous Agent Models (Adv.)		
Module number	15503	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Foundation for academic research and advanced studies (PhD). Qualifies students for work in the financial sector, in research institutes and other institutions where an advanced understanding of macroeconomics is helpful.		
Module is allocated to	Major Economics – Field (Macroeconomics, Growth and Inequality) Major Economics – Field (Public Economics) Minor Economic Policy and Public Finance		
Examination Requirements	KL, RE, HA		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...solve analytically and computationally partial equilibrium life cycle models of consumption and savings and general equilibrium dynamic macroeconomic models with heterogeneous agents. ...apply these models for policy analysis. ...read and interpret research papers. ...receive a formal education that brings them to the boundaries of current research on dynamic macroeconomics / dynamic public finance. ...program solutions with the programming language Matlab. ...solve numerous exercises and problem sets (projects).		
Contents	<ul style="list-style-type: none"> • Partial Equilibrium (PE): Perfect Insurance • Partial Equilibrium (PE): Deterministic life-Cycle models • PE: Stochastic life cycle models, self insurance • General Equilibrium (GE): Deterministic representative agent models • GE: Deterministic overlapping generations models • GE: Stochastic Aiyagaari-Bewley-Huggett models with idiosyncratic risk • GE: Stochastic OLG models with idiosyncratic risk • GE models with aggregate risk • Discussion of research papers 		
Information about Teaching and Learning Methods	Problem sets: “simple” illustrations Projects: up to 4 longer projects		
Additional Information	Lecture Notes. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Ludwig		

Name	How to read and appraise health economic analyses?		
Module number	88007	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	-		
Module is allocated to	Bachelor Health Economics: Elective module within the specialisation "Evidenz-basierte Medizin/ Health Technology Assessment"		
Examination Requirements	KL (60), RE, HA, MP		
Recommended Prior Knowledge	-		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...-		
Contents	<ul style="list-style-type: none"> • - 		
Information about Teaching and Learning Methods	-		
Responsible Faculty Member	PD Dr. Andreas Gerber		

Modules I

Name	Income Tax Law		
Module number	45002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Assessment of income tax issues especially in tax consulting companies and industrial companies.		
Module is allocated to	Major Accounting and Taxation		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...judge the history and the system of the income tax law.</p> <p>...controvert the personal income tax liability and the income tax base.</p> <p>...understand the determination of income, the distinction of the different income categories and the personal deductions.</p> <p>...are familiar with the International and European law references of the income tax.</p> <p>...illustrate procedural law aspects.</p>		
Contents	<ul style="list-style-type: none"> • Income Tax Act • Discussion of concrete examples 		
Information about Teaching and Learning Methods	Exercise with exemplary cases		
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Name	Industrial Economics (Adv.)		
Module number	15501	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire knowledge of methods and topics in modern industrial organization		
Module is allocated to	Major Economics - Field (Economic Design and Behavior) Major Economics – Field (Markets and Institutions) Major Corporate Development Major Health Economics Minor Institutions and Markets		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...are made familiar with concepts and tools in the theory of industrial organisation. ...analyse markets with a small number of firms (monopoly and oligopoly) ...analyse the economics of different types of firms' strategies. ...explore recent developments in the fields.		
Contents	<ul style="list-style-type: none"> • monopoly and oligopoly • Types of firms' strategies: • Pricing strategies, such as price discrimination, competition in prices, and competition in quantities • Non-pricing strategies, such as product differentiation, innovation, information transmission, and advertising • Anti-competitive strategies, such as collusion, horizontal mergers, vertical restraints, and exclusion 		
Information about Teaching and Learning Methods	During the lecture, key methods and results are formally presented. In the problem sets, selected issues are dealt with in more depth and detail.		
Additional Information	Relevant literature and required reading will be announced during the lectures. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D.		

Name	Industry and Competition Analysis		
Module number	25003	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	KL, RE, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...are familiar with different media, IS and telecommunication markets.</p> <p>...analyse industries and competitive situations on the basis of different strategic concepts.</p> <p>...develop and evaluate corporate strategies and strategies of products in competitive situations.</p> <p>...have good command of a particular communication of the context description, its analysis and evaluations.</p>		
Contents	<ul style="list-style-type: none"> • Economic concepts of the analysis of industries and competitions • Application of concepts to selected media, IS and telecommunication technologies, markets and companies 		
Information about Teaching and Learning Methods	Lecture, case studies, concrete examples, exercises, interaction, and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Information Management		
Module number	76107	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the IT field		
Module is allocated to	Major Information Systems Minor Information Systems Minor Media Management		
Examination Requirements	KL, so, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...are familiar with the connection between information management and the company's success.</p> <p>...are able to explain the productivity paradox of IT and approaches aiming at resolving it.</p> <p>...understand the way information management is motivated and how it has developed from a historical point of view.</p> <p>...are able to explain and discuss basic terms, different complementary models, important approaches as well as the current state of information management.</p> <p>...understand and are familiar with tasks in the context of IT Governance.</p> <p>...get to know that knowledge management is an important field of application of information management.</p>		
Contents	<ul style="list-style-type: none"> • IT in companies – role and contribution towards value generation • Concepts and development of information management • IT Governance • IT Strategy and Strategic Alignment • IT Processes • IT Organisation • IT Controlling • Outsourcing • IT Compliance • Knowledge management • Role of the CIO • New trends 		
Information about Teaching and Learning Methods	Students deepen their knowledge about the subject material by means of case studies, discussions, and exercises.		
Additional Information	Required reading will be announced every term.		
Responsible Faculty Member	Prof. Dr. Detlef Schoder		

Name	Information problems in health care markets		
Module number	15033	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire knowledge of analytical methods of health economics and apply them.		
Module is allocated to	Major Health Economics Minor Health Economics Major Economics - Fields (Markets and Institutions) Minor Institutions and Markets		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...study methods of economics of information in the area of health economics. ...acquire, by doing so, a range of tools assisting in answering issues related to health economics.		
Contents	<ul style="list-style-type: none"> • Information problems arising in the patient - insurance relationship • Information problems arising in the relationship medical provider - patient relationship • Interaction: medical provider - patient - insurance 		
Information about Teaching and Learning Methods	The slides and exercise sheets will be provided on ILIAS.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D.		

Name	Instructional Design for Teaching		
Module number	49316	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of the media and in the field of material production in educational institutions and publishing houses.		
Module is allocated to	Major Economics Education		
Examination Requirements	KL		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...systematise particularities related to issues of the instructional design of the media in the context of subject-specific teaching models and the requirements of self-organised learning.</p> <p>...make a difference between operational, pedagogical and technical demands on the media and the prevailing conditions of their applications in educational institutions.</p> <p>...reflect on the relationship between self-regulation, support and instructions with respect to the different ways media and material can be used.</p> <p>...find out about the availability of the media at hand and test in how far they can be used in specific applications.</p> <p>...are familiar with methods and techniques of didactic reduction and transformation.</p> <p>...develop teaching texts, criticise and improve them.</p> <p>...adapt present material for the needs of other target groups.</p> <p>...evaluate the quality of school books and their potential application in different educational courses.</p> <p>...differentiate and design material regarding the use in teaching and assessment.</p>		
Contents	<ul style="list-style-type: none"> • Ability to handle the media • Material development • Analysis of target groups • Text book analysis • Self-regulated learning in contexts of e-Learning 		
Additional Information	Required reading will be announced the beginning of the term.		

Name	Instructional Design for Training		
Module number	49204	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of the media and in the field of material production in vocational trainings and seminars.		
Module is allocated to	Major Economics Education Minor Vocational and Economics Education		
Examination Requirements	KL		
Courses	practice, lecture		
Learning Objectives	<p>Students...</p> <p>...systematise particularities related to issues of the instructional design of the media in the context of subject-specific teaching models and the requirements of self-organised learning.</p> <p>...make a difference between operational, pedagogical and technical demands on the media and the prevailing conditions of their applications in educational institutions.</p> <p>...find out about the availability of the media at hand and test in how far they can be used in specific applications.</p> <p>...are familiar with methods and techniques of didactic reduction and transformation.</p> <p>...develop teaching texts, criticise and improve them.</p> <p>...adapt present material for the needs of other target groups.</p> <p>...discuss development and types of e-learning.</p> <p>...develop a learning unit in a learning platform and take into account didactical as well as technical criteria.</p> <p>...reflect on the relationship between self-regulation, support and instructions with respect to the different ways media and material can be used.</p> <p>...analyse potential applications for web quests.</p>		
Contents	<ul style="list-style-type: none"> • Ability to handle the media • Material development • Analysis of target groups • Text book analysis • Self-regulated learning in contexts of e-Learning 		
Additional Information	Required reading will be announced the beginning of the term.		

Name	Insurance Economics		
Module number	31001	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Graduates often enter the risk management of large businesses and other organizations. They may also take challenging positions within insurance or benefit consulting firms, brokerage firms, agency operations, or insurance companies. They understand the theory of demand of insurance and study the basic concepts of pricing and reserving of life and non-life insurance companies.		
Module is allocated to	Major Finance Minor Finance Minor Insurance Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...describe the insurance market and its participants. ...analyse offers of insurances and demands for insurances. ...explain the equilibrium of symmetric and asymmetric distribution of information. ...evaluate the institutional framework in insurance markets. ...calculate the premium and reserves in life insurances as well as in non-life insurance companies.		
Contents	<ul style="list-style-type: none"> • Introduction to the private insurance sector • Theory of demand of insurance • Market equilibrium when it comes to symmetric and asymmetric distribution of information • Scope of insurance regulation and introduction to solvency standards • Basic methods of pricing and reserving in life and non-life insurance 		
Information about Teaching and Learning Methods	Lecture with integrated exercise		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin		

Name	Insurance Groups and Reinsurance		
Module number	31009	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Graduates get insight in different holding structures as well as different reinsurance techniques and appropriate risk management tools of insurance companies. They are able to compare between different reinsurance contracts and different tariff-structures.		
Module is allocated to	Major Finance Minor Insurance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...get to know legal frameworks of different types of insurance holding structures ...analyse occurring holding structures ...analyse different reinsurance techniques ...are familiar with risk management methods		
Contents	<ul style="list-style-type: none"> • Organization of insurance holding structures • Risk management instruments in insurance holdings • Types of reinsurance • Financial reinsurance • Alternative risktransfer 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin, Dr. Muhammed Altuntas		

Name	International Accounting		
Module number	32002	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Knowledge acquired in this course is relevant to understand, to prepare and to audit financial statements in accordance to IFRS		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Accounting Minor Wirtschaftsprüfung		
Examination Requirements	KL (90)		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...enhance their understanding of processes leading to global convergence in financial reporting.</p> <p>...gain insights into the institutional settings of the development, endorsement and enforcement of IFRS.</p> <p>...learn the conceptual foundations of IFRS.</p> <p>...become familiar with the terms and rules of financial accounting according to IFRS.</p> <p>...apply accounting standards to specific examples and cases.</p> <p>...evaluate the economic consequences of IFRS adoption.</p> <p>...discuss current professional and policy issues related to IFRS (e.g. concerning the role of financial reporting in the financial crisis).</p>		
Contents	<ul style="list-style-type: none"> • Historical development and institutional background of IFRS • Conceptual framework for financial reporting • Recognition, measurement and disclosure rules according to IFRS • Economic consequences of IFRS adoption 		
Additional Information	Required readings will be announced for every term in class.		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner		

Name	International Comparison of Cooperative Conceptions		
Module number	37006	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are able to perform functions in the area of consultancy or management in national and international organisations and companies with a membership structure (third sector).		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	-		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...gain an overview of different cooperative conceptions within the international context.</p> <p>...discern discuss, analyse and assess which self-perception and perception by others underlie these conceptions.</p> <p>...evaluate possible applications in different prevailing conditions of institutional theory.</p> <p>...evaluate potential and factual contributions of cooperative economic systems concerned with the economic, social, and cultural development of different countries.</p> <p>...discuss theoretical concepts on the basis of concrete examples.</p> <p>...have no difficulties making use of and presenting research concepts and research results.</p>		
Contents	<ul style="list-style-type: none"> • Cooperative conceptions • Development contributions of cooperative economic systems • Presentation techniques 		
Information about Teaching and Learning Methods	The exercise focuses on reading (basic) texts and on presentation techniques (students present their topics in class); compulsory reading will be announced in time so that students can get prepared.		
Additional Information	References for compulsory reading will be given before the beginning of and during the lecture . The lecture is given by Dr. Ingrid Schmale.		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	International Comparison of Health Care Systems		
Module number	41005	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Worldwide activities in public and private health care systems and related fields.		
Module is allocated to	Major Health Economics Minor Health Economics Minor Social Policy		
Examination Requirements	KL, HA		
Courses	lecture		
Language	English		
Learning Objectives	<p>Students...</p> <p>...are familiar with the normative and methodological principles relevant for the conceptual organisation of health care systems and compare different international systems concerning their organisational and operational patterns.</p> <p>...analyse interdependencies and functional operations in health care systems and evaluate their effectiveness, efficiency and transparency.</p> <p>...draw conclusions resulting from the international comparison of health care systems and apply them to concrete topics.</p> <p>...identify policy learning and policy diffusion in this field. Special attention is drawn to the role of the EU and international organizations.</p>		
Contents	<ul style="list-style-type: none"> • International comparison of health care systems (typologies) • Structure of public and private institutions in different health care systems Health care systems in a development context • Transformation of health care systems • Supranational health policies • The pharmaceutical sector and its role in the context of different health care systems 		
Information about Teaching and Learning Methods	Lecture, discussion and presentations prepared by students.		
Additional Information	<p>Required reading is divided into compulsory reading that will be discussed during the course and further reading.</p> <p>Lecturer: Dr. Remi Maier-Rigaud</p>		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	International Macroeconomics		
Module number	15001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in areas where an understanding of International Macroeconomics and empirical policy analysis is helpful (ministries, trade unions, employer associations, research institutes, companies, media).		
Module is allocated to	Major Economics – Field (Macroeconomics, Money and Financial Markets) Major Economics – Field (Macroeconomics, Growth and Inequality) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Recommended Prior Knowledge	Students are recommended to have taken courses in Macroeconomics and Econometrics and have an interest in mathematical economics and econometrics. The material will be largely self-contained, as techniques that go beyond Bachelor-level economics will be elaborated as needed.		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...acquire basic theoretical concepts in the field of international macroeconomics on an applied level. ...apply basic methods of empirical model and policy evaluation. ...understand exchange rate determination, the transmission of business cycle shocks, monetary policy in open economies, and balance of payments crises.		
Contents	<ul style="list-style-type: none"> • Some Institutional Background • Monetary Model of Exchange Rate Determination • Lucas Model • International Real Business Cycles • Foreign Exchange Market Efficiency • The Real Exchange Rate • The Mundell-Fleming Model • New International Macroeconomics • Balance-of-Payment Crises 		
Information about Teaching and Learning Methods	voluntary additional course work (midterm exam, problem sets and student presentations)		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Helge Braun, Ph.D.		

Name	International Tax Law		
Module number	45006	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge and abilities acquired are particularly useful for the assessment of international tax issues.		
Module is allocated to	Major Accounting and Taxation and Taxation		
Examination Requirements	KL (120)		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...discuss the basics of the international tax law. ...deal with the foreign transactions tax law with references to the European law and International law.		
Contents	<ul style="list-style-type: none"> • Foreign Transactions Tax Act • Double Taxation Agreements 		
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Name	International Taxation		
Module number	19302	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Application of international tax law to cross-border transactions from a German company's and individual's perspective.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Business taxation		
Examination Requirements	KL, MP		
Information about Examination Requirements	2 written exams of 45 min. each or 2 oral exams or a combination of both (weight of each exam for the final grade: 50%)		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	<p>Students...</p> <p>...evaluate the tax consequences of international economic activities of individuals and companies.</p> <p>...understand the reasons for international double taxation</p> <p>...analyze the economic and business consequences of measures that provide relief from double taxation.</p> <p>...apply those measures to real-life case studies.</p> <p>...discuss tax avoidance schemes and their economic consequences.</p> <p>...discuss the effectiveness of prescriptions established to impede those avoidance-schemes.</p>		
Contents	<ul style="list-style-type: none"> • International Tax Planning (WS) • Tax Accounting (SS) 		
Information about Teaching and Learning Methods	To accomplish this module both courses need to be completed successfully. Courses that have already been taken for the module "Selected Issues in Business Taxation I or II" cannot be used.		
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	Prof. Dr. Michael Overesch		

Name	Internship in work-based training		
Module number	49320	Workload	360 h
Credit Points	12	Recurrence Frequency	every winter term
Attendance	270 h	Independent Studies	90 h
Module is allocated to	Major Economics Education		
Examination Requirements	PR		
Courses	project		
Language	German		
Learning Objectives	Students... ...		

Name	Internships in teaching and training I		
Module number	49309	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	1501 h	Independent Studies	30 h
Qualifications	Activities in the field of lesson planning and its realisation in the area of vocational education and further education.		
Module is allocated to	Major Economics Education		
Examination Requirements	KL, ST		
Courses	practice, internship		
Language	German		
Learning Objectives	<p>Students...</p> <p>...plan lessons or seminars on the basis of didactic categories and evaluate possible ways of realisation.</p> <p>...observe, considering relevant criteria, sequences of lessons or seminars and record them.</p> <p>...prepare material and carry out lessons or seminars.</p> <p>...analyse and evaluate lessons or seminars.</p> <p>...develop learning assessment and tests.</p>		
Contents	<ul style="list-style-type: none"> • Concepts regarding lesson planning • Procedures for observing lessons • Techniques that help in analysing lessons • The importance of the teacher profession 		
Information about Teaching and Learning Methods	The module consists of a supported work placement at a school. Students will have to observe and to carry out lessons.		
Additional Information	Requirements for work placements comply with the examination regulations for teachers of North-Rhine Westphalia and will be announced by putting up a notice. Required reading will be announced at the beginning of the term.		

Name	Internships in teaching and training II		
Module number	49310	Workload	360 h
Credit Points	12	Recurrence Frequency	every winter term
Attendance	1801 h	Independent Studies	180 h
Qualifications	Teaching (planning, realisation and evaluation) in the field of vocational training and further education; peer coaching when it comes to planning lessons and seminars.		
Module is allocated to	Major Economics Education		
Examination Requirements	KL, ST		
Courses	practice, internship		
Language	German		
Learning Objectives	<p>Students...</p> <p>...plan lessons by means of didactic categories and evaluate possible ways of realisation.</p> <p>...give reports on the lessons they have observed.</p> <p>...observe, from a research-oriented point of view, complex teaching-learning arrangements and give reports on them.</p> <p>...prepare material and carry out lessons / complex teaching- learning arrangements.</p> <p>...develop learning assessment and tests.</p> <p>...describe the impact of classroom disruptions and develop appropriate strategies helping in dealing with them.</p> <p>...are familiar with concepts related to classroom management and analyse the situation of the education programmes they come across.</p> <p>...analyse in how far the hidden curriculum has an impact on the planning of lessons and evaluate resulting consequences regarding teaching and the curriculum.</p>		
Contents	<ul style="list-style-type: none"> • Planning, realisation and analysis of lessons • Classroom management • Classroom disruptions • Influence of the hidden curriculum 		
Information about Teaching and Learning Methods	The module consists of a supported work placement at a school. Students will have to observe and to carry out lessons. In addition to this, there will be a joint theoretical reflection on selected issues.		
Additional Information	<p>Requirements for work placements comply with the examination regulations for teachers of North-Rhine Westphalia and will be announced by putting up a notice.</p> <p>Required reading will be announced at the beginning of the term.</p>		

Name	Introduction to Law of Taxation and Basics of Corporation Income Tax		
Module number	45008	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Explanation of the basics and the system of the entire tax law including a deepening in Corporation Income Tax.		
Module is allocated to	Methods and Techniques		
Examination Requirements	KL, so		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...get an overview of the system of public charges and of the sources of tax law.</p> <p>...discuss the constitutional and the european basics of tax law.</p> <p>...discuss the relation between tax law and civil law and learn the general facts of taxation.</p> <p>...receive insights into Corporation Income Tax and its characteristics.</p>		
Contents	<ul style="list-style-type: none"> • Taxes in the system of public charges • Fundamental rights of the basic law of the Federal Republic of Germany • European fundamental freedoms • General tax code • Corporation income tax act 		
Additional Information	Lecture materials are available		
Responsible Faculty Member	Prof. Dr. Joachim Hennrichs		

Name	Introductory Microeconomics		
Module number	02003	Workload	240 h
Credit Points	8	Recurrence Frequency	every term
Attendance	90 h	Independent Studies	150 h
Qualifications	All fields, in which an analysis of basic economic problems is needed.		
Module is allocated to	Bachelor Economics: compulsory within main subject Economics Bachelor Business Administration, Social Sciences: compulsory within subsidiary subject Economics Bachelor Health Economics: elective module within the subsidiary subject Economic Basics Bachelor Information Systems: elective module within the subject area Business Administration Bachelor Regional Studies East and Central Europe, Latin America, China: elective module within the subsidiary subject Economics Bachelor Media Sciences: elective module within Economy and Sociology of Media and Media Management		
Examination Requirements	KL (90)		
Recommended Prior Knowledge	Basic maths skills		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...understand basic microeconomic concepts. ...describe the market form of perfect competition concerning the supply of goods and market pricing. ...identify the basic principles of price formation in monopoly and oligopoly. ...use formal instruments to analyze price formation in basic market structures. ...modify models to recognize deficiencies and to analyze the effects of political instruments.		
Contents	<ul style="list-style-type: none"> • Theory of household behavior and demand • Theory of firm behavior and supply • Theory of price formation 		
Information about Teaching and Learning Methods	Facultative tutorials can be offered and are recommended to attend for self study purpose.		
Additional Information	Compulsory reading will be announced at the start of every semester.		
Responsible Faculty Member	Univ.-Prof. Dr. Oliver Gürtler		

Name	Investment Banking		
Module number	16004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management functions in banks and financial services.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management Minor Bank Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...are familiar with types of investment banks, their business areas and markets.</p> <p>...analyse the impact of regulatory changes on the structure and services of investment banks as well as the markets they are operating in.</p> <p>...are familiar with the services of investment banks in issuing business.</p> <p>...analyse in how far different financing instruments are appropriate for debt-/equity-markets from the point of view of issuers and prospective investors.</p> <p>...make use of different pricing methods in order to determine yields on newly issued bonds.</p> <p>...know about different ways in which asset-backed transactions can be organised.</p> <p>...analyse fields of application of ABS for credit portfolio control and the optimisation of equity capital.</p>		
Contents	<ul style="list-style-type: none"> • Investment Banks • Types • Theoretical explanatory approaches • Business areas • Markets • Historical development • Regulations • Issuing Business • Services of investment banks • Debt-/Equity-Markets • Products • Pricing • Asset Backed Transactions • Basic structure and types • Process of securitisation • Legal and regulatory requirements • Traditional vs. synthetic securitisations • Fields of application and limitations 		

	<ul style="list-style-type: none"> • Credit portfolio control with ABS
Information about Teaching and Learning Methods	The lecture includes exercises which aim at deepening theoretical knowledge and which allow students to practise.
Additional Information	Required reading will be announced at the beginning of the term. Books offering a good literature survey: Rudolph, Hofmann, Schaber, Schäfer, Kreditrisikotransfer: Moderne Instrumente und Methoden, 2nd ed., Berlin et al. 2012 and Hockmann/Thießen: Investment Banking, 3rd ed., Stuttgart 2012 as well as Bär, Asset Securitisation, 3rd edition, Bern et al. 2000.
Responsible Faculty Member	Dr. Wolfgang Spörk

Name	Investments		
Module number	18001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	On successful completion, students will have developed necessary skills for a career in the field of security analysis and asset management for private and institutional investors, or in treasury and risk management.		
Module is allocated to	Major Finance Minor Finance Minor Asset Management		
Examination Requirements	KL (60)		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...learn how to optimally allocate portfolios across different securities according to portfolio theory.</p> <p>...consider chances and risks when applying these optimal portfolios.</p> <p>...implement optimal portfolios using computer software (Excel).</p> <p>...discuss biases frequently observed in real-world investment decisions.</p> <p>...determine the value of securities using different asset pricing models.</p> <p>...analyse investment performance and its sources.</p> <p>...talk about current issues in technical press and evaluate them in the context of the lecture.</p> <p>...enhance their understanding of the concepts and skills acquired in the lecture by solving problem sets and preparing case studies.</p>		
Contents	<ul style="list-style-type: none"> • Theory of portfolio selection • Implementation of optimal portfolios • Biases in investment decisions • Asset pricing models • Performance measurement and performance attribution 		
Information about Teaching and Learning Methods	Students are expected to prepare solutions for the provided problem sets (containing both analytical and Excel-based problems) prior to the integrated exercise sessions. Students are encouraged to present their solutions in class, and will receive feedback on their contributions.		
Additional Information	A reading list will be announced at the beginning of the course. The course may be taught exclusively in the first or the second part of the term (see KLIPS).		
Responsible Faculty Member	Prof. Dr. Alexander Kempf		

Modules L

Name	Law of Indirect Taxes		
Module number	45004	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation of value added tax issues particularly in tax consultancies and industrial companies.		
Module is allocated to	Major Accounting and Taxation		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...discuss essentially the taxes on the consumption of goods and services especially the value added tax.</p> <p>...explain the entrepreneurial concept, the taxable turnovers as well as the input tax relief right.</p> <p>...recognize the impact of the destination principle to the taxation of cross-border transactions.</p> <p>...know the European Community Directives.</p> <p>...identify possible violations against European Law.</p>		
Contents	<ul style="list-style-type: none"> • Value Added Tax Act • Treaty on the Foundation of the European Community • Discussion of concrete examples 		
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Name	Linear Models		
Module number	34001	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Generation, interpretation and evaluation of complex statistical information		
Module is allocated to	Major Sociology and Empirical Social Research Major Accounting and Taxation Major Corporate Development – Strategy, Organisation and Human Resources Major Marketing Major Economics - Field (Statistics and Econometrics) Minor Controlling Minor Sociology and Empirical Social Research Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	KL (60), so, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...estimate and interpret complex linear regression models with manifest variables. ...specify, estimate and interpret structural equation models with latent variables. ...specify in the context of linear models nonlinear relationships. ...specify, estimate and interpret hierarchical linear regression models		
Contents	<ul style="list-style-type: none"> • The basic model of linear regression • Latent variables • Hierarchical-linear models (multi-level analysis) 		
Information about Teaching and Learning Methods	During the exercise, the skills that are conveyed in the lecture are practised by means of concrete examples and are applied to complex issues of empirical social research. In addition to this, students practise handling statistical programmes, which is important for concrete applications of analytical processes.		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Hans-Jürgen Andreß		

Name	Logic in Computer Science		
Module number	75505	Workload	270 h
Credit Points	9	Recurrence Frequency	irregular
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of logic in computer science		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...Concepts and methods in computer science are fundamentally influenced by logic. The notion of a calculus, the exact distinction between syntax and semantics have been the base for whole subjects of computer science like, e.g., programming languages, compiler construction, specification, verification and many more. Further is formal logic the most important language to precisely model complex problems. The participants of the course will learn the respective techniques of this fundamental area of computer science. Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> The course addresses syntax and semantics of propositional and first-order predicate logic. Normal forms and the resolution calculus – the basis of theorem proving algorithms – are investigated while horn logic and logic programming will be considered supplementary. Further, the course deals with complexity, completeness and decidability questions and finally non-classical logic systems, such as multivalued, fuzzy, temporal and modal logic which are important for the modeling of real world problems. 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		

Name	Logistics Concepts, Systems and Models		
Module number	30002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Logistics departments, internal/ external consultancy		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management		
Examination Requirements	KL (60), so, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...comprehend the management of logistics processes.</p> <p>...know basic trade-offs in logistics systems.</p> <p>...are familiar with the development and classification of logistics networks.</p> <p>...know different logistics models, their domains of application as well as their prerequisites for application.</p>		
Contents	<ul style="list-style-type: none"> • Conceptual basics of logistics • Logistics subsystems • Logistics models • International logistics 		
Information about Teaching and Learning Methods	In the context of lectures and exercises, case studies and guest lectures help in deepening the students' knowledge about how the theoretical lecture material is used in practice.		
Additional Information	<p>The schedule of the course will be announced at the beginning of the term in ILIAS.</p> <p>The course will be held in the 2. term.</p>		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Modules M

Name	Macroeconomics I: Growth		
Module number	15054	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in areas where a basic understanding of macroeconomics is helpful (ministries, trade unions, employer associations, research institutes, companies, media)		
Module is allocated to	Major Economics - Core Courses Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, so, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...will obtain an overview about central models of growth theory and the model with overlapping generations and will thereby understand stylized facts and special cases of the empirical analysis of growth.</p> <p>...will apply basic methods growth accounting.</p> <p>...will discuss and evaluate options of growth policy.</p> <p>...will analyze and understand how public debt occurs and will evaluate it.</p> <p>...will discuss and evaluate fiscal policy measures.</p>		
Contents	<ul style="list-style-type: none"> • Growth of real income in models • with exogenous technological progress (Solow-Models) • with endogenous saving ratio (overlapping generation-models according to Diamond) • with endogenous technical progress • Basics of growth accounting • Cross-country income differentials and Institutional factors • Public debt and fiscal policy • (Ricardian equivalence, tax smoothing, etc.) 		
Information about Teaching and Learning Methods	Active Student Participation		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk		

Name	Macroeconomics II: Unemployment and Inflation		
Module number	15402	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in areas where a basic understanding of macroeconomics is helpful (ministries, trade unions, employer associations, research institutes, companies, media)		
Module is allocated to	Major Economics - Core Courses Minor Advanced Economics Minor Economic Policy and Public Finance		
Examination Requirements	KL, so, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...will work out central macroeconomic models for price rigidities, unemployment and inflation. ...will check out these models by means of appropriate empirical data. ...will derive from these models recommendations for economic policy. ...will assess these recommendations by critical analysis of its preconditions.		
Contents	<ul style="list-style-type: none"> • price rigidities: exogenous price rigidities, micro-funding of price rigidities • unemployment: efficiency wages, employment contracts, search unemployment • Inflation and monetary policy: objectives of monetary policy, optimal monetary policy, time inconsistency. 		
Information about Teaching and Learning Methods	Active student participation.		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Dr. AOR André Drost		

Name	Macroeconomics and the Labor Market		
Module number	15703	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Introduction to modern macroeconomic labor market research. Qualifies students for work in areas in which an advanced theoretical and quantitative understanding of the labor market is essential.		
Module is allocated to	Major Economics – Field (Macroeconomics, Growth and Inequality) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...analyze and discuss the macroeconomic correlations of the labor market in particular. ...recognize economic correlations outside the standard model.		
Contents	<ul style="list-style-type: none"> • methodical basics • frictions in partial equilibrium • frictions of the labor market • wage inequality • unemployment • wage dynamics • imperfections of labor and finance markets • calibration, estimation and vector autoregressive model 		
Information about Teaching and Learning Methods	In addition to the exam other performances (e.g. presentation or problem set) are optional.		
Additional Information	Additional information will be provided at the beginning of the term.		

Name	Macroeconomics, Demographics and Health		
Module number	15522	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	This seminar constitutes a primer on the macroeconomics of health and its feedback on demographic processes. The seminar qualifies students for work in government institutions and economics departments of private sector institutions where long-run forecasts of macroeconomic developments that are linked to demographics are required.		
Module is allocated to	Major Economics – field (Macroeconomics, Growth and Inequality) Major Economics - field (Public Economics) Minor Economic Policy and Public Finance Major Health Economics Minor Health Economics		
Examination Requirements	RE, HA		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...will learn about the relevant feedback of health insurance for macroeconomic performance ...will also get insights into modeling of demographic processes and macroeconomic models in the health sector ...will learn about models with endogenous joint evolution of technical change, health care spending and life expectancy ...will acquire presentation and writing skills		
Contents	<ul style="list-style-type: none"> • Actual topics in macroeconomics in macro / health economics • long-run health care financing problems • macroeconomics effects of policy reforms, e.g. the effects of the recent US health care reform • health investments and growth 		
Information about Teaching and Learning Methods	Introductory seminar session Final seminar session with presentations. The number and length of the final seminar session depends on the number of students in the seminar.		
Additional Information	Additional information will be published in KLIPS.		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Ludwig		

Name	Management Skills		
Module number	44205	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Taking responsibility for management tasks		
Module is allocated to	Master Business Administration - Methods and Techniques		
Examination Requirements	KL, so, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...analyse the social and methodical dimensions of management tasks.</p> <p>...differentiate areas of management skills (e.g. leadership, communication, presentation, planning, analysing, reflection and evaluation).</p> <p>...define analytical and organisational tasks required in an area of management skills.</p> <p>...analyse typical management situations and their requirements in one area of management skills.</p> <p>...compare concepts and models regarding the situational requirements.</p> <p>...choose an adequate method and act based on it.</p> <p>...evaluate themselves and others by reflection on action and gather development potentials.</p> <p>...evaluate further needs and suggest improvements in the models and methods.</p>		
Contents	<ul style="list-style-type: none"> • Concepts of leadership, communication, presentation, planning, analyzing, or reflection and evaluation, • Methods, rules, techniques of management • Requirements, decisive criteria and barriers in management skills • Difficulties and problems within management skills • Typical management tasks • Evaluation in management tasks 		
Information about Teaching and Learning Methods	Interactive action-oriented methods seminar. There will be different seminars focussing on specific management skills		
Additional Information	Different seminars with different aspects of Management Skills will be provided.		

Name	Management of Chronic Diseases		
Module number	23201	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Analysis, preparation and implementation of structures regarding the provision of medical care for diseases which are relevant with respect to health economics. Models and structures of medical care for the management of chronic diseases .		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	KL, RE, HA		
Recommended Prior Knowledge	Basic knowledge about evidence-based medicine and health economics		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...determine differences in medical and organisational management of chronic diseases.</p> <p>...evaluate population-based medical care models and analyse its use for the German health care system</p> <p>...analyse the current conditions in which health care policies and medical care policies are embedded and deduce from them management goals and management structures.</p> <p>...analyse different international structures regarding the provision of medical care which are used for chronic diseases and apply them to the current health care situation in Germany.</p> <p>...identify methods of the benchmarking of outcome quality and process quality.</p> <p>...Simulate decisions from different perspectives in the health care system and constitute them</p>		
Contents	<ul style="list-style-type: none"> • Medical basics of chronic diseases • Particularities of chronic diseases from the point of view of patients, care providers and service providers • Provision structures and management models of chronic diseases • Methods of benchmarking of provision processes and provision results • New ways of provision of medical care • Development, implementation and evaluation of provision structures of chronic diseases 		
Information about Teaching and Learning Methods	Teaching material will be announced at the beginning of the course		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Dirk Müller		

Name	Management of Leasing Companies		
Module number	16005	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Leadership positions in leasing companies		
Module is allocated to	Major Finance Minor Finance Minor Bank Management		
Examination Requirements	KL (60), MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse the theoretical basic principles of leasing.</p> <p>...know about the economic particularities of leasing.</p> <p>...evaluate different ways to refinance leasing companies.</p> <p>...make use of the calculation of net asset value as a tool aiming at evaluating leasing stocks.</p> <p>...are familiar with the particularities of the rendering of accounts of leasing companies.</p> <p>...apply tools of controlling to the control of yield risk of leasing companies.</p>		
Contents	<ul style="list-style-type: none"> • Institutional-economic analysis of leasing relations • Financing of leasing companies • Particularities of rendering of accounts of leasing agreements • Calculation of net asset value • Controlling of the earnings situation and the risk situation of leasing companies 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Hartmann-Wendels		

Name	Management of Logistics Service Providers		
Module number	30005	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal and external consultancy, planning staff, logistics departments		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	KL (60), RE, HA		
Recommended Prior Knowledge	Students should have already attended one of the following modules: "Supply Chain Management I", "Supply Chain Management II", "Supply Chain Management and Management Science I", "Supply Chain Management and Management Science II", "Logistics Concepts, Systems and Models" or "Strategic Alliances and Networks".		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...work out relevant issues of Global Logistics Management in group papers and presentations.</p> <p>...deal with the particularities of the international market environment and their implications for the management of logistics chains and logistics service providers.</p> <p>...learn the practical relevance of theoretical concepts of Global Management supported by case studies and guest lecturers from practice.</p> <p>...practice intercultural skills given the participation of international students.</p>		
Contents	<ul style="list-style-type: none"> Concrete topics are changing from term to term 		
Information about Teaching and Learning Methods	Case studies, group presentations and guest lectures of practitioners.		
Additional Information	The schedule of the course will be at the end of the preceding term in ILIAS. Eventually, a contribution to costs of max. 15 € may be raised for a field trip.		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Marketing		
Module number	01003	Workload	240 h
Credit Points	8	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	180 h
Qualifications	Management positions in marketing and sales of manufacturing-, retailing-, and service-companies.		
Module is allocated to	Bachelor Business Administration: elective module within the major subject Bachelor Economics, Social Sciences, Information Systems: elective module within the subsidiary subject Business Administration Bachelor Health Economics: elective module within the subsidiary subject economic foundations		
Examination Requirements	KL (60)		
Recommended Prior Knowledge	The content of the modules Mathematics, Statistics A and Statistics B is recommended.		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...analyse the role of marketing for companies. ...describe and apply methods to analyze the company's marketing environment including customer behavior and conduct market research. ...analyse and apply approaches to marketing planning. ...evaluate marketing strategies and marketing mix decisions. ...systematise marketing mix activities and describe theories and methods to design optimal marketing mix activities.		
Contents	<ul style="list-style-type: none"> • Meaning of marketing • Customer behavior • Market research • Marketing strategy • Marketing mix activities 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including brief case studies, discussions in class, and a self-dependent study of required readings to complement the lecture and tutorials. Facultative tutorials can be offered and are recommended to attend for self study purpose		
Additional Information	The courses and exams of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS). Required readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner		

Name	Marketing Performance Management		
Module number	24007	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the areas of marketing, finance, and sales		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management Minor Media Management Major Supply Chain Management Major Corporate Development Major Health Economics		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...know on which theories marketing performance management is based. ...are able to apply these theories in order to quantify the impact of marketing activities. ...are able to explain the relationship between marketing and finance; thus, they are in a position to demonstrate the importance of marketing activities for the value of a firm. ...are able to write a master thesis, e.g. in the area of marketing-mix optimization.		
Contents	<ul style="list-style-type: none"> • The course contains problems of measuring, evaluating, and controlling the marketing performance. The course contents focus on success measures of marketing performance management, relevant marketing theories and marketing models, and the essential concepts of marketing performance management (customer equity, brand equity, etc.). In addition, instruments for analysing and controlling the marketing performance are presented. In detail: <ul style="list-style-type: none"> • Practical relevance of Marketing Performance Management (e.g., Cash Flow) • Theoretical foundation of Marketing Performance Management (attitude theory, market response models) • Relationship between marketing investments and firm value • Concepts of brand equity and customer equity • Fundamental instruments for the evaluation of marketing activities (e.g., market response models) 		
Additional Information	Block courses are possible. The course is complemented by regular guest lectures. Required and voluntary reading will be announced for every term in KLIPS.		
Responsible Faculty Member	Prof. Dr. Marc Fischer		

Name	Marketing Response Theory with Applications to Managerial Problems (Adv.)		
Module number	24304	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The course will provide practical knowledge in marketing response modeling and other fields applying its methodology.		
Module is allocated to	Major Marketing		
Examination Requirements	RE, HA, so		
Recommended Prior Knowledge	Target audience: Ph.D. students majoring in marketing and related fields. Knowledge in regression analysis is helpful.		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...This seminar introduces into the theory and application of marketing response modeling. The emphasis is on research that has implications for solving managerial problems rather than research directed toward advancing behavioral or economic theories in marketing.		
Contents	<ul style="list-style-type: none"> • The focus of discussing past and current research will lie on: • the understanding of the fundamentals of marketing response modeling, • the identification of managerial problems addressed in research, • an examination of the theoretical and methodological framework used to examine the problem • and directions for future research. 		
Information about Teaching and Learning Methods	Each session will be devoted to a major topic of Marketing Response Modeling. All participants need to prepare the required reading list. Additionally, each student will make a 30-minute presentation about one specific topic. Participants will also write a term paper, which they will discuss in class.		
Additional Information	The seminar will usually be held in block format on three to four days.		
Responsible Faculty Member	Prof. Dr. Marc Fischer		

Name	Markets, Institutions and Organisations		
Module number	12007	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Sound knowledge about theories concerned with institutions, social organisations as well as sociological approaches aiming at explaining economic action and economic processes in modern market economies.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...explain the difference between economic and sociological approaches which aim at explaining economic action and economic processes.</p> <p>...know how markets and institutions behave towards each other in sociological and economic theories.</p> <p>...apply basic terms from the area of economic sociology, such as exchange, network and organisation, to empirical cases.</p> <p>...describe the most important sociological studies that are concerned with how the product market, capital market and labour market work.</p> <p>...explain the most important sociological theories which are concerned with the motives underlying economic behaviour (consuming, saving, and investing).</p> <p>...gather the importance of organisations and institutions for markets.</p>		
Contents	<ul style="list-style-type: none"> • Theories of economic action • Theories of the market • Product markets, capital markets and labour markets • The importance of organisations and institutions in markets • How individual and corporate actors behave and act in markets 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Streeck		

Name	Mathematics for Economists		
Module number	44201	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Mathematical methods and techniques of economic analysis.		
Module is allocated to	Major Economics – Econometrics, Statistics and und Mathematics Methods and Techniques		
Examination Requirements	KL, MP		
Recommended Prior Knowledge	A bachelor module in mathematical methods for economists.		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...are capable of applying basic mathematical techniques.</p> <p>...solve systems of linear equations.</p> <p>...apply techniques of linear and non-linear optimization to solve optimization problems in economics.</p> <p>...use difference and differential equations to model dynamic economic systems</p> <p>...solve basic types of difference and differential equations.</p>		
Contents	<ul style="list-style-type: none"> • Basic concepts of linear algebra • Systems of linear equations • Determinants • Eigenvalues and eigenvectors • Optimization of functions of several variables • Linear optimization • Difference equations • Differential equations 		
Information about Teaching and Learning Methods	Lectures with weekly exercises.		
Additional Information	The courses will be held every week during the lecture period. Required reading: Mosler/Dyckerhoff/Scheicher. Mathematische Methoden für Ökonomen		
Responsible Faculty Member	Dr. Rainer Dyckerhoff		

Name	Media and Information Systems: Technologies, Applications, Economics of Digital Goods		
Module number	25002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	KL, RE, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...comprehend the economic particularities of digital and digitisable products and services.</p> <p>...integrate this understanding into the evaluation of innovative fields of application of current upcoming media, IS and telecommunication technologies.</p> <p>...determine in how far the applications and technologies for business models and companies are relevant.</p> <p>...foster their knowledge about certain fields of application such as e-Business, knowledge management, e-Learning, and</p> <p>...e-Government.</p> <p>...are familiar with the significance of standards.</p>		
Contents	<ul style="list-style-type: none"> • Selected technologies of media, IS, and telecommunication, in which ways they can be applied and where their shortcomings can be found • Economic particularities and economics of digital and digitisable products and services • Consolidation of different fields of application of digital media, IS and telecommunication technologies such as • e-Business, knowledge management, e-Learning, • e-Government. • The significance of and the economic dealing with standards 		
Information about Teaching and Learning Methods	Lecture and exercise, individual case studies, interaction, and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Media and Services Marketing		
Module number	24008	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the areas of marketing and sales in media and service industries.		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	KL, MP		
Recommended Prior Knowledge	Basic knowledge in the area of marketing		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...Students learn how to solve management issues in the context of managing media products and services. In detail:</p> <p>...Students know the unique challenges with regard to the management of media products versus physical products</p> <p>...Students are able to develop and implement the organizational prerequisites for an effective media management</p> <p>...Students know how to plan and implement the marketing mix for media products</p> <p>...Students are able to identify and control for the critical success factors of films and print media products</p>		
Contents	<ul style="list-style-type: none"> • The course contains the unique context for the marketing of media products. In detail: • Defining services and media products • Organizational challenges of media management • Instruments of the media marketing mix • Broad instruments for planning and controlling media management with respect to films, music, and print media products 		
Information about Teaching and Learning Methods	<p>Block courses are possible.</p> <p>The course is complemented by regular guest lectures.</p> <p>Required and voluntary reading will be announced for every term in KLIPS.</p>		
Responsible Faculty Member	Prof. Dr. Marc Fischer		

Name	Media and Technology Entrepreneurship		
Module number	25010	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Planning and presentation of an entrepreneurial activity, typically, but not necessarily, a newly developed business plan in the fields of media or telecommunication management.		
Module is allocated to	Minor Media Management		
Examination Requirements	KL, RE, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...present a business plan idea written and verbal.</p> <p>...describe industry details in the specific area of a business plan project.</p> <p>...are familiar with analysing value creation potentials in the context of digital goods.</p>		
Contents	<ul style="list-style-type: none"> • Topics will be determined in the run-up to every course 		
Information about Teaching and Learning Methods	Lecture, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Media and Technology Management Seminar		
Module number	25005	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media, information and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	KL, RE, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...deepen their knowledge about issues of media management.</p> <p>...know well how to work in an academic way as well as about communication in the area of media management.</p> <p>...understand research approaches and methods.</p> <p>...know the different markets of media, IS and telecommunication.</p> <p>...analyse industries and competitive situations by means of different strategic concepts.</p> <p>...develop and evaluate corporate as well as divisional strategies in competitions.</p> <p>...have good command of a particular communication of situative descriptions and know how to analyse and to evaluate it.</p>		
Contents	<ul style="list-style-type: none"> • Focus on research design and research methods 		
Information about Teaching and Learning Methods	Seminar, case studies, concrete examples, exercises, interaction, and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Medical Sociology		
Module number	86107	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students gain an overview of the way sociological knowledge is applied to medicine.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...Students acquire basic knowledge about the way sociology is ...applied to medicine.		
Contents	<ul style="list-style-type: none"> • Descriptive and social epidemiology • Micro and macro models of epidemiology • Doctor- patient- interaction • Prevention and health promotion • Rehabilitation • Health care system: needs, demands and behaviour control in the health care system • The medical profession and the health care system • Methods of empirical social research 		
Additional Information	Required reading will be announced at the beginning of the lecture.		
Responsible Faculty Member	Prof. Dr. Holger Pfaff		

Name	Medical Studies		
Module number	23202	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Planning and conducting of medical studies from different perspectives		
Module is allocated to	Major Health Economics		
Examination Requirements	KL		
Recommended Prior Knowledge	Knowledge in evidence-based medicine		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...compile a study protocol for a clinical trial</p> <p>...evaluate the methodological design of clinical studies</p> <p>...extract relevant data from clinical studies</p> <p>...detect different biases in clinical studies</p> <p>...conduct the procedure of benefit assessment in Germany (AMNOG)</p> <p>...integrate ethical aspects in the execution of clinical studies</p>		
Contents	<ul style="list-style-type: none"> • Relevant aspects for the conduction of study protocols • Clinical studies for non-pharmaceutical products • Relevance and validation of surrogate parameters • Ethical aspects in clinical studies • Regulatory aspects in clinical studies • spezific study designs 		
Information about Teaching and Learning Methods	Lecture on the basis of different exemplarily medical studies of different intentions		
Additional Information	Attending material will be announced at the beginning of the course		
Responsible Faculty Member	Dr. Dirk Müller		

Name	Methodology of Clinical Trials (Biostatistics)		
Module number	84002	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation of clinical trials		
Module is allocated to	Major Health Economics		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...depict questions that clinical trials address.</p> <p>...describe different types of clinical trials.</p> <p>...understand the results of clinical trials.</p> <p>...evaluate statements of clinical trials.</p> <p>...explain basic principles of evidence-based medicine when it comes to decisions about possible therapies.</p> <p>...outline the methodology of their own empirical studies.</p>		
Contents	<ul style="list-style-type: none"> • Problems, questions and types of clinical trials • Statistical planning, carrying out and interpretation of clinical trials • Special methods such as crossover studies, Phase I, Phase II studies • Evaluation of clinical trials 		
Additional Information	<p>Required reading:</p> <p>Schumacher, Schulgen: Methodik klinischer Studien</p>		
Responsible Faculty Member	Univ.-Prof. Dr. W. Lehmacher		

Name	Methods of Clinical Epidemiology		
Module number	83002	Workload	120 h
Credit Points	4	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	90 h
Module is allocated to	Bachelor Health Economics: Compulsory module in methods area		
Examination Requirements	KL (60)		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...		
Responsible Faculty Member	Univ.-Prof. Dr. W. Lehmacher		

Name	Microeconomics I: Demand, Supply and Equilibriums		
Module number	15401	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological knowledge and work with the methods of microeconomics.		
Module is allocated to	Major Economics - Kernbereich (Core Courses) Master Business Administration – Methods and Techniques Minor Advanced Economics Minor Institutions and Markets Minor Transport and Logistics Minor Economic Policy and Public Finance		
Examination Requirements	KL, so, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...recognize basic concepts of microeconomics and ...apply this knowledge to concrete and characteristic areas of economics.		
Contents	<ul style="list-style-type: none"> • Theory of the consumer • Theory of the firm • Theory of a competitive market • General equilibrium theory • Welfare economics 		
Information about Teaching and Learning Methods	Lectures, classes		
Additional Information	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge		

Name	Microeconomics II: Game Theory		
Module number	15078	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60415 h	Independent Studies	120 h
Module is allocated to	Major Economics – Core Courses Master Business Administration – Methods and Techniques Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...The course will provide knowledge in non-cooperative and cooperative game theory. Classroom experiments will bridge to experimental and behavioral economics. Applications of game theory in political and social sciences are presented. The course consists of a lecture, complemented by an exercise class.		
Contents	<ul style="list-style-type: none"> • Non-Cooperative Game Theory • Normal form games • Extensive form games with complete and incomplete information • Finitely and infinitely repeated Games • Cooperative Game Theory • Core, Bargaining Set, Shapley Value • Evolutionary Game Theory • An Introduction • Social Choice and Voting • Condorcet Paradox, Arrow's Theorem, Voting • Osborne, M.J. und A. Rubinstein, A Course in Game Theory, The MIT Press, Cambridge, Massachusetts, London, England, 1994. • Osborne, M.J., An introduction to Game Theory, Oxford University Press, New York 2004 • Fudenberg, D. and J. Tirole, Game Theory, The MIT Press, Cambridge, Massachusetts, London, England, 1991. • Shepsle, K. and M. S. Bonchek, Analyzing Politics: Rationality, Behavior, and Institutions, W. W. Norton & Co., 1997 		
Responsible Faculty Member	Univ.-Prof. Dr. Bettina Rockenbach		

Name	Microeconomics of Banking		
Module number	16003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management in banks and other financial services		
Module is allocated to	Major Finance Major Accounting and Taxation Minor Finance Minor Bank Management		
Examination Requirements	KL		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...are familiar with the particularities of the relationship between banks and borrowers. ...apply models oriented towards institutional economics to issues of banking operations. ...analyse the tasks which banks perform within a financial system. ...analyse different bank products. ...assess the reasons why financial intermediaries exist.		
Contents	<ul style="list-style-type: none"> • Transformation functions of banks • Theory of financial intermediaries • Theory of credit • optimal risk sharing • costly state verification • long-term contractual relationships • credit collateralization and screening • credit rationing • Theory of deposit contracts • inter-temporal allocation of consumption • deposit contract, liquidity and bank runs 		
Information about Teaching and Learning Methods	Key models are presented formally in the exercise classes; selected issues are dealt with in depth.		
Additional Information	Freixas, X., Rochet, J.C.: Microeconomics of Banking 1998; Hartmann-Wendels, T., Pfingsten, A., Weber, M.: Bankbetriebslehre, 5. Aufl. 2010		
Responsible Faculty Member	Prof. Dr. Thomas Hartmann-Wendels		

Name	Modeling and Simulation		
Module number	75509	Workload	270 h
Credit Points	9	Recurrence Frequency	irregular
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge in modeling and simulation		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...learn how to analyze real world systems, build models and implement them into software applications using demonstrated simulation paradigms. Further, they learn how to validate the resulting applications, how to build and analyze scenarios systematically and how to draw conclusions about the real world system. Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> • A simulation's life cycle • Basics of stochastic models and methods • Random number generation • System analysis and modeling methods • Simulation paradigms • Verification and validation • Interpreting results and analyzing scenarios • Applications of modeling and simulation • Special aspects of modeling and simulation 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		
Responsible Faculty Member	Prof. Dr. Ewald Speckenmayer		

Name	Modelling, Simulation and Optimization of Production and Logistic Systems		
Module number	28011	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in production and logistics as well in production planning; management consultants.		
Module is allocated to	Major Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	KL, RE		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>... become familiar with methods analysing production and logistic systems, in particular the calculation of statistical parameters which aim at describing the efficiency of those systems.</p> <p>... make use of stochastic models. For this purpose, analytical approaches are a possibility. In addition to this, students will reproduce the dynamic behaviour of the system with the help of simulation models.</p> <p>...become familiar with methods which are applied in order to evaluate alternatives when it comes to decision-making concerning optimisation in the field of supply chain management, production and logistics.</p>		
Contents	<ul style="list-style-type: none"> • Part I: Analytical Approaches (stochastic models, waiting-line theory) • Part II: Simulation Models (process-oriented simulation, graphically supported simulation with ARENA, mathematical models with OPL) 		
Information about Teaching and Learning Methods	The module consists of two parts which are offered in every winter term. Each part consists of a lecture with integrated exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Horst Tempelmeier		

Name	Monetary Theory and Policy (Adv.)		
Module number	15008	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students acquire methodological, theoretical and empirical skills and an understanding of the core issues in the area of monetary theory and policy. This course qualifies students for further studies (Ph.D.) and for work in areas in which an advanced theoretical and quantitative understanding of macroeconomic relations is necessary, such as research institutes, the financial sector, and public institutions.		
Module is allocated to	Major Economics - Field (Macroeconomics, Money and Financial Markets) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...enhance their empirical and theoretical understanding of macroeconomic relationships and the impact and design of monetary policy ...analyse and evaluate monetary dynamic macroeconomic models ...and use these for positive and normative analysis.		
Contents	<ul style="list-style-type: none"> • new classical theory of money • search theory of money • fiscal aspects of monetary policy • price rigidities and other frictions in general equilibrium • optimal monetary policy and monetary policy rules • monetary policy in open economies • vector auto regressions and empirical analysis of monetary actions and their transmission mechanisms 		
Information about Teaching and Learning Methods	optional additional course work (midterm exam, problem sets and student presentations)		
Additional Information	Additional information will be provided at the beginning of the term. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Helge Braun, Ph.D.		

Name	Money and Banking		
Module number	15079	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in areas where an understanding of the foundations of financial intermediation and regulation is helpful (ministries, trade unions, employer associations, research institutes, companies, media).		
Module is allocated to	Major Economics – Field (Macroeconomics, Money, and Financial Markets) Minor Economic Policy and Public Finance		
Examination Requirements	KL		
Recommended Prior Knowledge	Students are recommended to have taken courses in Macroeconomics, Microeconomics and Econometrics and have an interest in mathematical economics. The material will be largely self-contained, as techniques that go beyond Bachelor-level economics will be elaborated as needed.		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...acquire basic theoretical concepts in the field of money and banking on an applied level. ...apply basic methods of model and policy evaluation. ...understand central features of financial intermediation, the role of regulation and the connection to macroeconomic issues.		
Contents	<ul style="list-style-type: none"> • Why do financial intermediaries exist? • The borrower-lender relationship • Equilibrium and rationing in credit markets • Macroeconomic consequences of financial market imperfections • Bank runs and systemic risk • Banking, financial market regulation and monetary policy • Monetary policy, financial markets and the macroeconomy 		
Information about Teaching and Learning Methods	Voluntary additional course work (midterm exam, problem sets and student presentations)		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Helge Braun, Ph.D.		

Modules N

Name	New Product Management		
Module number	17001	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in the area of marketing and retailing.		
Module is allocated to	Major Marketing Major Corporate Development Strategy, Organisation and Human Resources Minor Marketing		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	No recommended prior knowledge		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...describe concepts and methods of (new) product management ...analyze and evaluate essential planning problems of new product management ...describe new product development as a process and discuss its optimal design		
Contents	<ul style="list-style-type: none"> • Steps underlying the process of product development • Planning problems concerning the management of new products (such as the generation of ideas, customer-oriented development of concepts, product tests and market testing) • Methodological approaches in order to determine consumers' preferences 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, guest lectures, discussions in class, and short presentations by students. A self-dependent study of required readings complements the lecture and exercise and/or seminar.		
Additional Information	The module is offered at the University of Cologne by visiting lecturers. Block courses are possible. Required readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner		

Modules O

Name	Occupational Medicine, Social Medicine		
Module number	86101	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Basic knowledge about occupational and social medicine for public health.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL, RE, HA, MP		
Language	German		
Learning Objectives	<p>Students...</p> <p>...consider work-related reasons favouring health hazards and also think about possible prevention measures.</p> <p>...analyse action taken in order to maintain and to restore the individual ability to work.</p> <p>...evaluate in-house projects for workplace health promotion.</p>		
Contents	<ul style="list-style-type: none"> • Scientific basic knowledge regarding human-oriented ways of working • Prevention measures concerned with work-related reasons for health hazards, diseases and accidents • Promotion aiming at maintaining and restoring the individual ability to work • Workplace health promotion and prevention 		
Additional Information	Required reading will be announced in the first class.		
Responsible Faculty Member	PD Dr. Thomas Erren		

Name	Operations Audit		
Module number	32001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant for the students in order to understand as well as make up own operations audits for different occasions and different purposes.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Auditing		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...discriminate between different occasions, purposes and dogmatic conceptions of operations audits. ...further their knowledge about basic rules of the valuation theory oriented towards investment. ...make predictions about cash flow. ...explain variants of the DCF method and other modern valuation methods.		
Contents	<ul style="list-style-type: none"> • Occasions, purposes, changes of dogmas • Equivalence principles • Rules and tools of predictions • Risk utility test of the operations audit • Valuation methods oriented towards the capital market 		
Additional Information	Kuhner/Maltry: Operations Audit		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner		

Name	Operative Controlling		
Module number	20001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial fields of activity which provide information for operational decisions		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Controlling		
Examination Requirements	KL, MP		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	<p>Students...</p> <p>...discuss the main controlling concepts</p> <p>...recognize different kinds of interdependencies and apply analytical and heuristic approaches for the coordination of these interdependencies</p> <p>...apply several classical cost accounting methods (actual and planned cost accounting, full- and part-cost base, marginal costing etc.) in the course of extensive case studies</p> <p>...are able to perform analyses of cost divergence</p> <p>...are familiar with the Peinreich-Luecke theorem and the relationship between investment and cost accounting</p> <p>...apply linear programming to plan production programs and learn how to treat intertemporal interdependencies by using dynamic programming</p> <p>...determinate whether obtaining additional controlling-relevant information in the presence of uncertainty is worthwhile using of the information value concept</p> <p>...are familiar with the principal-agency problem and know different controlling instruments to alleviate the incentive problem</p> <p>...apply the main controlling tools in order to solve coordination problems</p>		
Contents	<ul style="list-style-type: none"> • Controlling from a practical perspective • Theoretical controlling approaches • Cost interdependencies • Cost and management accounting procedures • Analysis of cost divergence • Investment calculation • Linear and dynamic programming • Information value concept • Principal-Agency theory • Various controlling instruments: performance ratios, budgets and objectives, transfer pricing, allocation of overhead expenses 		
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Name	Organizational Theory		
Module number	29003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Department of corporate development, internal/ external consultancy, assistance of executive boards.		
Module is allocated to	Major Corporate Development Strategy, Organisation and Human Resources Major Health Economics Minor Corporate Development Strategy, Organisation and Human Resources Minor Media Management		
Examination Requirements	KL, so		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...are familiar with different theoretical perspectives for organizational decisionmaking. ...can identify and employ different decision criteria for specific decision problems. ...evaluate empirical studies for theory testing ...are familiar with different determinants of venture success.		
Contents	<ul style="list-style-type: none"> • Criteria for evaluation of organization theories. • Efficient organization design (contingency theory) • Impact of stake holder, Noms, Morals and Regulations on venture success (Institutionalism) • Meaning of Values and Symbols for Organizations (Culture) • Efficient design of contracts (Transactions cost, Agency theory) 		
Information about Teaching and Learning Methods	Lecture and interactive exercise which is based on case studies.		
Additional Information	Required reading will be announced at the beginning of term		
Responsible Faculty Member	Prof. Dr. Mark Ebers		

Modules P

Name	Parallel Algorithms		
Module number	75501	Workload	270 h
Credit Points	9	Recurrence Frequency	every second term
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of algorithms for linear and discrete optimization		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, so, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...learn techniques to effectively use parallel computer architectures. They are able to design and implement efficient parallel algorithms and to analyse them in terms of correctness and running time with respect to different data structures used. Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> • The course covers a selection of the following topics: • The Parallel Random Access Machine (PRAM) • Basis design techniques for PRAM algorithms • The Euler tour technique and its applications • Sorting with the PRAM model • Parallel computation of arithmetic expressions • Parallel computation of a convex hull • Parallel computation of shortest paths and minimum spanning trees • Symmetry breaking • The complexity classes NC, P and P-complete • Grid-connected computer models: trees, grids, hypercubes • Routing methods, embedding of networks • Systolic and semi-systolic algorithms 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		
Responsible Faculty Member	Prof. Dr. Ewald Speckenmayer		

Name	Patient Safety and Risk Management		
Module number	86002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Knowledge about the concept of patient safety as it is applied in the context of quality management, analysis of mistakes and damages, implementation of preventive measures.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...gain an insight into the health policy background of problems related to safety.</p> <p>...discuss the order of magnitude of mistakes and damages in health care.</p> <p>...become familiar with the nomenclature in the context of a modern concept of mistakes.</p> <p>...recognise the impact and characteristics of different undesirable incidents, mistakes and damages.</p> <p>...learn to carry out process analyses in case of damages.</p> <p>...apply measurement methods in risk management, including the CIRS, and in how far they are relevant.</p> <p>...describe the concept of organisational learning on the basis of safety culture.</p> <p>...identify the most important preventive strategies.</p> <p>...deal with patient explanation and the prevailing conditions of liability.</p> <p>...are introduced to an empirically sound approach to Public Disclosure.</p>		
Contents	<ul style="list-style-type: none"> • Nomenclature • Concept of error occurrence, including the human factor concept • Process analysis made use of in the context of damages • Epidemiology of mistakes, undesirable incidents and damages • CIRS • Mistakes and organisation development • Introduction to liability law • Public disclosure and competition 		
Information about Teaching and Learning Methods	Students actively participate in the solving of exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. med. Matthias Schrappe		

Name	Political Sociology		
Module number	12011	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students make use of sociological theories and methods of empirical social research in order to tackle questions and issues of political sociology.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...formulate issues of political sociology, ...define central sociological terms ...apply the according theories to empirical phenomena.		
Contents	<ul style="list-style-type: none"> • The module deals with selected subject areas of political sociology. Among them are the following: • Psephology and participation in policy • State-building, system transformation and change of selected political institutions (e.g. parties and associations) • Social and political conflicts • Political culture 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Clemens Kroneberg		

Name	Political Theory and History of Ideas (Lecture and Exercise)		
Module number	10011	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students become capable of analysing political theories and ideas; they also get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...identify approaches and methods of political theory and the history of ideas.</p> <p>...know about central ideas and concepts of society of western and non-western civilisations.</p> <p>...evaluate the empirical meaning and range of particular approaches and in how far they are logically sound.</p> <p>...compare western and non-western central ideas and concepts of society.</p> <p>...apply their factual, historical and methodological knowledge to selected historical cases and to current issues.</p>		
Contents	<ul style="list-style-type: none"> • Approaches: historical hermeneutics, cultural anthropology, political cultural research, history of religion, phenomenology of religion, research of symbols, theory of civilisation • The realm of ideas of the western and the non-western world 		
Information about Teaching and Learning Methods	Lecture, including typical traits of an exercise; active participation of students is required		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Leidhold		

Name	Portfolio Choice and Asset Pricing		
Module number	15505	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in the media, in the financial sector, and other institutions where an understanding of Portfolio Choice and Asset Pricing models is helpful.		
Module is allocated to	Major Economics – Field (Macroeconomics, Money and Financial Markets) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...solve analytically simple static portfolio choice models.</p> <p>...solve analytically simple dynamic portfolio choice models (2 periods only).</p> <p>...recognize the traditional basic theories of asset pricing in general equilibrium.</p> <p>...solve exercises and problem set computationally with Matlab.</p> <p>...read, present and discuss simple research papers.</p>		
Contents	<ul style="list-style-type: none"> • Static portfolio choice • Markowitz theory • Dynamic portfolio choice models with wealth • Dynamic portfolio choice models with consumption and wealth • CCAPM: consumption capital asset pricing model • CAPM: capital asset pricing model • Link between CCAPM and CAPM 		
Information about Teaching and Learning Methods	Problem sets: analytical and computational Research papers and short presentations		
Additional Information	Lecture Notes		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Ludwig		

Name	Practical Applications in Retailing		
Module number	24301	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management Positions in Retailing, CRM and Marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	KL, HA, MP		
Courses	practice, lecture, seminar		
Language	English		
Learning Objectives	Students... ...are given insights to hands-on management and operations problems in a retailing organization, ...analyze and learn to structure those problems ...and try to find solutions in class.		
Contents	<ul style="list-style-type: none"> • Possible topics: • How can retailers adapt to constantly changing customer needs? • How can retailers successfully compete against local and global competition? • What are strategies to survive today's financial crisis as a retailer? • What are key success factors in retail execution? 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail applied learning through a case study, lecture and discussion approach. Students learn from a senior manager with a long experience in the retailing business.		
Additional Information	The topics of this class are subject to change. Relevant readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Name	Practical Course in Research		
Module number	34008	Workload	540 h
Credit Points	18	Recurrence Frequency	every summer term
Attendance	120 h	Independent Studies	420 h
Qualifications	Students plan and carry out empirical projects; in addition to this, they make use of methods of data analysis, interpret and present empirical results.		
Module is allocated to	Major Sociology and Empirical Social Research		
Examination Requirements	PR		
Courses	project		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...realize all phases of secondary analytical research projects.</p> <p>...explain theoretical approaches, issues and methodological ways of proceeding on the basis of a selected subject area.</p> <p>...advance questions and hypotheses taking as a starting point a general research problem.</p> <p>...operationalise theoretical terms and concepts on the basis of examples.</p> <p>...analyse advantages and disadvantages of sampling methods and methods of collecting data that are used in common data sources pertaining to social sciences.</p> <p>...deal with complex data in a way that is suitable for analyses.</p> <p>...put simple and complex methods of data analysis into practice.</p> <p>...make use of common statistics programmes.</p> <p>...answer and test questions and hypotheses on the basis of empirical results.</p> <p>...describe and present the results of an empirical study.</p>		
Contents	<ul style="list-style-type: none"> • Data sources for secondary analyses • The method of secondary analysis • Application to a data record • Theory, operationalisations, multivariate statistical analyses • Presentation of reports 		
Information about Teaching and Learning Methods	<p>Short presentations, working papers, data analysis, reports on results; group work.</p> <p>The course can only be allocated through KLIPS. Exams have to be registered at the examination office.</p>		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Marita Jacob		

Name	Practical Course: Empirical Research		
Module number	52201	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in Market and Altitude Research, as well as functions which require a critical reflection of results of social sciences research.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	so, PR		
Courses	internship		
Language	German		
Learning Objectives	<p>Students...</p> <p>...design, conduct and experiments on their own.</p> <p>...specify fundamental as well as applied research questions and translate them into experimental research designs.</p> <p>...Recruit and supervise participants for psychological experiments.</p> <p>...recognise specific advantages of an experiment in comparison to alternative research methods.</p> <p>...gain insights into the analysis of variance as well as other mathematical procedures for data analysis.</p>		
Contents	<ul style="list-style-type: none"> • Know-how about design and analysis of experiments 		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>Required readings will be announced in KLIPS or in the first session.</p>		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Prevention and Health Care		
Module number	86106	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	20 h	Independent Studies	160 h
Qualifications	Students are able to evaluate measures of prevention and health promotion and consult politicians and management.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...use basic terms and concepts related to prevention.</p> <p>...evaluate measures aim at early diagnosis.</p> <p>...explain measures aiming at the change of behaviour patterns.</p> <p>...discuss measures encouraging health promotion and structural prevention.</p>		
Contents	<ul style="list-style-type: none"> • I. Basics • Prevention in practice and in hospital: basic terms and concepts • II. Secondary prevention – early diagnosis • Early diagnosis: breast cancer, bowel cancer, childhood cancer • III. Primary prevention achieved through the change of behaviour patterns • How can we change patients' health behaviour and prevention behaviour? • Prevention of smoking, obesity and high blood pressure • IV. Primary prevention achieved through structural prevention • Structural prevention and health promotion in hospitals and companies • Patient safety measures in hospitals 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Holger Pfaff		

Name	Pricing		
Module number	17006	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in the areas of marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	KL (60)		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...discuss key variables that determine pricing decisions. ...analyze and evaluate concepts and methods to measure price response and willingness to pay. ...explain concepts and methods to optimally set and communicate prices.		
Contents	<ul style="list-style-type: none"> • Basic terms of pricing • Consumers' processing of prices as a basis of their price response • Methods for measuring consumers' price response • Concepts and methods of price optimization 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including guest lectures, discussions in class, and short presentations by students. A self-dependent study of required readings complements the lecture.		
Additional Information	Block courses are possible. Required readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner		

Name	Psychology of Leadership Skills		
Module number	52007	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in management consulting and in human resources departments, the ability to develop human resources strategies and trainings for companies that operate at an international level.		
Module is allocated to	Minor Economic and Social Psychology Major Corporate Development – Strategy, Organisation and Human Resources		
Examination Requirements	KL, RE		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...define selected topics of leadership roles and skills. ...identify relevant current psychological theories and empirical research. d discuss independently questions related to leadership, and consider psychological theories and research for practical implications.		
Contents	<ul style="list-style-type: none"> Theories and empirical research on psychological aspects of leadership skills in organizations, e.g., goal setting, feedback, conflict resolution 		
Additional Information	Required reading will be announced in the introductory session		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Psychology of Money Management		
Module number	52018	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in marketing, financial consulting, consumer advice, public and political institutions		
Module is allocated to	Major Economics – Field (Economic Design and Behavior) Minor Economic and Social Psychology		
Examination Requirements	KL, RE		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...determine psychological theories relevant for money management and financial behavior</p> <p>...differentiate empirical findings on psychological aspects of money management and financial behavior</p> <p>...discuss independently on questions related to money management and financial behavior, and consider psychological theories and research for practical implications.</p>		
Contents	<ul style="list-style-type: none"> Theories and empirical research on money management and financial behavior, e.g., saving, credit and debt, investment 		
Additional Information	Required reading will be announced in the introductory session		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Psychosomatic Illnesses and Psychotherapy (Main Lecture)		
Module number	86103	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	15 h	Independent Studies	165 h
Qualifications	Basic knowledge about psychosomatic medicine and introduction to particular disorders.		
Module is allocated to	Minor Medicine		
Examination Requirements	KL, RE, HA, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...identify the ways of medical care and treatment as well as with methods of training in psychosomatic medicine.</p> <p>...determine the basics of neurotic and psychosomatic disorders.</p> <p>...become familiar with bio-psychosocial factors playing a role in the history of the origins of the illnesses mentioned further down and also with main features regarding their therapy.</p> <p>...interpret epidemiology of the diseases and also in how far they are relevant with regard to health economics.</p>		
Contents	<ul style="list-style-type: none"> • Special knowledge about psychosomatic illnesses and psychotherapy • Psychogenic eating disorders • Depressions; anxiety disorders • Somatoform disorders • Dissociative disorders • Posttraumatic stress disorders • Coping with organic illnesses 		
Information about Teaching and Learning Methods	Course-supporting material will be made available on uk-online; further reading will be announced at the beginning of the term.		
Additional Information	Students have to register for the written exam at the beginning of the term in the office of Mrs. Hopster (rita.hopster@uk-koeln.de.).		
Responsible Faculty Member	PD Dr. C. Albus		

Name	Public Debt (Master)		
Module number	14008	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Occupation in the field of regional, local, national and international tax and budget policy in (public) institutions Activities in research and education in the field of international tax policy and tax coordination Activities in other bodies concerned with fiscal policy issues: political consultancies, industry associations, labour unions and business journalism		
Module is allocated to	Major Economics - Fields (Macroeconomics, Growth and Inequality) Major Economics - Fields (Macroeconomics, Money and Financial Markets) Major Economics - Fields (Public Economics) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...elaborate basic empirical facts about public debt. ...analyse and evaluate the effect of public debt on allocation. ...analyse and evaluate the effect of public debt on welfare. ...are able to extend the analysis to models with altruism. ...compare public debt and pension schemes in pay-as-you-pension systems and identify their similarities.		
Contents	<ul style="list-style-type: none"> • Methodological foundation: Overlapping-Generation-Models • Theory of Public Debt (in closed and open-economy-models) • Ricardian Equivalence • Theory of Social Security • Optimal Public Debt with Distortionary Taxation 		
Additional Information	Required reading and further information will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martin Barbie		

Name	Public Economics and Mechanism Design (Adv.)		
Module number	14010	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Employment in fields where a conceptual understanding of the possibilities and limits for public intervention aiming to achieve efficiency or equity is needed. Uptake of the current academic research.		
Module is allocated to	Major Economics - Field (Economic Design and Behavior) Major Economics - Field (Markets and Institutions) Major Economics - Field (Public Economics) Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...Students will learn the following skills:</p> <p>...Understanding of the essential issues of modern allocation theory:</p> <p>...What results can be achieved when individuals interact based on private information about their respective abilities or preferences?</p> <p>...Under what conditions would public intervention into markets be desirable?</p> <p>...Methodological skills: Mastery of the basic concepts in the theory of mechanism design and its application to questions in public economics:</p> <p>...How do the efficiency conditions for private and public goods differ?</p> <p>...Why does the Coase theorem not apply in a large economy?</p> <p>...In what way can taxation systems be considered as special allocation mechanisms?</p> <p>...Are there better ways to achieve distributive objectives than to use a redistributive income tax system?</p>		
Contents	<ul style="list-style-type: none"> • Mechanism design and the revelation principle • Groves mechanisms • Bayes-Nash equilibrium as an implementation concept • Possibility and impossibility theorems for efficient allocation of private and public goods • Mechanism design and taxation theory • Specialized topics: <ul style="list-style-type: none"> • Pooling of public decisions • Commitment and Ratchet effect • Mechanism design with social preferences 		
Additional Information	Additional information will be provided at the beginning of the term. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Univ.-Prof. Dr. Felix Bierbrauer		

Name	Public Finance Law		
Module number	45009	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Assessment of public finance law tax issues		
Module is allocated to	MA Business Administration - Methods and Techniques		
Examination Requirements	KL, so		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...assess the system of public financing in the Federal Republic of Germany.</p> <p>...discuss the question of competence (Art. 104a ff. GG), the principles of the particular forms of charges as well as the principles of the commercial law.</p> <p>...consider reform possibilities of the current system.</p>		
Contents	<ul style="list-style-type: none"> • Basic Law for the Federal Republic of Germany • Discussion of concrete examples 		
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Name	Public Policy of the Labor Market		
Module number	14004	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in areas where an understanding of Labor Economics and empirical policy analysis is helpful (ministries, trade unions, employer associations, research institutes, companies, media).		
Module is allocated to	Major Economics - Field (Markets and Institutions) Major Economics - Field (Macroeconomics, Growth and Inequality) Major Economics - Field (Public Economics) Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...recognize the empirical principle methods used for policy evaluation. ...analyze the basic policies that influence the labor market (e.g. education, training, minimum wage, employment protection, taxation). ...discuss the basic issues behind empirical research in labor economics.		
Contents	<ul style="list-style-type: none"> • Empirical Methods • Human capital and education • Labor demand • Labor supply • Job search and unemployment • Active labor market policies • Labor market institutions 		
Information about Teaching and Learning Methods	Lectures and discussions		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	N.N.		

Modules Q

Name	Quality Assurance and Quality Management		
Module number	86001	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activity areas in which technologies and procedures must be controlled to define quality and risks in health care, and to evaluate different aspects of quality		
Module is allocated to	Bachelor Health Economics: Compulsory module within the subject Health-economic and medical Bases		
Examination Requirements	KL (60)		
Recommended Prior Knowledge	Health Care System		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...identify the health-political background of the quality management and risk management.</p> <p>...recapitulate the system and the nomenclature of the areas of quality assurance, quality management and risk management.</p> <p>...arrange quality management and risk management in the current organization-theoretical schools.</p> <p>...apply the technology of the process analysis</p> <p>...discuss concepts to the management control as well as to the public representation of quality and risks.</p> <p>...apply aims and identification number concepts for representing quality and risks. discuss the implementation of quality management and risk management in the institutional area.</p>		
Contents	<ul style="list-style-type: none"> • Quality and risk management • Technologies of the process analysis • Aim definition, identification number development, measurement and representation of quality and risks • Public representation of quality and risks of the health care • Certification • Sector-covering case studies 		
Information about Teaching and Learning Methods	The lecture is complemented with concrete case studies. Developing solutions and strengthening key competence are promoted. The materials are provided via ilias.		
Additional Information	Literature is made available when required.		
Responsible Faculty Member	PD Dr. med. Stephanie Stock, Jun.-Prof. Dr. Juliane Köberlein-Neu		

Name	Quantitative Applications in Marketing		
Module number	24302	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management Positions in Retailing, CRM and Marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	KL, HA, MP		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	<p>Students...</p> <p>...transfer relevant information via quantitative analyses into better market strategies, product designs and business decisions.</p> <p>...understand the role of statistical techniques and models and their value for an enhanced marketing decision making.</p> <p>...are familiar with the practical application of basic functions of advanced statistical software tools to specific marketing problems.</p>		
Contents	<ul style="list-style-type: none"> • Topics are • quantitative modeling techniques in various contexts such as customer management, sales management and channel management • application of statistical software tools to case studies with real data sets • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements. A special focus lies on a clear, accurate and thorough reporting of statistical analyses with a problem-solving orientation in a marketing context. Throughout the course students will work with a statistical software program to solve case studies based on the analysis techniques covered in the lecture.		
Additional Information	Relevant readings will be announced in class.		

Name	Quantitative Methods in Risk Management (Adv.)		
Module number	44006	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Quantitative Methods		
Module is allocated to	Major Accounting and Taxation Major Economics - Field (Statistics and Econometrics) Minor Controlling Minor Statistics and Econometrics Master Business Administration - Methods and Techniques		
Examination Requirements	KL (60), MP		
Recommended Prior Knowledge	Knowledge in Mathematics for Economists, Probability Theory and Statistical Inference		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...model quantitative risks. ...estimate risks based on previous data. ...model dependence between different risk factors. ...apply specific risk models and modelling approaches from the areas of market risk, credit risk, operational risk and energy risk.		
Contents	<ul style="list-style-type: none"> • Risk and Risk Measurement • Risk Measures (Value at Risk, Expected Shortfall etc.) • Monte Carlo Simulations • Multivariate Models: Elliptical Distributions, Copula- and Nonparametric Models and Tail-Dependence • Special modelling approaches of quantitative risk management from the areas of market risk, credit risk, operational risk und energy risk 		
Information about Teaching and Learning Methods	Half of the course will consist of exercises which include the computer-based application of the learned techniques.		
Additional Information	Course-supporting material is provided by Dr. Grothe. It is useful for students to be familiar with basic terms of statistics (e.g. acquired through attendance of the two courses "Advanced Statistics") as well as competent mathematical knowledge. Written exam lasting 60 min or oral exam lasting 20 min. The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Dr. Oliver Grothe		

Modules R

Name	Recent aspects of Computer Science		
Module number	75510	Workload	270 h
Credit Points	9	Recurrence Frequency	irregular
Attendance	90 h	Independent Studies	180 h
Qualifications	Background and application knowledge of algorithms to recent topics of computer science		
Module is allocated to	Minor Computer Science		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...learn background and application knowledge of recent research fields in computer science. Lectures and exercises for master students also provide the opportunity to improve the student's ability to classify, formulate and solve computational problems by conceptual, analytic and logical reasoning. The exercises have the additional purpose to offer the acquisition and training of communication and presentation skills.</p>		
Contents	<ul style="list-style-type: none"> The course will cover recent developments and results in computer science. 		
Information about Teaching and Learning Methods	Successful learning and understanding of the contents of this course cannot be achieved by attendance and theoretical considerations only. Hence, the attendance and self-responsible preparation of the exercises is mandatory.		
Additional Information	On the website of this course		

Name	Recursive Methods in Economics		
Module number	15507	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Foundation for academic research and advanced studies (PhD). Qualifies students for work in the financial sector, in research institutes and other institutions where an advanced understanding of macroeconomics is helpful.		
Module is allocated to	Major Economics - Econometrics, Statistics and und Mathematics		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...formulate dynamic problems in economics recursively. ...solve recursive problems using the contraction mapping approach. ...understand the computational relevance of recursive methods and how to implement them numerically. ...use basic techniques in MATLAB to solve simple computational problems. ...represent stochastic dynamic systems recursively and apply recursive methods for their analytical and computational analysis.		
Contents	<ul style="list-style-type: none"> • Motivation and introduction to Programming • Analysis in metric spaces • Introduction to Dynamical Systems • Finite Markov Chains • Infinite State Space 		
Additional Information	Additional information and a reading list will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martin Barbie		

Name	Regional Cultural Geography		
Module number	50003	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	None		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>..... determine different dimensions of the analysis of "culture" in economic/cultural geography.</p> <p>..... discuss the role of cultural institutions for developmental processes related to regional economics.</p> <p>..... specify regional economic conditions necessary for growth in the context of cultural conditions.</p> <p>..... apply current theoretical concepts to empirical case examples of a greater area outside Europe.</p> <p>..... analyse developmental processes in city systems and in rural areas (urbanisation, migration).</p> <p>..... develop their own point of view with respect to regional opportunities for development and check in how far they can be realised.</p> <p>..... autonomously carry out investigations on a secondary basis and/or prepare themselves for own analyses in selected regions outside Europe/in multinational companies and organisations.</p>		
Contents	<ul style="list-style-type: none"> • Overview: cultural geography of greater areas outside Europe; • Analysis of the notion of culture; • Megacities, secondary cities, migration; • "Corporate Culture" and "Cultures in Corporations"; • Urban and regional policy; • Selected regional case examples 		
Information about Teaching and Learning Methods	e-learning support via ILIAS		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Martina Fuchs		

Name	Regional Economic Geography		
Module number	50001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	RE, HA, FS		
Recommended Prior Knowledge	none		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>..... analyse selected regions and companies in greater areas outside Europe, especially Latin America, East Asia, Central/ Eastern Europe.</p> <p>..... specify economic conditions necessary for growth.</p> <p>..... understand and appraise the importance of innovations, technology and knowledge for regional development.</p> <p>..... discuss the role of institutions, organisations and networks.</p> <p>..... become familiar with sectoral and branch-specific differences.</p> <p>..... analyse the different roles of small and medium-sized companies as well as of industrial heavy-weights for selected regions.</p> <p>..... apply theoretical concepts to empirical case examples.</p> <p>..... develop their own point of view with respect to regional opportunities for development and check in how far they can be realised.</p> <p>..... autonomously carry out investigations on a secondary basis and/or prepare themselves for own analyses in selected regions outside Europe/in multinational companies and organisations.</p>		
Contents	<ul style="list-style-type: none"> • Overview: economic geography of greater areas outside Europe • Corporate Geography, clarified using examples from greater areas (including small and medium-sized companies); • Integration of greater areas in international production systems; • The importance of research and development as well as of innovation for greater areas; • Selected regional case examples 		
Information about Teaching and Learning Methods	e-learning support via ILIAS		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Martina Fuchs		

Name	Regulation: Theory and Practice (Adv.)		
Module number	15080	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career. It also prepares for positions in public administrations, consulting, associations and private companies within or dealing with regulated industries.		
Module is allocated to	Major Economics – Microeconomics, Institutions and Markets Minor Institutions and Markets Minor Advanced Economics Minor Economic Policy and Public Finance		
Examination Requirements	KL, RE, HA, so, MP		
Recommended Prior Knowledge	Successful participation requires a very good knowledge of microeconomic theory, in particular in the field of industrial economics, game theory and information economics / contract theory.		
Courses	lecture, seminar		
Language	English		
Learning Objectives	Students... ...why some industries should be regulated ...to judge opportunities and limitations of economic regulation ...to evaluate how regulation is practically implemented in various industries. ...will be enabled to apply economic reasoning to practical regulatory challenges, taking into account also real world institutional constraints (like legal system, or technology).		
Contents	<ul style="list-style-type: none"> • What is regulation – and which industries are regulated? • Institutional background of selective industry regulation (electricity, telecoms) • Natural monopolies and “essential facilities” • One-sided network access regulation (energy, telecoms, rail) • Vertical integration in network industries • Two-sided network access (mobile telecommunications, internet) • Consumer protection • Selected issues in the regulation of the financial sector 		
Information about Teaching and Learning Methods	The course requires extensive independent studies of scientific articles, case studies, and legal texts.		
Additional Information	The course will be held every week during the lecture period or takes place as block course. This module is creditable as part of the doctoral studies at the WiSo Faculty.		
Responsible Faculty Member	Prof. Dr. Felix Höffler		

Name	Requirements Engineering		
Module number	48401	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Development of information systems (IS) from a functional perspective		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	none		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	Students... ... identify and assess stakeholders of an IS. ... know of requirements engineering methods and apply them. ... gain experience in identifying, analyzing, and systematizing IS requirements. ... plan and monitor methods of requirements engineering.		
Contents	<ul style="list-style-type: none"> • Stakeholder analysis • Voice of the customer analysis • Requirements identification • Functional and non-functional requirements • Requirements evaluation 		
Information about Teaching and Learning Methods	For some classes, texts must be read in advance. These preparations will be checked during classes. In several classes, case studies and exercises will be prepared and presented in student teams. The results are discussed and analyzed afterwards.		
Additional Information	Required reading will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis		

Name	Research Project Comparative Politics		
Module number	40301	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students gain the ability to analyse political decision-making processes. The module prepares students for a later career in the fields of political science, economy and administration, as well as in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, RE, HA		
Courses	project		
Language	English		
Learning Objectives	Students... ...develop a proposal for an empirically oriented comparative research project in all its phases. ...describe the selected issue as well as the methods and research design. ...identify the state of the art and of the available data. ...advance and test hypotheses empirically. ...present the results they have obtained in oral and written form.		
Contents	<ul style="list-style-type: none"> • Current topics, constantly changing, from the areas of comparative analysis of political institutions and the comparative analysis of political economy. 		
Information about Teaching and Learning Methods	Empirical research project		
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. André Kaiser		

Name	Research Project Foreign Policy		
Module number	11004	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	so, PR, FS		
Courses	project		
Language	German		
Learning Objectives	<p>Students...</p> <p>...Recognize and discuss independently further questions related to the analysis of foreign policy, thereby considering the reciprocal relations between foreign policy and international policy as well as restrictions concerning home affairs on the basis of primary and secondary literature.</p> <p>...understand different theoretical approaches and empirical results of the research analysing the interaction between foreign policy, international policy and restrictions concerning home affairs, and are able to discuss them in view of selected empirical questions.</p> <p>...place these issues in the area of international relations in a differentiating way and to adopt an own point of view.</p> <p>...choose theoretical and empirical questions and hypotheses as the starting point for their own research.</p> <p>...carry out empirical research work on their own.</p> <p>...present the results they have obtained in oral and written form.</p> <p>...test the validity of the underlying question and hypotheses on the basis of the results they have obtained.</p>		
Contents	<ul style="list-style-type: none"> • Foreign policy • Transnational policy • Conflict research • Cooperation research • Strategic studies • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Information about Teaching and Learning Methods	Empirical research project including cases studies		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty	Prof. Dr. Thomas Jäger		

Member	
---------------	--

Name	Research Project International Policy		
Module number	11008	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for activities in political science, economy and administration, in organisations, associations and the media.		
Module is allocated to	Major Political Science Minor Political Science Minor International Relations		
Examination Requirements	so, PR, FS		
Courses	project		
Language	German		
Learning Objectives	<p>Students...</p> <p>...Elaborate independently further questions related to international relations in the area of international policy on the basis of primary and secondary literature.</p> <p>...classify and discuss these issues from a critical angle in view of theoretical concepts and empirical results of research.</p> <p>...place these issues in the area of international relations in a differentiating way and adopt an own point of view.</p> <p>...choose theoretical and empirical questions and hypotheses as the starting point for their own research.</p> <p>...carry out empirical research work on their own.</p> <p>...present the results they have obtained in oral and written form.</p> <p>...test the validity of the underlying question and hypotheses on the basis of the results they have obtained.</p>		
Contents	<ul style="list-style-type: none"> • International policy • Transnational policy • Conflict research • Cooperation research • International regulatory policy • Security policy • Information and communication policy • Subject matters of international policy • Levels of analysis of international policy 		
Information about Teaching and Learning Methods	Empirical research project including case studies		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Jäger		

Name	Research Project Political Theory and History of Ideas		
Module number	11005	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become capable of analysing political theories and ideas ; besides, they get prepared for activities in political science and the media, in economic, political and public organisations as well as in associations.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	PR, FS		
Courses	project		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...plan a theoretical research project or a research project concerned with the history of ideas in all its phases.</p> <p>...illustrate the selected research approach methods by means of an exemplary topic.</p> <p>...formulate questions and hypotheses.</p> <p>...develop the notional and structural system of their conception.</p> <p>...discuss advantages and disadvantages of the research literature that is available from a critical angle.</p> <p>...deal with texts and data on the basis of the research conception.</p> <p>...respond to the guiding questions and test their hypotheses.</p> <p>...give a report in which they summarise their results.</p>		
Contents	<ul style="list-style-type: none"> • Topics, currently changing, from the area of political theory and history of ideas 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Leidhold		

Name	Research Project The Political System of the EU		
Module number	11006	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students become able to analyse the political system of the European Union in a sophisticated way. Moreover, they get prepared for activities in the German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, RE, HA		
Courses	project		
Language	German or English		
Learning Objectives	Students... ...develop a research design along with a selected question as well as with theoretical and methodological approaches. ...make use of the state of the art as well as of data records. ...present the results they have obtained in oral and written form.		
Contents	<ul style="list-style-type: none"> • Theories of European Integration • Strategies and scenarios of the development of the European Union between expansion and deepening • Conceptual approaches in order to analyse the European system as a long-term trend • The constitutional and institutional architecture of the European Union • The multi-layered system of the European Union: theoretical and conceptual approaches • Types of governing in the European Union: national and European perspectives • Central fields of action and policy in the European Union • The European Union in the international system 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Wessels		

Name	Research Projects in Vocational Education and Training I		
Module number	49319	Workload	360 h
Credit Points	12	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	300 h
Qualifications	Research activities in the area of vocational and economics Education, reception of research results for own fields of activity, evaluation and quality management of educational measures and institutions.		
Module is allocated to	Major Economics Education		
Examination Requirements	RE, HA		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...classify and systematise fields of research, related to economic education, according to their area of research and research methodology.</p> <p>...develop research questions and operationalise research objectives.</p> <p>...develop research designs.</p> <p>...are familiar with and make a difference between several paradigms and evaluate them with respect to research questions and conceptions.</p> <p>...apply empirical methods of collecting data to selected issues in an exemplary way.</p> <p>...analyse available data.</p> <p>...analyse specific literature of selected fields of research.</p> <p>...carry out less extensive research projects and evaluations on their own authority and reflect on their own research work and on their personal development.</p> <p>...record progresses in projects by means of reports and feedback.</p> <p>...analyse structures and functions of steering committees and project groups in development and evaluation processes.</p> <p>...carry out case studies for developing, testing and evaluating of projects in educational institutions or companies.</p> <p>...analyse epistemological foundations of action and biographical research and evaluate them regarding quality of data collection and evaluation goals.</p>		
Contents	<ul style="list-style-type: none"> • Standards of internal and external evaluation and restrictions for participation • Primary and meta evaluation • Research methodology • Fields of research • Current research questions concerned with economics education 		
Additional Information	<p>Individual support provided by the department, dependent on the selection of topics and project partners.</p> <p>Required reading will be announced at the beginning of the term.</p>		

Name	Research Projects in Vocational Education and Training II		
Module number	49307	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Research activities in the area of vocational and economics Education, reception of research results for own fields of activity.		
Module is allocated to	Major Economics Education		
Examination Requirements	RE, HA		
Language	German		
Learning Objectives	<p>Students...</p> <p>...classify and systematise fields of research, related to economic education, according to their area of research and research methodology.</p> <p>...develop research questions and operationalise research objectives.</p> <p>...develop research designs.</p> <p>...are familiar with and make a difference between several paradigms and evaluate them with respect to research questions and conceptions.</p> <p>...apply empirical methods of collecting data to selected issues in an exemplary way.</p> <p>...analyse available data.</p> <p>...analyse specific literature of selected fields of research.</p> <p>...carry out less extensive research projects and evaluations on their own authority and reflect on their own research work and on their personal development.</p> <p>...record progresses in projects by means of reports and feedback.</p>		
Contents	<ul style="list-style-type: none"> • Philosophy of science • Research methodology • Fields of research • Current research questions concerned with economics education 		
Additional Information	<p>Individual support provided by the department, dependent on the selection of topics and project partners.</p> <p>Required reading will be announced at the beginning of the term.</p>		

Name	Research Projects in Vocational Schools		
Module number	49313	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Development and implementation of sector and function specific teaching units in the area of economics education.		
Module is allocated to	Major Economics Education		
Examination Requirements	PR, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse sector and function specific tasks and problems regarding characteristics and necessary didactical modifications</p> <p>...analyse the specifics of business and working processes.</p> <p>...model processes and their didactical transformations.</p> <p>...develop complex teaching and learning arrangements aiming at developing specific vocational competence.</p> <p>...develop and design learning / teaching material for students in order to enable learners to discover business and working processes self-directedly.</p> <p>...plan specific learning achievements tests.</p> <p>...design sets of tasks in order to assess specific vocational competences.</p> <p>...Reflect and integrate results of research on learning and teaching processes.</p>		
Contents	<ul style="list-style-type: none"> • Sector and function specific elements and principles • Analysis and transformation of problems • Didactical modelling of business and working processes • Complex teaching and learning arrangements • Testing procedures 		
Information about Teaching and Learning Methods	The exercise is project-based and will be directed by authentic and typical development tasks. Project tasks can be developed internally or externally.		
Additional Information	Required reading will be announced at the beginning of the term.		

Name	Research in Learning and Teaching I		
Module number	49318	Workload	360 h
Credit Points	12	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	300 h
Qualifications	Learning assessment and competence assessment in educational institutions, evaluation and quality management of educational measures and institutions, activities in basic and applied research.		
Module is allocated to	Major Economics Education		
Examination Requirements	HA, MP		
Courses	lecture, seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...differentiate between the roles that learning theories play in the areas of the psychology of learning, adult education and research into classroom teaching.</p> <p>...ponder on research objectives and on the research design that results from them.</p> <p>...evaluate group structures on the basis of the results obtained in the field of communication and interaction research.</p> <p>...compare approaches of action and treatment research.</p> <p>...differentiate research-related consequences of different epistemological paradigms and by doing so, they particularly take into consideration different constructivist points of view.</p> <p>...analyse models of competence development and competence assessment.</p> <p>...develop diagnostic methods aiming at the assessment and analysis of background knowledge and of learning effects.</p> <p>...apply diagnostic instruments in order to assess the current level of knowledge and reflect on test-theoretical requirements and preconditions.</p> <p>...analyse structures and functions of steering committees and project groups in development and evaluation processes.</p> <p>...carry out case studies for developing, testing and evaluating of projects in educational institutions or companies.</p> <p>...analyse epistemological foundations of action and biographical research and evaluate them regarding quality of data collection and evaluation goals.</p>		
Contents	<ul style="list-style-type: none"> • Standards of internal and external evaluation and restrictions for participation • Primary and meta evaluation • Learning theories • Treatment research • Communication / Interaction research • Research approaches in the areas of motivation and volition • Philosophy of science, in particular constructivism and empirical research paradigms • Criteria and methods of pedagogical diagnostics 		
Additional	Required reading will be announced at the beginning of the term.		

Information	
--------------------	--

Name	Research in Learning and Teaching II		
Module number	49305	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Learning assessment and competence assessment in educational institutions, activities in basic and applied research.		
Module is allocated to	Major Economics Education		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...differentiate between the roles that learning theories play in the areas of the psychology of learning, adult education and research into classroom teaching.</p> <p>...ponder on research objectives and on the research design that results from them.</p> <p>...evaluate group structures on the basis of the results obtained in the field of communication and interaction research.</p> <p>...compare approaches of action and treatment research.</p> <p>...differentiate research-related consequences of different epistemological paradigms and by doing so, they particularly take into consideration different constructivist points of view.</p> <p>...analyse models of competence development and competence assessment.</p> <p>...develop diagnostic methods aiming at the assessment and analysis of background knowledge and of learning effects.</p> <p>...apply diagnostic instruments in order to assess the current level of knowledge and reflect on test-theoretical requirements and preconditions.</p>		
Contents	<ul style="list-style-type: none"> • Learning theories • Treatment research • Communication / Interaction research • Research approaches in the areas of motivation and volition • Philosophy of science, in particular constructivism and empirical research paradigms • Criteria and methods of pedagogical diagnostics 		
Additional Information	Required reading will be announced at the beginning of the term.		

Name	Resource Economics		
Module number	35013	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...make themselves familiar with concepts and models of the economics of exhaustible resources.</p> <p>...discuss economic models of optimal resource use.</p> <p>...analyze the importance of investments and technological progress in the energy sector for the availability of energy resources.</p> <p>...understand the specific market functioning of particular energy sources.</p>		
Contents	<ul style="list-style-type: none"> • Exhaustible resources • Hotelling model 		
Information about Teaching and Learning Methods	Lectures, classes		
Additional Information	The course will be held every week during the lecture period.		
Responsible Faculty Member	PD Dr. Dietmar Lindenberger		

Name	Retail Marketing		
Module number	22002	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in retailing and marketing		
Module is allocated to	Major Marketing Major Supply Chain Management Minor Marketing Minor Retail Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...develop knowledge of retail marketing theory and practice both within a national and international context.</p> <p>...are trained in marketing foundations, functions, and strategies used to merchandise and sell products and services effectively in highly competitive retail markets.</p> <p>...analyse how new trends and developments in retail marketing, such as e-commerce and the internationalisation in retailing, have an impact on retail execution.</p>		
Contents	<ul style="list-style-type: none"> • What is the concept and nature of retail marketing? • What are the particularities and consequences of consumer behavior in the context of retailing? • What constitutes the retail marketing planning process? • What are the particularities of marketing mix execution in re-tailing (for example, selling and executing price policies, de-veloping and executing promotional strategies, etc.)? • What are the new trends and developments in retail marketing? • How does service retailing differ from product retailing? • How do retailers leverage the large volume of data (customer/product related) which is available today? • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and the participation of guest speakers with in-depth experience in the field.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Name	Risk Management in Financial Institutions		
Module number	16002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Management in banks and other financial services		
Module is allocated to	Major Finance Major Accounting and Taxation Minor Asset Management Minor Finance Minor Bank Management Minor Insurance Management		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...analyse methods necessary in order to calculate the risks of market prices and of loan losses. ...interpret controlling regulations concerned with risk limitation. ...apply variables of risk calculation to decisions concerned with bank management and which cannot be easily made. ...analyse different risk estates with regard to a goal-oriented control of yields and risks. ...evaluate tools used to control risks of market prices and loan losses.		
Contents	<ul style="list-style-type: none"> • Diversification of risks in perfect and imperfect financial markets • Risk and risk estate • Management of foreign currency risks • Management of risks of interest changes • Management of risks of loan loss 		
Additional Information	Hartmann-Wendels, T., Pfingsten, A., Weber, M.: Bankbetriebslehre, 4. Aufl. 2007		
Responsible Faculty Member	Prof. Dr. Thomas Hartmann-Wendels		

Modules S

Name	Selected Issues in Accounting and Auditing I – Corporate Disclosure		
Module number	32101	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant in order to analyse annual accounts oriented towards the capital market and other regular capital market information.		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Finance Minor Auditing		
Examination Requirements	KL		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...become more acquainted with lawful and strategic aspects of modern capital market orientation.</p> <p>...determine, adopting different perspectives, in how far the data of rendering of accounts are useful when it comes to making decisions.</p> <p>...operationalise economic concepts of evaluation in the context of annual accounts.</p> <p>...deepen their knowledge about rendering of accounts in areas with practical orientation.</p>		
Contents	<ul style="list-style-type: none"> • Regulation of information regarding the capital market • Value, Relevance-Studies • Methods of the rating of companies • Analyses based on financial ratios • Special issues of the balancing of accounts of groups 		
Information about Teaching and Learning Methods	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner		

Name	Selected Issues in Accounting and Auditing II - Audit		
Module number	32102	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge acquired is relevant in order to understand methods and institutions of audits of annual accounts as well as their practical layouts.		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Auditing		
Examination Requirements	KL		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...become more acquainted with institutional aspects of audits of annual accounts. ...acquire methodical skills in order to apply modern techniques of auditing. ...operationalise economic concepts of analysis in the context of audits of annual accounts. ...deepen methodical knowledge in areas of practical orientation.		
Contents	<ul style="list-style-type: none"> • Regulations of auditing • System audits and analytic audits • Planning and procedure of audits • Audits of individual cases • Audits of specific industries and of different occasions 		
Information about Teaching and Learning Methods	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner		

Name	Selected Issues in Accounting and Taxation		
Module number	19301	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Insight into current topics and issues in the field Accounting and Taxation		
Module is allocated to	Major Accounting and Taxation Minor Accounting		
Examination Requirements	KL, so		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...recognize current questions in the area of Accounting and Taxation and develop appropriate solution statements analyse case studies according to topics of Accounting and Taxation.</p> <p>...contrast the interests of different Stakeholders</p> <p>...explain implications of decisions in the area of Accounting and Taxation related to the corporate as well as the social environment</p>		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term. 		
Additional Information	<p>This module is offered in an irregular cycle, mostly by (guest) lecturers of the University of Cologne. The courses can be held as a block course.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Prof. Dr. Carsten Homburg, Prof. Dr. Christoph Kuhner, Prof. Dr. Norbert Herzig		

Name	Selected Issues in Bank Management		
Module number	16101	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management functions in banks and financial services.		
Module is allocated to	Minor Bank Management		
Examination Requirements	KL, PR, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...evaluate in how far current developments in the bank industry influence the business strategies of banks.</p> <p>...apply methods of business and management economics to special economic issues.</p> <p>...analyse new bank products and their fields of application.</p>		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods	There will be phases focusing on exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Thomas Hartmann-Wendels		

Name	Selected Issues in Business Ethics		
Module number	29213	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	0 h	Independent Studies	0 h
Qualifications	Internal/ external consultancy, planning staff.		
Module is allocated to	Major Corporate Development - Strategy, Organization and Human Resources Minor Corporate Development - Strategy, Organization and Human Resources		
Examination Requirements	KL, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	English		
Learning Objectives	Students... ...acquire insights into essential parts of business ethics ...are guided to critically reflect their own role in a company ...develop visions of responsible behavior in business ...apply the learned material to concrete case studies		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term 		
Information about Teaching and Learning Methods	This course is not offered in a regular cycle. Mostly, junior professors or guest lecturers will hold this course.		
Additional Information	Required reading will be announced at the beginning of the term. The course may take place only in the first or the second half of a semester.		
Responsible Faculty Member	Prof. Dr. Bernd Irlenbusch		

Name	Selected Issues in Business Policy and Logistics		
Module number	30007	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	0 h	Independent Studies	0 h
Module is allocated to	Major Corporate Development - Strategy, Organization and Human Resources Minor Corporate Development - Strategy, Organization and Human Resources		
Examination Requirements	KL, so		
Courses	lecture, practice, seminar		
Language	German or English		
Learning Objectives	Students... ...		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Selected Issues in Business Taxation I		
Module number	19501	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge gained and the skills acquired in this module can be used in tax advisory, tax departments of companies and in the accounting or the financial sector.		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Finance Minor Business Taxation		
Examination Requirements	KL, MP		
Information about Examination Requirements	2 written exams of 45 min. each or 2 oral exams or a combination of both (weight of each exam for the final grade: 50%)		
Recommended Prior Knowledge	Basic knowledge of Business Taxation.		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...improve their knowledge in specialized and highly practice-oriented areas of business taxation ...apply the acquired knowledge to case studies. ...		
Contents	<ul style="list-style-type: none"> • International Tax Planning (E) • Tax Accounting • Determination of taxable income and accounting • Taxation of medium-sized companies • Group taxation • Real estate taxation 		
Information about Teaching and Learning Methods	<p>The students have to choose two courses. However, courses that have already been taken for the module "Selected Issues in Business Taxation II" cannot be chosen.</p> <p>For example courses (lecture/tutorial) on the following subjects are offered:</p> <ol style="list-style-type: none"> 1. International Tax Planning 2. Tax Accounting 3. Determination of taxable income 4. Taxation of medium-sized companies 5. Group taxation 6. Real estate taxation <p>Lectures with tutorials when required.</p>		

Additional Information	The bibliography is given in the lecture.
Responsible Faculty Member	Prof. Dr. Michael Overesch

Name	Selected Issues in Business Taxation II		
Module number	19502	Workload	180 h
Credit Points	6	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	The knowledge gained and the skills acquired in this module can be used in tax advisory, tax departments of companies and in the accounting or the financial sector..		
Module is allocated to	Major Accounting and Taxation Minor Business Taxation		
Examination Requirements	KL, MP		
Information about Examination Requirements	2 written exams of 45 min. each or 2 oral exams or a combination of both (weight of each exam for the final grade: 50%)		
Recommended Prior Knowledge	Basic knowledge of Business Taxation.		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...improve their knowledge in specialized and highly practice-oriented areas of business taxation. ...apply the acquired knowledge to case studies. ...		
Contents	<ul style="list-style-type: none"> • International Tax Planning • Tax Accounting • Determination of taxable income and accounting • Taxation of medium-sized companies • Group taxation • Real estate taxation 		
Information about Teaching and Learning Methods	<p>The students have to choose two courses. However, courses that have already been taken for the module "Selected Issues in Business Taxation I" cannot be chosen.</p> <p>For example courses (lecture/tutorial) on the following subjects are offered:</p> <ol style="list-style-type: none"> 1. International Tax Planning (E) 2. Tax Accounting 3. Determination of taxable income 4. Taxation of medium-sized companies 5. Group taxation 6. Real estate taxation <p>Lectures with tutorials when required.</p>		
Additional Information	The bibliography is given in the lecture.		
Responsible Faculty	Prof. Dr. Michael Overesch		

Member	
---------------	--

Name	Selected Issues in Controlling		
Module number	20004	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial fields of activity which provide information based on specific expertise in theory and practice for planning and documentation purposes		
Module is allocated to	Major Accounting and Taxation Minor Controlling		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...acquire specific knowledge about current issues in controlling</p> <p>...become familiar with specific problems in controlling of selected companies and apply the acquired knowledge in practical case studies</p> <p>...discuss implementation issues regarding the design and implementation of controlling instruments</p> <p>...learn the advantages and disadvantages of innovative controlling instruments like Activity-Based Costing, Target Costing and Value based management from a practical perspective</p>		
Contents	<ul style="list-style-type: none"> • The actual topics of this class will be announced every term. Usually following topics will be covered: • Legal provisions for risk management systems • Design and implementation of an early risk detection system • Establishment of a risk management system • German Corporate Governance Code • Auditing of a risk management system by the internal revision department • Auditing of risk management systems by the final auditor • Case studies 		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Name	Selected Issues in Cooperative Economics		
Module number	37010	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Advanced theoretically guided knowledge on forms of cooperative self-help in selected fields of application.		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	KL, so		
Courses	lecture, practice		
Alternatively	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...describe, interpret and analyse selected topics in cooperative economics</p> <p>...explain the social relevance of cooperative economics against the background of increasing globalisation</p> <p>...anticipate and evaluate implementations of decisions for different stakeholders</p>		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in cooperative economics. 		
Information about Teaching and Learning Methods	Lecture, discussions and student presentations		
Additional Information	<p>Courses(s) of the module will be announced prior to start of university lectures(KLIPS)</p> <p>Courses might be held in English.</p>		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Selected Issues in Corporate Development (International)		
Module number	29209	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Internal/ external consultancy, planning staff.		
Module is allocated to	Major Corporate Development - Strategy, Organization and Human Resources Minor Corporate Development - Strategy, Organization and Human Resources		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...recognize current questions in the area of Corporate Development and develop appropriate solution statements ...analyse case studies according to topics of corporate development and argue from different perspectives ...Contrast the interests of different Stakeholders ...Explain implications of decisions in the area of Corporate Development related to the corporate as well as the social environment		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term. 		
Information about Teaching and Learning Methods	This course is not offered in a regular cycle. Mostly, guest lecturers will hold this course.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka, Prof. Dr. Mark Ebers, Prof. Dr. Dr. h.c. Werner Delfmann, Prof. Dr. Bernd Irlenbusch		

Name	Selected Issues in Corporate Development and Organizations		
Module number	29214	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Module is allocated to	Major Corporate Development – Strategy, Organization and Human Resources Minor Corporate Development – Strategy, Organization and Human Resources		
Examination Requirements	KL, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	Students... ...		
Responsible Faculty Member	Prof. Dr. Mark Ebers		

Name	Selected Issues in Economic Psychology		
Module number	52014	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of marketing and human resource management; corporate consulting.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	KL, RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...illustrate current theories and trends in economic psychology</p> <p>...state practical implications of these theories</p> <p>...analyse current issues in economic psychology and develop appropriate solution statements</p>		
Contents	<ul style="list-style-type: none"> Selected Issues in Economic Psychology 		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>Required readings will be announced in KLIPS or in the first session.</p>		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Selected Issues in Economic and Social Geography		
Module number	50004	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...recognize different research questions of Economic and Social Geography.</p> <p>...discover and discuss recent economic, social and ecological problems from the sight of Economic Geography.</p> <p>...specify, analyse and classify different regional and sectoral topics of economic development.</p> <p>...evaluate options for actors.</p>		
Contents	<ul style="list-style-type: none"> • Concepts and paradigms of Economic and Social Geography • Topics of regional growth and development and further specific aspects of Economic Geography 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Martina Fuchs		

Name	Selected Issues in Energy Economics I		
Module number	35010	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	KL, so, MP		
Alternatively	RE, HA, so		
Recommended Prior Knowledge	None.		
Courses	lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...get to know the concepts and structures of the energy market.</p> <p>...analyse the interactions between market and companies as well as apply specific models to answer selected questions.</p> <p>...discuss the design and economic impact of different market designs.</p> <p>...</p>		
Contents	<ul style="list-style-type: none"> • For example: • Energy trade • Market design questions • Electricity market pricing 		
Information about Teaching and Learning Methods	Lectures, exercises, seminar paper, presentation of seminar paper, guest lectures		
Additional Information	The course will be held every week during the lecture period. They may also take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge		

Name	Selected Issues in Energy Economics II		
Module number	35011	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	KL, RE, HA, so, MP		
Alternatively	KL, so, MP		
Recommended Prior Knowledge	None.		
Courses	seminar		
Alternatively	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...understand the interdisciplinary dimension of climate policy.</p> <p>...apply economic concepts to the example of climate change/ climate policy.</p> <p>...directly apply their acquired knowledge in a simulation of climate negotiations.</p> <p>...enhance their soft skills by working in teams and simulating negotiations.</p>		
Contents	<ul style="list-style-type: none"> • Natural science background of climate change • The public goods problem, external effects and internalization • Concepts of resource economics (connection between price formation and reserves/ resources) • Game theoretical aspects of climate policy • History and current status of climate policy 		
Information about Teaching and Learning Methods	Lectures, group work, presentation of group work, simulation of climate negotiations		
Additional Information	The courses will be held every week during the lecture period. They may also take place as block course.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge		

Name	Selected Issues in Finance		
Module number	18009	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Activities in quantitatively oriented departments of financial institutions and non-financial companies, especially in treasury and risk management.		
Module is allocated to	Minor Asset Management		
Examination Requirements	KL, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...illustrate current theories and trends in finance and develop appropriate solution statements</p> <p>...describe, interpret, and analyse selected issues in Finance according to specific expertise</p> <p>.... argue from different perspectives and consider interests of different Shareholders and Stakeholders.</p>		
Contents	<ul style="list-style-type: none"> The content will be announced prior to the relevant term. 		
Additional Information	<p>Class dates will be announced via KLIPS shortly before the start of the term (see KLIPS).</p> <p>A reading list will be announced at the beginning of the course.</p> <p>The course may be taught exclusively in the first or the second part of the term, or as a block course (see KLIPS).</p> <p>The course may be taught by (guest) lecturers (see KLIPS).</p>		
Responsible Faculty Member	Prof. Dr. Alexander Kempf		

Name	Selected Issues in Health Care Management		
Module number	86008	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Health Care Management from a practical point of view.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination Requirements	KL, RE, HA, so		
Courses	lecture, practice, seminar		
Language	German or English		
Learning Objectives	Students... ...read current publications, ...discuss current topics from an economic perspective, ...try to find topics suitable to be dealt with in a thesis.		
Contents	<ul style="list-style-type: none"> • Topics related to health care management, putting the main emphasis on: • Organisation design and behaviour • Operations management and quantitative methods • Health Technology Assessment • Evidence Based Medicine 		
Information about Teaching and Learning Methods	<p>This course is not offered in a regular cycle. Mostly guest lectures will hold this course.</p> <p>Information if the course will be given and further information will be shown on the corresponding homepage: http://www.mig.uni-koeln.de/ (Prof. Kuntz) or http://gesundheitsoekonomie.uk-koeln.de/ (Prof. Stock)</p>		
Additional Information	<p>Required reading will be announced at the beginning of the term.</p> <p>Responsible Faculty Member:</p> <p>Univ.-Prof. Dr. Ludwig Kuntz, Seminar für Allgemeine Betriebswirtschaftslehre und Management im Gesundheitswesen (General Business Administration, Health Care Management)</p> <p>Univ.-Prof. Dr. med. Stephanie Stock, Institut für Gesundheitsökonomie und Klinische Epidemiologie (IGKE) Klinikum der Universität zu Köln (AöR), Köln Institute for Health Economics and Clinical Epidemiology The University Hospital of Cologne (AöR), Cologne</p>		
Responsible Faculty Member	PD Dr. med. Stephanie Stock, Prof. Dr. Ludwig Kuntz		

Name	Selected Issues in Human Resource Management		
Module number	26007	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Internal/ external consultancy, planning staff.		
Module is allocated to	Major Corporate Development - Strategy, Organization and Human Resources Minor Corporate Development - Strategy, Organization and Human Resources		
Examination Requirements	KL, so		
Courses	lecture, practice		
Alternatively	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...recognize current topics in the area of Human Resource Management and develop appropriate solution concepts.</p> <p>...analyze and discuss case studies related to topics of Human Resource Management and argue from different perspectives.</p> <p>...apply methods (such as survey methods or applied econometrics) to analyze questions in the field of Human Resource Management.</p> <p>...contrast the interests of different stakeholders of HR.</p> <p>...explain implications of decisions in the area of Human Resource Management</p>		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term 		
Information about Teaching and Learning Methods	This course is not offered on a regular basis. Mostly, junior professors or guest lecturers will hold this course.		
Additional Information	<p>Required reading will be announced at the beginning of the term (see KLIPS). Compulsory reading will be announced in KLIPS.</p> <p>The course may take place only in the first or the second half of a semester.</p>		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka		

Name	Selected Issues in Information Systems I		
Module number	48402	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Scientific analysis of current topics in information systems		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	none		
Courses	missing informations shall be governed by the chairs		
Language	German or English		
Learning Objectives	Students... ...cope with current topics in information systems. ...present and apply fundamental information system theories. ...discuss information systems' benefits for solving scientific problems.		
Contents	<ul style="list-style-type: none"> • Current topics in information systems 		
Information about Teaching and Learning Methods	Courses are held by visiting lecturers. Courses might be held in block seminars. Required readings will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis, Prof. Dr. Detlef Schoder		

Name	Selected Issues in Information Systems II		
Module number	48403	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Scientific analysis of current topics in information systems		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	none		
Courses	missing informations shall be governed by the chairs		
Language	German or English		
Learning Objectives	Students... ...cope with current topics in information systems. ...present and apply fundamental information system theories. ...discuss information systems' benefits for solving scientific problems.		
Contents	<ul style="list-style-type: none"> • Current topics in information systems 		
Information about Teaching and Learning Methods	Courses are held by visiting lecturers. Courses might be held in block seminars. Required readings will be announced each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis, Prof. Dr. Detlef Schoder		

Name	Selected Issues in Insurance Management		
Module number	31008	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Graduates often enter the risk management of large businesses and other organizations. They may also take challenging positions within insurance or benefit consulting firms, brokerage firms, agency operations, or insurance companies.		
Module is allocated to	Minor Insurance Management		
Examination Requirements	KL, so		
Alternatively	RE, HA		
Recommended Prior Knowledge	None		
Courses	lecture, practice		
Alternatively	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...analyse and discuss current topics in insurance business.</p> <p>...illustrate basic theories of Insurance Management and implement them into practice</p> <p>...Explain implications of decisions and refer to their conclusions</p> <p>...argue from different perspectives and consider interests of different Shareholders and Stakeholders.</p>		
Contents	<ul style="list-style-type: none"> • Current topics in insurance business 		
Information about Teaching and Learning Methods	Contents can be altered and modified.		
Additional Information	<p>The courses will be announced on short term notice before the start of the semester (see KLIPS).</p> <p>Relevant readings will be announced in class or KLIPS.</p> <p>The courses will potentially be held only in the first or in the second half of the semester (see KLIPS).</p>		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin		

Name	Selected Issues in Market and Consumer Psychology		
Module number	52015	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of marketing and human resource management; corporate consulting, market research and advertisement.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	KL, RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...illustrate basic theories of Market and Consumer Psychology and implement them into practice</p> <p>...analyse current issues in Market and consumer psychology and develop appropriate solution statements</p>		
Contents	<ul style="list-style-type: none"> Selected Issues in Market and Consumer Psychology 		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>Required readings will be announced in KLIPS or in the first session.</p>		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Selected Issues in Marketing		
Module number	24303	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in the area of marketing and retailing		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	so, AN		
Language	German or English		
Learning Objectives	Students... ...analyse current issues in the field of marketing and develop appropriate solution statements ...work on case studies/examples argue from different perspectives ...derive management relevant implications from case study results.		
Contents	<ul style="list-style-type: none"> • Current topics in marketing, e.g. • market analyses • business projects • development of marketing concepts 		
Information about Teaching and Learning Methods	The module can only be taken at a university abroad.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner, Prof. Dr. Marc Fischer, Prof. Dr. Werner Reinartz		

Name	Selected Issues in Organisational Psychology		
Module number	52016	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of HR and Personnel Development; corporate consulting.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	KL, RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...get an overview of current theories and trends in the industrial and organizational psychology as well as of their practical implications.</p> <p>...illustrate basic theories of Organizational Psychology as well as their practical implications</p> <p>...analyse current issues in Organizational psychology and develop appropriate solution statements</p>		
Contents	<ul style="list-style-type: none"> Selected Issues in Organisational Psychology 		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>Required readings will be announced in KLIPS or in the first session.</p>		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Selected Issues in Political Science		
Module number	40302	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Students gain the ability to analyse key issues and problems of political science on the basis of sound theoretical and methodological knowledge		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, so		
Language	German or English		
Learning Objectives	Students... ...identify and understand relevant issues and problems in the field of political science and to ...analyse these problems in theoretically and methodologically adequate ways. ... apply theories and methods of political science in empirical investigations, and reflect them in a critical manner. ...organise and implement research projects in the field of political science.		
Contents	<ul style="list-style-type: none"> • Political Theory and History of Political Ideas • International Relations • Comparative Politics • European Politics 		
Information about Teaching and Learning Methods	e-learning units (ILIAS) may be made available		
Additional Information	The courses may be announced shortly before the beginning of the term (see KLIPS). A list of required readings will be made accessible via KLIPS or during the first session; courses may be held on a mid-term basis (in the first or second half of the term)		
Responsible Faculty Member	Prof. Dr. Wolfgang Leidhold, Prof. Dr. Christine Trampusch, Prof. Dr. André Kaiser, Prof. Dr. Thomas Jäger, Prof. Dr. Wolfgang Wessels		

Name	Selected Issues in Retailing		
Module number	22102	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Insight into current topics and problems in Retailing		
Module is allocated to	Minor Retail Management		
Examination Requirements	KL, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	Students... ...gain specific insights into current topics in Retailing. ...describe, interpret and analyse selected issues in Retailing.		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term 		
Additional Information	Courses(s) of the module will be announced prior to start of university lectures (see KLIPS). The module can be held by (guest) lecturers and can take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Name	Selected Issues in Social Policy		
Module number	41009	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Activities in national and international institutions of social security.		
Module is allocated to	Minor Social Policy		
Examination Requirements	KL, so		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...describe, interpret and analyse current and selected topics and problems in the field of social policy</p> <p>...recognise alternating dependency of different social partners</p> <p>...anticipate and evaluate implications of decisions in Social Policy for different stakeholders</p> <p>...argue from different perspectives and define their positions against others</p>		
Contents	<ul style="list-style-type: none"> • Alternate contents relevant to current and selected topics and problems in cooperative economics. 		
Information about Teaching and Learning Methods	Lecture, discussions and student presentations		
Additional Information	<p>Courses(s) of the module will be announced prior to start of university lectures (KLIPS)</p> <p>Courses might be held in English.</p>		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Selected Issues in Social Psychology		
Module number	52012	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in the areas of Human Resource Management; corporate consulting.		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	KL, RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...elaborate current and selected topics and problems as well as of their practical implications in the field of social Psychology</p> <p>...analyse problems in social psychology and develop appropriate solution statements</p>		
Contents	<ul style="list-style-type: none"> Selected Issues in Social Psychology 		
Additional Information	<p>The courses of this module can be announced on short term notice before the start of the semester (see KLIPS).</p> <p>Required readings will be announced in KLIPS or in the first session.</p>		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Selected Issues in Sociology and Empirical Social Research		
Module number	12014	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Ability to analyse essential questions and problems of social inequality and social change on the basis of theoretical and methodological knowledge and skills.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	KL, RE, HA		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...recognise and understand sociologically relevant questions and problems and analyse them in theoretically and methodologically ways.</p> <p>...use sociological theories and methods as instruments for diagnoses of the present.</p> <p>...recognise and understand the complexities of social dependencies and learn to assess the direct and indirect consequences of social events and interventions.</p>		
Contents	<ul style="list-style-type: none"> • Social change • Social inequality • Sociological theories • Methods of empirical social research 		
Information about Teaching and Learning Methods	Lecture with integrated group work and discussion or Student presentations, discussion and interpretation of readings in seminar sessions		
Additional Information	<p>The enrollment to the courses takes place in KLIPS.</p> <p>Exams have to be registered at the examination office.</p> <p>The module session(s) may be announced on short notice prior to the beginning of the course (see KLIPS).</p> <p>Required readings will be announced on KLIPS or the first session.</p> <p>The sessions may be held in the first or second half of the semester only (see KLIPS).</p> <p>A prepared reader will be made available for independent studies.</p>		
Responsible Faculty Member	Prof. Dr. Marita Jacob, Prof. Dr. Michael Wagner, Prof. Dr. Clemens Kroneberg, Prof. Dr. Karsten Hank		

Name	Selected Issues in Supply Chain Management		
Module number	27201	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), project management and consulting		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...recognise and explain current developments and concepts in Supply Chain Management. ...regard new concepts from a critical angle and refer to advantages and disadvantages. ...analyse a concrete example in cooperation with a company.		
Contents	<ul style="list-style-type: none"> • New concepts for Supply Chain Management • Current issues from the area of Supply Chain Management • Elaboration of management reports • Students learn to present their topics in class 		
Additional Information	Required reading will be announced at the beginning of the term. The course is offered by an external lecturer.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann		

Name	Selected Media and Technology Issues		
Module number	25011	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media, information and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	KL, RE, MP, AN		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...discuss selected issues in media management and technology ...argue from different perspectives and define their positions against others ...asses product developments and business plans		
Contents	<ul style="list-style-type: none"> Varying topics to be determined ahead of time 		
Information about Teaching and Learning Methods	Lecture, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Selected Media and Technology Topics		
Module number	25008	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media, information and telecommunication technologies.		
Module is allocated to	Minor Media Management		
Examination Requirements	KL, RE, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...deepen their knowledge about selected issues in media management by means of structured analyses, practical applications product development, business plans, simulations or market games.		
Contents	<ul style="list-style-type: none"> • Varying topics to be determined ahead of time 		
Information about Teaching and Learning Methods	Lecture, case studies, concrete examples, exercises, interaction and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Selected Problems in Retailing		
Module number	22011	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management activities in retailing, customer relationship management and marketing.		
Module is allocated to	Minor Retail Management		
Examination Requirements	KL, HA, MP		
Courses	practice, lecture, seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...analyse current problems in of retailing and customer management.</p> <p>...illustrate current theories in retailing and use them in practice</p> <p>...balance the application of instruments due to different interests of Shareholders</p>		
Contents	<ul style="list-style-type: none"> • The contents of the courses can change. • Current topics could be for example: • Data analysis in marketing • Consumer behaviour • International Retailing 		
Information about Teaching and Learning Methods	The contents of the courses may be lectures, case studies and/or simulations.		
Additional Information	Relevant readings will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Name	Selected Topics in Corporate Development		
Module number	29216	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Internal/external consultancy, planning staff		
Module is allocated to	Major Corporate Development		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...recognize current questions in the area of Corporate Development</p> <p>...and develop appropriate solution statements</p> <p>...analyse case studies according to topics of corporate development</p> <p>...and argue from different perspectives</p> <p>...Contrast the interests of different Stakeholders</p> <p>...Explain implications of decisions in the area of Corporate</p> <p>...Development related to the corporate as well as the social</p> <p>...environment</p>		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term 		
Information about Teaching and Learning Methods	This course is not offered in a regular cycle		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka, Prof. Dr. Mark Ebers, Prof. Dr. Dr. h.c. Werner Delfmann, Prof. Dr. Bernd Irlenbusch		

Name	Selected Topics in Finance		
Module number	21301	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30-60 h	Independent Studies	120-150 h
Qualifications	Activities in quantitatively oriented departments of companies, banks, insurances, especially in the finance and investment field.		
Module is allocated to	Major Finance Minor Finance		
Examination Requirements	KL, so		
Alternatively	RE, HA		
Courses	practice, lecture		
Alternatively	seminar		
Language	German or English		
Learning Objectives	Students... ...learn to comment on current issues in Finance in a qualified way.		
Contents	<ul style="list-style-type: none"> Current issues in the fields of financial markets, corporate finance, and financial service providers such as banks, insurance companies and investment companies 		
Information about Teaching and Learning Methods	Lecture with integrated exercise sessions or seminar		
Additional Information	Class dates will be announced via KLIPS shortly before the start of the term (see KLIPS). Required reading will be announced via KLIPS. Classes may be taught exclusively in the first or the second part of the term (see KLIPS).		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin, Prof. Dr. Thomas Hartmann-Wendels, Prof. Dr. Dieter Hess, Prof. Dr. Alexander Kempf		

Name	Selected Topics in Marketing		
Module number	24005	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management tasks in marketing and retailing		
Module is allocated to	Major Marketing Minor Marketing		
Examination Requirements	KL, so, MP, AN		
Recommended Prior Knowledge	No recommended prior knowledge		
Courses	lecture, practice, seminar		
Language	German or English		
Learning Objectives	Students... ...analyse current issues in the field of marketing and develop appropriate solution statements ...analyse case studies and argue from different perspectives ...consider interests of different Stakeholders ...Explain implications of decisions related to issues in marketing related to the corporate as well as the social environment		
Contents	<ul style="list-style-type: none"> • Current topics in Marketing 		
Information about Teaching and Learning Methods	No information about teaching and learning		
Additional Information	The module is offered at the University of Cologne by guests. Block courses are possible. Readings are announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Franziska Völckner, Prof. Dr. Marc Fischer, Prof. Dr. Werner Reinartz		

Name	Selected Topics: Econometrics		
Module number	44304	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected econometric methods and their applications		
Module is allocated to	Major Economics - Field (Statistics and Econometrics) Minor Statistics and Econometrics		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	At least one Master's course in econometrics.		
Courses	practice, lecture, project		
Language	German or English		
Learning Objectives	Students... ...know special econometric methods and apply them to solve exemplary tasks.		
Contents	<ul style="list-style-type: none"> • Recent econometric methods • Applications in the economic and social sciences 		
Information about Teaching and Learning Methods	Lectures, exercises, projects		
Additional Information	<p>Exam modalities: Written exam (60 min.) or oral exam (20 min.) or combination of written exam (60 %) and accomplishments from exercises/tests/projects (40 % of final score).</p> <p>The effective exam modalities are announced at the beginning of the course.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld		

Name	Selected Topics: Economic Design and Behavior		
Module number	15509	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Students learn to work with scientific literature and independently identify and address research questions in economic design and behavior.		
Module is allocated to	Major Economics – Field (Economic Design and Behavior) Minor Institutions and Markets		
Examination Requirements	KL, so, MP		
Recommended Prior Knowledge	-		
Courses	lecture		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>... look into current theoretical and applied issues of design and behavioral economics by employing models and methods learnt over the course of their studies in economics.</p> <p>.... scrutinize and evaluate the applicability of diverse economics concepts to specific economic situations.</p> <p>... discuss the results in class with the other course participants.</p>		
Contents	<ul style="list-style-type: none"> • Recent topics in design, behavioral, and experimental economics. • 		
Information about Teaching and Learning Methods	<p>Students may earn bonus points in the course of the lecture and the exercise class. These bonus points may have an influence on the final grade.</p> <p>Examination method is "written exam", unless something else is announced at the beginning of the course.</p> <p>Course may be offered as a block seminar.</p>		
Additional Information	Recommended reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels		

Name	Selected Topics: Macroeconomics, Growth and Inequality		
Module number	15701	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in the media sector, political parties, research institutes, the financial sector and other institutions where a solid knowledge in the selected issues of the mentioned matters is helpful.		
Module is allocated to	Major Economics – Field (Macroeconomics, Growth and Inequality) Minor Economic Policy and Public Finance		
Examination Requirements	KL, so, MP		
Language	German or English		
Learning Objectives	Students... ...know the empirical facts and institutions for the selected issues and can rank their relevance critically. ...analyse the relevant theoretical, empirical and applied literature. ...discuss and review the selected issues thereby using their skills in macroeconomics, economic policy and public finance.		
Contents	<ul style="list-style-type: none"> • Empirical facts • Institutional conditions • Positive theoretical models • Normative valuation • of selected issues of Macroeconomics, Economic Policy and Public Finance 		
Information about Teaching and Learning Methods	Will be announced before the term starts.		
Responsible Faculty Member	CMR Center for Macroeconomic Research		

Name	Selected Topics: Macroeconomics, Money and Financial Markets		
Module number	15510	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Qualifies students for work in the media sector, political parties, research institutes, the financial sector and other institutions where a solid knowledge in the selected issues of the mentioned matters is helpful.		
Module is allocated to	Major Economics – Field 3: Macroeconomics, Money and Financial Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, so, MP		
Courses	lecture, practice, seminar		
Language	German or English		
Learning Objectives	Students... ...know the empirical facts and institutions for the selected issues and can rank their relevance critically. ...analyze the relevant theoretical, empirical and applied literature. ...discuss and review the selected issues thereby using their skills in macroeconomics, economic policy and public finance.		
Contents	<ul style="list-style-type: none"> • empirical facts • institutional conditions • Positive theoretical models • normative valuation • of the selected topics in Macroeconomics, Money and Financial Markets 		
Information about Teaching and Learning Methods	Will be announced before the term starts.		
Responsible Faculty Member	CMR Center for Macroeconomic Research		

Name	Selected Topics: Markets and Institutions		
Module number	15506	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Module is allocated to	Major Economics - Field (Markets and Institutions) Major Health Economics Minor Institutions and Markets		
Examination Requirements	KL, so, MP		
Courses	practice, lecture, seminar		
Language	German or English		
Learning Objectives	Students... ...		
Responsible Faculty Member	N.N.		

Name	Selected Topics: Public Economics		
Module number	15009	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in institutions that deal with public finance Activities in economic research institutions and in the field of business journalism Activities in academic research and education		
Module is allocated to	Major Economics - Field (Public Economics) Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...analyse and interpret macro- and micro-economic models in consideration of government activities. ...apply methods of theoretical and empirical economic research to current public finance and fiscal problems. ...derive statements about effects of government activities. ...evaluate the validity of theoretical models with regard to the current economic happenings.		
Contents	<ul style="list-style-type: none"> • Micro- and macro-economic models • Methods of theoretical and empirical economic research 		
Additional Information	More information will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Felix Bierbrauer		

Name	Selected Topics: Statistics		
Module number	44303	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected statistical methods and their applications		
Module is allocated to	Major Economics - Field (Statistics and Econometrics) Minor Statistics and Econometrics		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	At least one advanced course in statistics ("Stochastische Modelle", "Statistisches Schließen", or similar)		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	Students... ...know special statistical methods and apply them to solve exemplary tasks.		
Contents	<ul style="list-style-type: none"> • Recent statistical methods • Applications in the economic and social sciences 		
Information about Teaching and Learning Methods	Lectures, exercises, projects		
Additional Information	<p>Exam modalities: Written exam (60 min.) or oral exam (20 min.) or combination of written exam (60 %) and accomplishments from exercises/tests/projects (40 % of final score).</p> <p>The effective exam modalities are announced at the beginning of the course.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler		

Name	Selected issues in the Law of Taxation		
Module number	45010	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation of selected issues concerning Tax Law.		
Module is allocated to	Major Accounting and Taxation		
Examination Requirements	MP, KL (120)		
Recommended Prior Knowledge	Basic knowledge in Tax Law.		
Courses	lecture		
Language	German		
Learning Objectives	Students... ...expand their knowledge in selected issues of Tax Law. As for their specialisation the students are invited to choose freely from the lectures offered, such as Group Taxation, Taxation of Mergers and Acquisitions or European Tax Law.		
Contents	<ul style="list-style-type: none"> • Dependand on the lectures offered. 		
Information about Teaching and Learning Methods	The Institute of Tax Law offers several lectures.		
Additional Information	.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey		

Name	Seminar Economic Design and Behavior		
Module number	15511	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students learn to work with scientific literature and independently identify and address research questions in economic design and behavior.		
Module is allocated to	Major Economics – Field (Economic Design and Behavior) Major Health Economics		
Examination Requirements	RE, HA, PR		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...look into current theoretical and applied issues in design and behavioral economics by employing models and methods learned over the course of their studies in economics.</p> <p>...scrutinize and evaluate the applicability of diverse economics concepts to specific economic situations.</p> <p>...summarize their insights in a written assignment.</p> <p>...present the results in class and discuss them with the other participants.</p>		
Contents	<ul style="list-style-type: none"> Recent topics in design, behavioral, and experimental economics. 		
Additional Information	Recommended reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Bettina Rockenbach		

Name	Seminar Macroeconomics, Growth and Inequality		
Module number	15512	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Independent conceptual works in the fields of Macroeconomics, Growth and Inequality		
Module is allocated to	Major Economics – Field (Macroeconomics, Growth and Inequality)		
Examination Requirements	RE, HA, PR		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...by themselves deal with current academic and applied questions in Macroeconomics, Growth and Inequality</p> <p>...using the theoretical or empirical skills acquired during their studies.</p> <p>...critically analyze relevant academic and applied literature.</p> <p>...summarize their results in a paper, have to present them in a seminar class and will discuss them with the other participants of the seminar.</p>		
Contents	<ul style="list-style-type: none"> • Topics will be chosen from general theoretical or current applied problems. 		
Additional Information	Additional information will be made available at the beginning of the term.		
Responsible Faculty Member	CMR Center for Macroeconomic Research		

Name	Seminar Macroeconomics, Money and Financial Markets		
Module number	15513	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Independent conceptional works in the fields of Macroeconomics, Money and Financial Markets		
Module is allocated to	Major Economics – Field (Macroeconomics, Money, and Financial Markets)		
Examination Requirements	RE, HA, PR		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...by themselves deal with current academic and applied questions in Macroeconomics, Money, and Financial Markets</p> <p>...using the theoretical or empirical skills acquired during their studies.</p> <p>...critically analyze relevant academic and applied literature.</p> <p>...summarize their results in a paper, have to present them in a seminar class and will discuss them with the other participants of the seminar.</p>		
Contents	<ul style="list-style-type: none"> • Topics will be chosen from general theoretical or current applied problems. 		
Additional Information	Additional information will be made available at the beginning of the term.		
Responsible Faculty Member	CMR Center for Macroeconomic Research		

Name	Seminar Markets and Institutions		
Module number	15514	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Module is allocated to	Major Economics - Institutions and Markets Major Health Economics		
Examination Requirements	RE, HA, PR		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...tackle current academic and applied issues and, by doing so, make use of the microeconomic knowledge acquired during their studies.</p> <p>...read the relevant academic and applied literature from a critical angle.</p> <p>...write a paper in which they summarise their results, present them in class and discuss them with the other participants.</p>		
Contents	<ul style="list-style-type: none"> Recent topics in microeconomic theory, experimental economics, markets and institutions in general. 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D.		

Name	Seminar Media Economics		
Module number	15605	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	insights into recent topics in media economics		
Module is allocated to	Major Economics - Field (Markets and Institutions) Minor Economic Behavior, Markets and Institutions Minor "Vertiefung VWL" Master Media Economy and Sociology Master Media Economy and Sociology - Minor Institutions and Markets Master Regional Studies elective subject Economics		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	at least 6 credit points in the field of microeconomics, theory and policy of media economics		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...analyze economic connections and problems in media markets. ...realize potential reasons for market failure and state failure in media markets. ...balance the interests of different stakeholders. ...discuss economic regulation and economic policy in media markets.		
Contents	<ul style="list-style-type: none"> • microeconomic models of media markets and their empirical testing • market failure and state failure in media markets 		
Information about Teaching and Learning Methods	--		
Additional Information	The seminar can be given as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Johannes Münster		

Name	Seminar Public Economics (Master)		
Module number	15515	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Independent conceptional works in the field of Public Economics		
Module is allocated to	Major Economics – Field (Public Economics)		
Examination Requirements	RE, HA, PR		
Courses	advanced seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...by themselves deal with current academic and applied questions in Public Economics using the theoretical or empirical skills acquired during their studies.</p> <p>...critically analyze relevant academic and applied literature.</p> <p>...summarize their results in a paper, have to present them in a seminar class and will discuss them with the other participants of the seminar.</p>		
Contents	<ul style="list-style-type: none"> • Topics will be chosen from general theoretical or current applied problems. 		
Additional Information	Additional information will be made available at the beginning of the term.		
Responsible Faculty Member	CMR Center for Macroeconomic Research		

Name	Seminar Statistics and Econometrics		
Module number	44013	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Recent methods of statistics and econometrics and their application in the economic and social sciences.		
Module is allocated to	Major Economics - Field (Statistics and Econometrics) Minor Statistics and Econometrics Master Regional Studies elective subject Economics		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	At least one Master's course in statistics or econometrics.		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...acquire recent methodology of statistics and econometrics from the literature, ...use such methodology and real data in analyzing problems related to economics and social sciences, ...write a paper according to academic standards, ...present their results and discuss them in class.		
Contents	<ul style="list-style-type: none"> • For example • time series analysis, • nonparametric methods, • analysis of discrete data, • methods for dealing with missing data. 		
Information about Teaching and Learning Methods	Students present and discuss their topics.		
Additional Information	The course is usually held in two days. It is assumed that students are familiar with data processing. Application starts in the semester before the seminar.		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld, Univ.-Prof. Dr. Karl Mosler		

Name	Seminar on Energy Economics (Master)		
Module number	35201	Workload	180 h
Credit Points	6	Recurrence Frequency	
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, companies, associations, administrations and many more in the energy industry.		
Module is allocated to	Major Economics – Field (Markets and Institutions) Minor Energy Economics		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	Prior knowledge in energy economics.		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...analyse market trends of certain sources of energy. ...treat certain issues of energy economics in detail. ...write and present a paper based on sound academic knowledge.		
Contents	<ul style="list-style-type: none"> • Specific questions from the area of energy economics. 		
Information about Teaching and Learning Methods	seminar paper, presentation of seminar paper, discussion, excursion		
Additional Information	The seminar will take place as a block course. The contents students are going to deal with will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge		

Name	Seminar on Modelling in Energy Economics		
Module number	35204	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	KL, RE, HA, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	Students... ...achieve an introduction in modelling with the programming language GAMS and particularly in linear programming. ...analyse and solve optimisation problems in energy economics based on the acquired modelling skills.		
Contents	<ul style="list-style-type: none"> • Linear programming • Programming language GAMS • Optimisation problems in energy economics 		
Information about Teaching and Learning Methods	Introduction to programming, development and presentation of own project, discussion		
Additional Information	The course will be held every week during the lecture period or may take place as block course.		
Responsible Faculty Member	PD Dr. Dietmar Lindenberger		

Name	Seminar on Self-Help Economics		
Module number	37201	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are able to perform functions in the area of consultancy or management in national and international organisations and companies with a membership structure (third sector) or development organisations.		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...discuss and compare current theoretical approaches to self-help economics as well as economic and social development in the context of industrial societies as well as developing countries.</p> <p>...Identify and analyse problems of self-help economics and explain solution methods on self chosen case studies</p> <p>...can handle methods and techniques necessary for academic presentations.</p>		
Contents	<ul style="list-style-type: none"> • Theory of self-help economics • Self-help concepts • Case studies • Presentation techniques 		
Information about Teaching and Learning Methods	Students present their topics in class		
Additional Information	Students have to enrol for the course in the Department of Cooperative Studies. Particular course contents will be announced on the department's homepage.		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Seminar on Social Policy		
Module number	41201	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international institutions of social security.		
Module is allocated to	Minor Social Policy		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German		
Learning Objectives	<p>Students...</p> <p>...recognise different areas of social security and compare underlying theoretical concepts.</p> <p>...apply these concepts to concrete problems.</p> <p>...discuss possible solutions on the basis of case studies.</p> <p>...use methods and techniques of academic presentations.</p>		
Contents	<ul style="list-style-type: none"> • Selected areas of social policy • Theory and policy of social security • Presentation techniques 		
Information about Teaching and Learning Methods	Students present their topics in class.		
Additional Information	Students have to enrol for the course in the Department of Social Policy.		
Responsible Faculty Member	Prof. Dr. Frank Schulz-Nieswandt		

Name	Social Change		
Module number	12008	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Explanation of social change which is empirically sound and which follows theoretical guidelines.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...analyse social diffusion processes.</p> <p>...analyse processes of social change at a macro, meso and micro level making use of appropriate theories, data and methods.</p> <p>...explain theories and models of social change, of the change of organisations, associations and groups, and of structural determinants of individual change processes.</p> <p>...analyse the change of selected social sub areas, e.g. educational system, family, economy, public policy, health care system.</p> <p>...apply methods of longitudinal analyses (panel, time series, cohort, and event analysis) and discuss them from a critical angle.</p> <p>...understand and evaluate relevant sociological, economic and historical data sources of longitudinal research.</p> <p>...understand and evaluate methodological problems related to the comparability of these data as far as the longitudinal perspective is concerned.</p> <p>...analyse historical case examples.</p>		
Contents	<ul style="list-style-type: none"> • Social processes and social change • Analysis of change at the macro level • Different types of longitudinal data, time series • Change of social sub areas 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	<p>The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office.</p> <p>Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.</p>		
Responsible Faculty Member	Prof. Dr. Michael Wagner		

Name	Social Structure		
Module number	12009	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Ability to analyse societies, institutions, organisations and networks at an advanced level.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...carry out an analysis of social structure, on the basis of a currently debated field of research related to sociology:</p> <p>...models and findings of the sociology of population,</p> <p>...theories, models and empirical findings regarding the horizontal and vertical differentiation of societies,</p> <p>...main features of the analysis of institutions and organisations,</p> <p>...theories and methods of network analysis as well as pioneering results of empirical research,</p> <p>...models and empirical findings of lifestyle research.</p> <p>...calculate basic statistical parameters of the sociology of population.</p> <p>...understand and explain the most important data sources of the analysis of social structure.</p> <p>...make use of important methods in order to measure social heterogeneity and inequality.</p> <p>...understand and explain the way social relations and social networks are analysed.</p>		
Contents	<ul style="list-style-type: none"> • Theories of the analysis of social structure • Main features of the sociology of population • Social differentiation and inequality • Analysis of networks, institutions and organisations • Practise: example of a particular analysis of social structure 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Michael Wagner		

Name	Software Systems for Supply Chain Management and Production		
Module number	28010	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in Supply Chain Optimisation and Advanced Planning Systems.		
Module is allocated to	Major Supply Chain Management Minor Management of Production and of Logistics		
Examination Requirements	KL, FS, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...In the theoretical part, students understand the basic structure, the basics of data systems technology and the planning models used in the modules (actual and budgeted condition, respectively) of Advanced Planning Systems. In the practical part, students learn to apply concrete Advanced Planning Systems.		
Contents	<ul style="list-style-type: none"> • Theoretical basics of Advanced Planning Systems (concepts, modules, models) • Basics of data systems technology (in particular relational data model) • Models for the planning of production and logistics processes for the modules: Network Design, Demand Planning, Supply Network Planning, Production Planning and Detailed Scheduling, Inventory Management, Available-to-Promise, Distribution Planning, Transportation Planning and Vehicle Routing • Introduction to the application of selected Advanced Planning Systems • Use of selected Advanced Planning Systems 		
Information about Teaching and Learning Methods	Two out of three parts make up the module.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Horst Tempelmeier		

Name	Special Methods of Analysis I		
Module number	13012	Workload	180 h
Credit Points	6	Recurrence Frequency	3
Attendance	60 h	Independent Studies	120 h
Qualifications	Being able to convert sociological issues into statistical analyses.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...explain the test-theoretical preconditions and statistical assumptions underlying the models.</p> <p>...elaborate special methods of analysis from the area of multivariate statistics.</p> <p>...Choose adequate methods for specific problems</p> <p>...convert sociological issues into statistical models and interpret their results in the context of the particular question.</p>		
Contents	<ul style="list-style-type: none"> • The module consists of selected statistical methods from the area of multivariate statistics. Among them are the following: • Measuring and scaling (multidimensional scaling and correspondence analysis) • Variance analysis • Cluster analysis • Discriminant analysis • Conjoint analysis 		
Information about Teaching and Learning Methods	In the lecture, the statistical basics of the according methods of analysis are depicted while during the exercise, selected issues are treated in detail on the basis of examples.		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Michael Wagner		

Name	Special Methods of Analysis II		
Module number	13013	Workload	180 h
Credit Points	6	Recurrence Frequency	3
Attendance	60 h	Independent Studies	120 h
Qualifications	Being able to convert sociological issues into statistical analyses.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...reproduce and define the test-theoretical preconditions and statistical assumptions underlying the models.</p> <p>...use special methods of analysis and can make use of them.</p> <p>...convert sociological issues into formal models and interpret their results in the context of the particular question.</p>		
Contents	<ul style="list-style-type: none"> • The module consist of selected formal methods of analysis and statistical models, as for example: • Network analysis • Meta-analysis • Robust and nonparametric methods • Matching methods • Simulation models • Qualitative Comparative Analysis 		
Information about Teaching and Learning Methods	In the lecture, the statistical basics of the according methods of analysis are depicted while during the exercise, selected issues are treated in detail on the basis of examples.		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Michael Wagner		

Name	Special Methods of Collecting Data		
Module number	13011	Workload	180 h
Credit Points	6	Recurrence Frequency	3
Attendance	60 h	Independent Studies	120 h
Qualifications	Ability to plan, carry out and evaluate complex studies related to social sciences.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	KL, so		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...have basic knowledge about common methods of sampling.</p> <p>...explain issues of standard methods of how to conduct surveys in the field of social sciences (surveys by post, personal interviews (PAPI and CAPI), surveys by telephone (CATI) and online surveys).</p> <p>...apply at least one special method of collecting data, e.g. non-standard surveys, content analysis, observation, experiment, factorial surveys, process-generated data, and Delphi panel of independent experts.</p> <p>...explain in how far it is possible to combine different methods of collecting data.</p>		
Contents	<ul style="list-style-type: none"> • Methods of sampling • Methods of how to conduct surveys (face-to-face, by post, by telephone) • Computer-assisted surveys (CAPI, CATI, online surveys) • Non-reactive methods of collecting data • Content analysis • (participating) Observation • Experiment and quasi-experiment 		
Information about Teaching and Learning Methods	<p>During the exercise, students practise what they have acquired in the lecture by applying their knowledge to concrete examples related to common issues of empirical social research.</p> <p>In addition to this, students practise dealing with relevant software in order to support and to use different methods of collecting data.</p>		
Additional Information	<p>The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office.</p> <p>Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.</p>		
Responsible Faculty Member	Prof. Dr. Hans-Jürgen Andreß		

Name	Special Topics in Econometrics		
Module number	44011	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected econometric methods and their applications		
Module is allocated to	Major Economics - Field (Statistics and Econometrics) Minor Statistics and Econometrics		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	At least one Master's course in econometrics.		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	Students... ...know special econometric methods and apply them to solve exemplary tasks.		
Contents	<ul style="list-style-type: none"> • Recent econometric methods • Applications in the economic and social sciences 		
Information about Teaching and Learning Methods	Lectures, exercises, projects		
Additional Information	<p>Exam modalities: Written exam (60 min.) or oral exam (20 min.) or combination of written exam (60 %) and accomplishments from exercises/tests/projects (40 % of final score).</p> <p>The effective exam modalities are announced at the beginning of the course.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld		

Name	Special Topics in Statistics		
Module number	44009	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected statistical methods and their applications		
Module is allocated to	Major Economics - Field (Statistics and Econometrics) Minor Statistics and Econometrics		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	At least one advanced course in statistics ("Stochastische Modelle", "Statistisches Schließen", or similar)		
Courses	practice, lecture		
Language	German or English		
Learning Objectives	Students... ...know special statistical methods and apply them to solve exemplary tasks.		
Contents	<ul style="list-style-type: none"> • Recent statistical methods • Applications in the economic and social sciences 		
Information about Teaching and Learning Methods	Lectures, exercises, projects		
Additional Information	<p>Exam modalities: Written exam (60 min.) or oral exam (20 min.) or combination of written exam (60 %) and accomplishments from exercises/tests/projects (40 % of final score).</p> <p>The effective exam modalities are announced at the beginning of the course.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler		

Name	Specific Economic Policy		
Module number	15040	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Consulting in the field of economic policy for policy-decision makers, public institutions and other. Activities related to research and education in the field of economic policy consulting		
Module is allocated to	Major Economics – Field (Markets and Institutions) Major Economics – Field (Public Economics) Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...analyse the scientific basis for developing theories and economic policy concepts. ...work out a normative reference which is intersubjectively verifiable to evaluate the regulatory organisation of economic and social processes. ...identify and evaluate essential differences between systems of planned economies and those of market economies. ...discuss different reasons for a social security system and principles of its organisation. ...apply their knowledge and the theoretical framework to current issues in the field of economic policy. ...enhance their ability to evaluate reform proposals and to take part in discussions.		
Contents	<ul style="list-style-type: none"> • Systems theory • Regulatory policy • Welfare economics • Theories of social justice 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Steffen J. Roth		

Name	Statistical Analysis of Financial Market Data (Adv.)		
Module number	44003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Statistical analysis of univariate and multivariate financial market data		
Module is allocated to	Minor Statistics and Econometrics Major Economics - Field (Statistics and Econometrics) Major Finance Minor Finance Minor Asset Management Minor Statistics and Econometrics Master Business Administration - Methods and Techniques		
Examination Requirements	KL (60), so, PR, MP		
Recommended Prior Knowledge	Sound knowledge of statistical inference and matrix algebra and a first course in econometrics		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...become familiar with statistical methods used to analyze financial data. These methods include test procedures used for empirical investigations of the efficiency of financial markets, statistical models for the volatility of asset returns, and statistical concepts used to measure the market risk in risk management. Students will practice the use of these statistical methods using standard software packages.		
Contents	<ul style="list-style-type: none"> • Asset Returns and Their Properties • Forecasting Asset Returns and Market Efficiency • Asset Pricing Models: CAPM and Consumption based Asset Pricing Models • Volatility Models: ARCH-, GARCH-, and Stochastic Volatility Models • Market Microstructure and High-Frequency Data • Value at Risk and Extreme Value Theory 		
Information about Teaching and Learning Methods	Interactive lecture and tutorial, lecture notes, literature study, exercises, empirical applications using standard computer software		
Additional Information	Examination requirements: Written exam (60 min) or oral exam (20 min) or a combination of written exam (60min) and activities during exercises/tests/projects (compulsory prerequisites for the exam). The effective exam modalities are announced at the beginning of the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Roman Liesenfeld		

Name	Strategic Alliances and Networks		
Module number	30003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	30-60 h	Independent Studies	150-120 h
Qualifications	Department of Corporate Development, Planning staff, internal / external consulting		
Module is allocated to	Major Supply Chain Management Major Marketing Major Corporate Development Strategy, Organisation and Human Resources Minor Supply Chain Management Minor Media Management Minor Corporate Development Strategy, Organisation and Human Resources		
Examination Requirements	KL (60), so, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...understand with the help of different types and approaches the establishment of inter-organisational networks as well as the differences of production of goods and services within the own company or through purchase in the market (make or buy). ...analyse in how far the issue of trust influences cooperation and become familiar with associated risks. ...analyse inter-organisational management concepts and become acquainted with the design of alliance governance systems. ...identify the different phases of evolution of networks within the organisation.		
Contents	<ul style="list-style-type: none"> • Theories of strategic networks • Types of strategic networks • Outsourcing • Reliance and risks of strategic networks • Management of networks • Development of strategic networks 		
Information about Teaching and Learning Methods	In the context of lectures and exercises, case studies and guest lectures help in deepening the students' knowledge about how the theoretical lecture material is used in practice.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Strategic Controlling		
Module number	20002	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial fields of activity which provide information for strategic decisions		
Module is allocated to	Major Accounting and Taxation Major Marketing Minor Accounting Minor Controlling		
Examination Requirements	KL, MP		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	Students... ...compare the advantages and limits of a proactive cost management and early cost planning ...apply new tools of cost management to case studies (life cycle cost analysis, target costing, activity-based costing) ...conduct break-even-analyses ...make use of the experience curve concept for strategic cost planning ...understand the basics of benchmarking		
Contents	<ul style="list-style-type: none"> • Break-even-analyses • Simulation • Experience curves • Life cycle cost analysis • Target costing • Activity-based costing • Benchmarking 		
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Name	Strategic Human Resource Management		
Module number	26003	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	In this module, students grasp the contribution of Human Resource Management to the realisation of corporate strategies.		
Module is allocated to	Major Corporate Development Strategy, Organisation and Human Resources Major Health Economics Minor Corporate Development Strategy, Organisation and Human Resources		
Examination Requirements	KL, FS, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	Students... ...develop an economic understanding of corporate strategies. ...analyse tools of personnel management commonly used to align Human Resource Management with corporate strategy. ...autonomously develop concepts aiming at implementing the acquired methods into discussions of case studies. ...evaluate and discuss alternatives for management decisions based on previously formulated decision criteria ...Discuss managerial decision problems in work teams, prepare executive summaries, and present the results in front of an audience		
Contents	<ul style="list-style-type: none"> • Value management and corporate objectives • Corporate strategies • Vision and Mission Statements • Balanced Scorecard and HR Scorecard • Corporate culture • Employee attitude surveys 		
Information about Teaching and Learning Methods	Discussion of case studies.		
Additional Information	Required reading will be announced at the beginning of the term. The course can be held in the first or in the second half of the term.		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka		

Name	Strategic Management		
Module number	30001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Corporate Development, strategy, and corporate planning , internal/ external consultancy		
Module is allocated to	Major Corporate Development Strategy, Organisation and Human Resources Minor Corporate Development Strategy, Organisation and Human Resources Minor Media Management		
Examination Requirements	KL (60), so, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	Students... ...explain strategic positioning with the help of different approaches ...analyse in how far the industry environment and resources of companies influence the choice of different types of strategies. ...comprehend the different types of strategic development. ...apply theoretical knowledge to realistic case studies and industry settings.		
Contents	<ul style="list-style-type: none"> • Basics of strategic management • Strategic positioning • Strategy process • Contexts 		
Information about Teaching and Learning Methods	In the context of lectures and exercises, case studies and guest lectures help in deepening the students' knowledge about how the theoretical lecture material is used in practice.		
Additional Information	The schedule of the course will be announced at the beginning of the term in ILIAS. The course will be held in the 1. term.		
Responsible Faculty Member	Prof. Dr. Dr. h.c. Werner Delfmann		

Name	Strategic Management in Retailing		
Module number	22001	Workload	180 h
Credit Points	6	Recurrence Frequency	every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in retailing and marketing		
Module is allocated to	Major Marketing Minor Marketing Minor Retail Management		
Examination Requirements	KL, MP		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	Students... ...learn about the importance of retailing. ...assess current trends in retailing. ...develop a strategic view on managing retail companies. ...use theoretical approaches to analyse existing and new retail markets. ...learn about metrics to measure retail performance. ...know about best-practices.		
Contents	<ul style="list-style-type: none"> • Process of strategic planning • Segmentation, Targeting, Positioning • Internationalisation strategies • Location models • Performance metrics and retail controlling • Retail branding • Retail best-practices • etc. 		
Information about Teaching and Learning Methods	The pedagogy of the course will entail both conceptual and applied elements, including case studies, lectures, and the participation of guest speakers with in-depth experience in the field.		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Werner Reinartz		

Name	Strategy and Innovation Management		
Module number	25004	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in media companies (TV, radio, print, telecommunication, service providers) as well as in marketing, distribution, product development, controlling, event management; analyses of industries and competitions; project and innovative management in the area of new media; IS and telecommunication technologies.		
Module is allocated to	Minor Media Management Major Corporate Development – Strategy, Organisation and Human Resources		
Examination Requirements	KL, RE, MP		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...know national and international suppliers and technologies of different innovations of media, IS and telecommunication.</p> <p>...analyse the economic element of this innovation against the background of existing and developing standards of specific competitive behaviours.</p> <p>...develop corporate strategies and evaluate them.</p> <p>...create innovative applications and determine in how far they can be successfully used in the market.</p>		
Contents	<ul style="list-style-type: none"> • Development and evaluation of strategies • Innovative Management • Technology Management • Entrepreneurship • Consolidation and application of concepts to selected innovations of media, IS and telecommunication and according corporate strategies 		
Information about Teaching and Learning Methods	Lecture, case studies, concrete examples, exercises, interaction, and discussion		
Additional Information	www.mtm.uni-koeln.de		
Responsible Faculty Member	Prof. Dr. Claudia Loebbecke, M.B.A.		

Name	Supply Chain Management and Production I (Structures)		
Module number	28001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Proficient decision-makers in the area of production and logistics; management consultants		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...Students ...get to know about the relationship between relevant decision variables in production and logistics and ...are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.		
Contents	<ul style="list-style-type: none"> • Location planning • Organising of the infrastructure of production • Design of flow production systems with regard to deterministic and stochastic conditions • Design of centres of production (flexible manufacturing systems) 		
Information about Teaching and Learning Methods	Accompanied and structured independent studies in working groups with presentation. Application through ILIAS is necessary!		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Horst Tempelmeier		

Name	Supply Chain Management and Production II (Processes)		
Module number	28002	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in the field of production, logistics as well as production planning		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German		
Learning Objectives	Students... ...get to know about the relationship between relevant decision variables in production and logistics and ...are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.		
Contents	<ul style="list-style-type: none"> • Aggregate overall planning • Planning of main production • Applications planning of resources in job shop production • Planning of lot sizes and priority routing and scheduling • Applications planning of resources in centre-based production • Quality control • Maintenance planning 		
Information about Teaching and Learning Methods	Accompanied and structured independent studies in working groups with presentation. Application through ILIAS is necessary!		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Horst Tempelmeier		

Name	Supply Chain Management and Production III (Logistics of Materials and Inventory Management)		
Module number	28003	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Specialized knowledge in the area of production planning, supply chain management and logistics; management consultants		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...get to know about the relationship between relevant decision variables in multi-level production and store systems and ...are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.		
Contents	<ul style="list-style-type: none"> • Prediction methods (time series analysis, exponential smoothing, multivariate predictions, etc.) • Dynamic lot size planning (including materials requirements planning, lot size planning with and without capacity limitations, etc.) • Inventory management in single as well as multi-level production and store systems 		
Information about Teaching and Learning Methods	Accompanied and structured independent studies in working groups with presentation. Application through ILIAS is necessary!		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Horst Tempelmeier		

Name	Supply Chain Operations		
Module number	27003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting		
Module is allocated to	Major Supply Chain Management Minor Supply Chain Management Minor Production and Logistics Management		
Examination Requirements	KL, HA, FS, MP		
Courses	practice, lecture		
Language	English		
Learning Objectives	<p>Students...</p> <p>...explore the operational level of Supply Chain Management.</p> <p>...apply mathematical methods which enable them to determine appropriate goods in stock in a company.</p> <p>...make use of these methods in order to analyze contracts which are concluded between several independent companies.</p> <p>...learn about methods of Capacity and Revenue Management and employ them to analyze selected issues of Supply Chain Management</p> <p>...apply their knowledge as a team through case studies and exercises and, by doing so, deepen their skills.</p>		
Contents	<ul style="list-style-type: none"> • Inventory Management • Contract Design • Capacity and Revenue Management • Data Processing in Supply Chains 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann		

Name	Supply Chain Strategy		
Module number	27001	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in Supply Chain Management (and related areas such as purchase, logistics and distribution), Project Management and Consulting		
Module is allocated to	Major Supply Chain Management Major Marketing Major Corporate Development Strategy, Organisation and Human Resources Major Health Economics Minor Supply Chain Management Minor Retail Management Minor Media Management		
Examination Requirements	KL, FS, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...learn about basic concepts for the realization of strategies in ...the context of Supply Chain Management.</p> <p>...analyze and evaluate strategic decisions as well as design aspects in Supply Chains.</p> <p>...make use of product development methods, which enable them to enhance product planning and product architecture.</p> <p>...discuss how process design can be put into practice to manufacture products efficiently.</p> <p>...implement a production process as a team and test their approach in competition to other implementations.</p> <p>...assess the long term benefits and risks of a technology by using ...scenario planning.</p> <p>...analyze and evaluate the daily application of the methods and concepts in real-life operations.</p>		
Contents	<ul style="list-style-type: none"> • Strategy formation • Product development • Process design • Process simulation • Applications 		
Information about Teaching and Learning Methods	The module should be attended along with the module Supply Chain Management and Management Science II (Planning).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann		

Modules T

Name	Tax Accounting Law		
Module number	45007	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation of tax accounting questions. The knowledge and abilities acquired are particularly helpful for professional occupation in the field of tax consultancy and audit.		
Module is allocated to	Major Accounting and Taxation		
Examination Requirements	KL, MP		
Courses	lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...understand the principles of producing a financial balance sheet and tax balance sheet.</p> <p>...discuss the interdependencies of both balances resulting from the authoritative principle.</p> <p>...evaluate the changes in the accounting law because of the German Accounting Law Modernization Act (BilMoG).</p> <p>...draw a comparison between national and international accounting rules.</p>		
Contents	<ul style="list-style-type: none"> • Code of commercial law • General Fiscal Code / Income Tax Act / Valuation Tax Act • International Accounting Standards • Discussion of concrete examples 		
Responsible Faculty Member	Prof. Dr. Joachim Hennrichs		

Name	The Economic Geography of the European Union		
Module number	50007	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Advising of decision-making bodies in enterprises and political organisations, particularly in the context of the European Union.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	RE, HA		
Courses	seminar		
Language	English		
Learning Objectives	<p>Students...</p> <p>...analyse selected regions and enterprises in Europe.</p> <p>...point out regional disparities and regional learning processes.</p> <p>...evaluate concepts of European regional planning and regional policy.</p> <p>...apply theoretical concepts, such as some of international value-added chains and of Global Chain Governance, to empirical examples of particular cases.</p> <p>...assess dependencies between "centres" and "peripheries" in Europe, apply them to examples of particular cases, adopt their own point of view with regard to regional opportunities of development and check in how far they can be realised.</p> <p>...prepare themselves for autonomous analyses in selected European regions, in multinational companies or organisations, the strategies of which impact on the spatial development.</p>		
Contents	<ul style="list-style-type: none"> • Overview: regional geography of Europe; • Geography of enterprises with the main focus of interest being Europe; • European and international production systems; • Regional policy and planning in Europe; • Selected regional examples of particular cases 		
Information about Teaching and Learning Methods	e-learning support via ILIAS		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Martina Fuchs		

Name	The Empirical Evaluation of Management Practices		
Module number	29215	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	HR, strategy, organization, accounting, consultancies		
Module is allocated to	Major Corporate Development Minor Corporate Development		
Examination Requirements	KL, so		
Recommended Prior Knowledge	Some knowledge in Basic Statistics, applied econometrics		
Courses	practice, lecture		
Language	English		
Learning Objectives	<p>Students...</p> <p>...gain a deeper understanding about how management practices affect employee behavior and firm performance</p> <p>...learn how to investigate causal effects of management practices</p> <p>...analyze personnel data</p> <p>...build practical competencies in data analysis</p> <p>...apply methods of applied econometrics</p>		
Contents	<ul style="list-style-type: none"> • Experiments as an instrument to investigate causal effects • Econometrics and causality • The analysis of personnel data • Management practices and performance • Management practices and employee perceptions • Data analysis with Stata and Excel 		
Information about Teaching and Learning Methods	Students will work with statistical software		
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Prof. Dr. Dirk Sliwka		

Name	The Political System of the EU: Strategic and Conceptual Approaches (Lecture and Exercise)		
Module number	10015	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students are prepared for activities in German and European administrative departments, in associations, the media and sciences.		
Module is allocated to	Major Political Science Minor Political Science		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...capture, reading intensely, the essential landmarks of the process of integration.</p> <p>...allocate the current development of the European system to a theoretical, strategic and conceptual background.</p> <p>...analyse the basic tendencies of the development of the political system of the European Union.</p> <p>...discuss current and relevant academic debates about the deepening and expansion of the European system.</p>		
Contents	<ul style="list-style-type: none"> • Theories of European Integration • Strategies and scenarios of the development of the European Union between expansion and deepening • Conceptual approaches in order to analyse the European system as a long-term trend • The constitutional and institutional architecture of the European Union 		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Wolfgang Wessels		

Name	The Psychology of Strategic Interactions, Negotiations and Selling		
Module number	52011	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in marketing departments as well as in the areas of organisation and personnel management; consultancy of groups and of political and public institutions.		
Module is allocated to	Minor Economic and Social Psychology Major Corporate Development – Strategy, Organisation and Human Resources Major Marketing Minor Retail Management		
Examination Requirements	KL, RE		
Courses	seminar		
Language	English		
Learning Objectives	Students... ...realize that self-interest and fairness are important motivating forces behind human behaviour. ...identify the most important theories that aim at explaining strategic interaction between persons as well as between corporate actors. ...apply empirical findings from social -psychology into persuasion to negotiations and selling. ...discuss the distinction between different negotiation strategies and predict in how far they can succeed, thereby considering the prevailing circumstances.		
Contents	<ul style="list-style-type: none"> The application of various findings of strategic interaction and persuasion to negotiations and selling 		
Additional Information	Required reading will be announced in class		
Responsible Faculty Member	Prof. Erik Hölzl, Univ.-Prof. Dr. Detlef Fetchenhauer		

Name	Theories on Leadership and Motivation		
Module number	29207	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Management positions in personnel development; general management		
Module is allocated to	Major Corporate Development Strategy, Organization and Human Resources Minor Corporate Development Strategy, Organization and Human Resources		
Examination Requirements	KL, so		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	Students... ...understand different approaches to leading and motivating employees. ...analyze different leadership styles and evaluate their advantages and disadvantages. ...become acquainted with factors of successful leadership. ...understand potential problems in the interaction between supervisors and subordinates. ...discuss and present implications for management decisions in teams ...evaluate the effects of leadership decisions for individuals and the organization		
Contents	<ul style="list-style-type: none"> • Defining and describing leadership • Different approaches to leadership (trait, skills, style, and situational approach) • Motivational theories and employee motivation • Culture and leadership 		
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Prof. Dr. Torsten Biemann		

Name	Theory and Policy of Media Economics		
Module number	15039	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	knowledge of special features in media markets and their relevance for economic policy		
Module is allocated to	Major Economics - Field (Markets and Institutions) Minor Institutions and Markets		
Examination Requirements	KL		
Recommended Prior Knowledge	at least 6 credit points in the field of microeconomics, basic knowledge of statistics		
Courses	lecture, practice		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse special features in media markets with the help of microeconomic models.</p> <p>...evaluate the relevance of these special features for economic policy.</p> <p>...evaluate alternative market situations with regard to strategic incentives.</p> <p>...apply their theoretical knowledge to concrete issues which come up in media markets.</p> <p>...enhance their analytical skills by dealing with new issues.</p>		
Contents	<ul style="list-style-type: none"> • reputation in media markets • network externalities • two-sided markets • economic analysis of advertising • aspects of political economy in media markets 		
Information about Teaching and Learning Methods	Students autonomously touch up the topics dealt with in the lecture; moreover, they autonomously solve exercises and present them in class.		
Additional Information	The courses will take place every week during the lecture period. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Johannes Münster		

Name	Theory of Action and Decision Making Theory		
Module number	12013	Workload	180 h
Credit Points	6	Recurrence Frequency	every fourth term
Attendance	30 h	Independent Studies	150 h
Qualifications	Knowledge about the theory of action and decision making theory pertaining to social sciences.		
Module is allocated to	Major Sociology and Empirical Social Research Minor Sociology and Empirical Social Research		
Examination Requirements	RE, HA		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...the different theories of and approaches to human behaviour when it comes to decision making.</p> <p>...game theoretic models and their application to strategic situations of decision making.</p> <p>...paradoxes and anomalies of behaviour when it comes to decision making.</p> <p>...the according experimental designs that are used in decision research.</p>		
Contents	<ul style="list-style-type: none"> • Anthropological principles concerning the behaviour of people when it comes to decision making • Rational Choice approaches • Subjective Expected Utility approaches (SEU approaches) • Measurement of preferences • The behaviour during the process of decision making when certain and uncertain • Sociological and psychological approaches to decision making • Game theory • Social Choice 		
Information about Teaching and Learning Methods	Presentations and papers prepared by students, group discussions		
Additional Information	The enrollment to the courses takes place in KLIPS. The registration for the exam has to take place at the responsible examination office. Required reading will be announced at the beginning of the term; a reader may be provided in order to support independent studies.		
Responsible Faculty Member	Prof. Dr. Karsten Hank		

Name	Theory of Taxation and Tax Policy		
Module number	14002	Workload	0 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Consulting of decision-making bodies in politics and economics with focus on issues in fiscal policy. Employment in the field of economic journalists, in research institutes or in academic research. Uptake of the current academic research.		
Module is allocated to	Major Economics - Field (Public Economics) Major Accounting and Taxation Minor Economic Policy and Public Finance		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	Students... ...learn the following skills: ...With respect to content: ...Knowledge of the current research in the field of the theory of taxation and its implications for current issues of taxation policy. ...Methodical: ...(i) an information-economic understanding of the basics of a modern theory of taxation ...(ii) ability to read professional journals		
Contents	<ul style="list-style-type: none"> • optimal taxation of income and goods • optimal tax structure: direct vs. indirect taxation • optimal taxation policy, public goods and green taxes • new dynamic public finance • political economy of taxation policy • tax competition 		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Felix Bierbrauer		

Name	Thesis		
Module number	42301	Workload	180 h
Credit Points	6	Recurrence Frequency	every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students are able to deal with the current state of the art in a proficient way and to develop own research works.		
Module is allocated to	Major Sociology and Empirical Social Research		
Examination Requirements	RE, so		
Language	German		
Learning Objectives	<p>Students...</p> <p>...evaluate and discuss current research works.</p> <p>...conceptualise sociological research works and structure the way they are put into practice.</p> <p>...present research concepts in oral and written form.</p> <p>...Argument about current research questions</p>		
Contents	<ul style="list-style-type: none"> • Draft of a sociological research work • Presentation of research concepts and concepts of analysis in oral and written form • Current issues in sociology and empirical social research 		
Information about Teaching and Learning Methods	Presentations, draft papers, proposals and plans of analysis prepared by students, group discussions, guest lectures		
Additional Information	The enrollment to the courses shall take place in KLIPS. In this module, students get prepared for their master thesis and also gain an insight into current debates.		
Responsible Faculty Member	Prof. Dr. Karsten Hank		

Name	Topics in Advanced Financial Reporting		
Module number	19303	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Application and understanding of how selected economic events are recorded and reported in financial statements (recognition and measurement); Interpretation of financial statements. Acquired knowledge will help students in pursuing careers e.g., as certified accountant, financial analyst, consultant, investment banker or general accountant in companies.		
Module is allocated to	Major Accounting and Taxation		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...learn how to use relevant legal sources (accounting standards, interpretations)</p> <p>...develop the technical skills needed to apply accounting rules and procedures on which economic events are mapped into the financial statements.</p> <p>...learn how judgment and choice among different accounting methods and accounting regulation can influence the reported numbers</p> <p>...apply the acquired knowledge to selected case studies and example cases.</p> <p>...learn how to read and interpret accounting based empirical research papers</p>		
Contents	<ul style="list-style-type: none"> • Topics in IFRS and/or US-GAAP (optional local GAAP) • e.g., • Pension Accounting • Intangible Assets • Investment Property • Stock Options • Segment Reporting • Financial Instruments • Group Accounting • Earnings per Share • Derivatives • Financial Statement Analysis including ratio analysis and valuation issues of the above mentioned topics. 		
Information about Teaching and Learning Methods	optional additional course work is possible (student presentation, homework, case-work)		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Jun.-Prof. Dr. Sönke Sievers		

Name	Trends in Supply Chain Management		
Module number	27004	Workload	180 h
Credit Points	6	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in the area of Supply Chain Management (and related areas such as purchase, logistics and distribution), project management and consulting		
Module is allocated to	Major Supply Chain Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>...become familiar with current developments in Supply Chain Management.</p> <p>...regard new concepts from a critical angle.</p> <p>...analyse a concrete example in cooperation with a company.</p> <p>...suggest possible opportunities for action for the companies involved.</p> <p>...describe a current concept in Supply Chain Management.</p> <p>...discuss advantages and disadvantages of several concepts.</p> <p>...write a paper about their topic.</p> <p>...present their results in class.</p>		
Contents	<ul style="list-style-type: none"> • New concepts for Supply Chain Management • Current issues from the area of Supply Chain Management • Elaboration of management reports • Students learn to present their topics in class 		
Additional Information	Required reading will be announced at the beginning of the term. The course is offered by an external lecturer.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann		

Modules V

Name	Value Based Management of Insurance Companies		
Module number	31005	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Graduates get insight in value based management and appropriate risk management tools of insurance companies. They are able to assess and adopt enterprise wide risk management techniques.		
Module is allocated to	Major Finance Minor Finance Minor Insurance Management		
Examination Requirements	KL, MP		
Courses	lecture, practice		
Language	English		
Learning Objectives	<p>Students...</p> <p>...get to know the three steps of managing an insurance company.</p> <p>...Analyse the methods of value-based management in insurance companies.</p> <p>...to model cash flows of insurance companies.</p> <p>...analyse the risk situation of insurance companies.</p> <p>...calculate capital requirements with different methods</p> <p>...allocate the capital requirements to the different lines of business.</p> <p>...apply methods to evaluate life insurances and non-life insurance companies</p> <p>...are familiar with the basics methods of Asset Liability Management and capital management.</p>		
Contents	<ul style="list-style-type: none"> • Decision models applying to individual economic units • Modelling of stochastic cash flows in insurance companies • Corporate and risk management in insurance companies • Capital stocks of insurance companies • Development and trends of the insurance industry and market • Evaluation of life insurances and non-life insurance companies 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Heinrich R. Schradin, Dr. Muhammed Altuntas		

Name	Value-Based Controlling		
Module number	20003	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Commercial fields of activity which provide crucial information for in-company decisions.		
Module is allocated to	Major Accounting and Taxation Major Marketing Major Supply Chain Management Major Corporate Development Strategy, Organization and Human Resources Minor Controlling		
Examination Requirements	KL, MP		
Courses	lecture, tutorial		
Language	English		
Learning Objectives	Students... ...become acquainted with the disadvantages of traditional financial ratios. ...deal with the necessary basics oriented towards the capital market. ...apply processes in order to make predictions about cash flow and to determine the capital cost rate. ...figure out the company value /project value with the aid of DCF-approaches and models of residual income. ...discuss further value-oriented financial ratios (e.g. SVA und CFROI).		
Contents	<ul style="list-style-type: none"> • Traditional financial ratios (e.g. ROI) • Types of capital market • Irrelevance and relevance of finance • Leverage effect • Free cash flow-identification according to Rappaport • DCF- approaches • EVA-concepts • CFROI-concepts • Realisation of a value-oriented strategy 		
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Prof. Dr. Carsten Homburg		

Name	Vocational Education and Training Systems		
Module number	49201	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Basic qualifications for activities in the fields of administration and organisation of vocational education.		
Module is allocated to	Major Economics Education, compulsory module Minor Vocational and Economics Education		
Examination Requirements	KL, MP		
Courses	practice, lecture		
Language	German		
Learning Objectives	<p>Students...</p> <p>...describe the micro, meso and macro level of the German education system taking into consideration schools and companies as well as issues regarding occupational orientation, the primary vocational training and further education.</p> <p>...analyse professions and career paths in their function as organising principles of vocational education systems and qualification systems and compare further organising principles within a European context.</p> <p>...describe learning locations in a detailed way (schools, companies, educational establishments of independent bodies) and analyse conditions and types of their cooperation.</p> <p>...apply hermeneutic methods and system comparison in order to analyse current issues in vocational educational policy.</p> <p>...analyse trends in the development of European educational policy and their consequences.</p> <p>...apply techniques of abstraction, context analysis and comparison of criteria in order to analyse education systems.</p>		
Contents	<ul style="list-style-type: none"> • Education systems and vocational education systems • Different concepts of education systems • Institutions and actors in the German education system • International and European education systems • Development of professional training 		
Additional Information	Required reading will be announced at the beginning of the term.		

Modules W

Name	Workplace based Learning and Teaching		
Module number	49202	Workload	180 h
Credit Points	6	Recurrence Frequency	every winter term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in the area of human resources and in particular in the field of vocational training and further education in companies, as well as the cooperation with schools, places responsible and educational institutions.		
Module is allocated to	Major Economics Education, compulsory module Minor Vocational and Economics Education		
Examination Requirements	KL		
Language	German		
Learning Objectives	<p>Students...</p> <p>...analyse models of demand analysis, acquisition as well as selection and qualifications of trainees and apply them to different types of human resources development.</p> <p>...apply legal benchmarks of the Vocational Training Act in order to organise operational education.</p> <p>...explain the points of view of employers and employees regarding vocational training and further education in organisations, taking into consideration the workers' council.</p> <p>...analyse education in organisations in the context of concepts of Critical Theory.</p> <p>...give reasons for different forms of induction and support of new members of staff in companies and of human resource development.</p> <p>...develop, considering examples, different types of learning at work places, of learning near work places and of external further education and evaluate their costs and benefits.</p> <p>...describe the structure and functions of exams and their organisation, take mock exams and simulate giving feedback concerning performance and exam performance.</p> <p>...evaluate opportunities and limitations of the cooperation between different learning locations as well as of their involvement in regional bodies taking into consideration the context of education in organisations.</p> <p>...make a distinction between approaches to the standardisation of professional training and of human resources development.</p>		
Contents	<ul style="list-style-type: none"> • Qualification requirements at work places • Vocational Training Act, organisation of education and further education • Teaching and learning methods in companies • Exams and responsibility of examiners • Learning at several places and cooperation of these places 		
Additional Information	Required reading will be announced at the beginning of the term.		

Name	World Economy and Regional Development		
Module number	50005	Workload	180 h
Credit Points	6	Recurrence Frequency	every summer term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities in national and international organisations and companies.		
Module is allocated to	Minor Economic and Social Geography		
Examination Requirements	RE, HA		
Recommended Prior Knowledge	None		
Courses	seminar		
Language	German or English		
Learning Objectives	<p>Students...</p> <p>..... analyse selected regions and companies against the background of current theories of economic geography ("globalisation", "localisation").</p> <p>..... apply theoretical concepts regarding international division of work and authorities to empirical case examples.</p> <p>..... analyse current area relevant structures and processes in "newly industrialising countries" and in the "Third World".</p> <p>..... specify regional dependencies and regional learning processes.</p> <p>..... evaluate concepts of regional planning and regional policy for "newly industrialising countries" and "Third World Countries".</p> <p>..... evaluate regional disparities at a supranational and subnational level, develop their own point of view with respect to regional opportunities for development and check in how far they can be realised.</p>		
Contents	<ul style="list-style-type: none"> • Global and local production networks; • The importance of knowledge and learning processes for local networks and regions; • Regional innovation systems; • Location strategies and location shift, regional structural change; • International division of work and of authorities in the industry and in the service sector 		
Information about Teaching and Learning Methods	e-learning support via ILIAS		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Martina Fuchs		

References

- Accounting of Insurance Companies, 4
 Advanced Applied Econometrics, 5
 Advanced Business Ethics, 6
 Advanced Econometrics: Microeconometrics, 7
 Advanced Econometrics: Time Series Analysis, 8
 Advanced Health Care Management, 9
 Advanced Law of Partnerships and Corporations, especially Corporation Law, 10
 Advanced Macroeconomics I: Growth, 11
 Advanced Macroeconomics II: Business Cycles, 12
 Advanced Mathematics for Economists, 13
 Advanced Microeconomics I: Consumers, Firms and Markets, 14
 Advanced Microeconomics II: Game Theory, 15
 Advanced Seminar Bank Management, 16
 Advanced Seminar Business Policy and Logistics, 17
 Advanced Seminar Business Taxation, 18
 Advanced Seminar Capital Markets and Corporate Finance, 19
 Advanced Seminar Comparative Analysis of Political Institutions, 20
 Advanced Seminar Controlling, 21
 Advanced Seminar Corporate Development and Business Ethics, 22
 Advanced Seminar Corporate Development and Organisation, 23
 Advanced Seminar Development of Information Systems, 24
 Advanced Seminar Economic and Social Psychology I, 25
 Advanced Seminar Economic and Social Psychology II, 26
 Advanced Seminar External Accounting and Auditing, 27
 Advanced Seminar Financial Institutions, 28
 Advanced Seminar Foreign Policy, 29
 Advanced Seminar Human Resource Management, 30
 Advanced Seminar I (Methods): Management in Health Care Systems, 31
 Advanced Seminar I Retailing and Customer Management, 32
 Advanced Seminar II, 33
 Advanced Seminar II Retailing and Customer Management, 34
 Advanced Seminar III Retailing and Customer Management, 35
 Advanced Seminar Information Management, 36
 Advanced Seminar Insurance Management, 37
 Advanced Seminar International Policy, 38
 Advanced Seminar Marketing und Marketing Research, 39, 40
 Advanced Seminar Political and Religious Ideas, 42
 Advanced Seminar Political Theory, 41
 Advanced Seminar Supply Chain Management and Management Science, 43
 Advanced Seminar Supply Chain Management and Production, 44
 Advanced Seminar The Political System of the EU: Strategic and Conceptual Approaches, 45
 Advanced Statistics - Statistical Inference, 46
 Advanced Statistics - Stochastic Models, 47
 Ageing and social space in the welfare mix, 48
 Algorithms for linear and discrete optimization, 49
 Analysis of reform projects in the health system, 50
 Anthropological foundation of social policy, 51
 Aspects of International Business I, 52
 Aspects of International Business II, 53
 Asset Management, 54
 Attitudes, Norms and Values, 56
 Automatic Graph Drawing, 57
 Basic Course Commercial Law and Law of Partnerships and Corporations, 58
 Basic Course Labor Law, 59
 Basic Course Tax Law, 60
 Basic Principles, Options and Limits of Natural Healing and Homoeopathy, 61
 Basic Tasks und Functions in Vocational Education and Training, 62
 Behavioral Economic Theory (Adv.), 63
 Behavioral Economics, 64
 Behavioral Ethics (Adv.), 65
 Behavioral Operations (Adv.), 66
 Brand Management, 67

- Business Project Corporate Development and Business Ethics, 68**
- Business Project in Corporate Development, 69**
- Business Project in Human Resource Management, 70**
- Business Project in Strategic Management, 71**
- Business Strategy in Global Supply Chains, 72**
- Business Taxation I, 73**
- Business Taxation II, 74**
- Business Taxation Law, 75**
- Capital Investment and Financing, 76**
- Causal Analysis, 77**
- Change Management, 78**
- Clinical Environmental Medicine, 79**
- Colloquium in Vocational Education and Training, 80**
- Colloquium on International Relations, 81**
- Colloquium on Political Science, 82**
- Communication and Counseling, 83**
- Comparative Analysis of Political Economy, 84**
- Comparative Analysis of Political Institutions, 85**
- Comparative Social Research, 86**
- Competition Policy, 87**
- Computer graphics and visualization algorithms, 89**
- Computer Science Seminar, 88**
- Consumer Behavior, 90**
- Contexts of Social Action, 91**
- Contract Theory, 92**
- Cooperation Management, 93**
- Cooperative Bank Sector and Cooperative Financial Services Network, 94**
- Corporate Development, 95**
- Corporate Finance Theory, 96**
- Corporate Risk Management, 97**
- Corporate Valuation Theory, 98**
- Cost Accounting, 99**
- Current Problems in Theory and Practice of Auditing, 100**
- Current Research Questions and Methods in Empirical Regional Research, 101**
- Customer Relationship Management, 102**
- Decision Analysis, 103**
- Derivatives, 104**
- Development Economics, 105**
- Didactics in Economics and Business Administration, 106**
- Didactics of Vocational Education Programmes, 107**
- Distribution of Income and Wealth, 108**
- Dynamic Macroeconomics, 109**
- E-Commerce, 110**
- Econometrics, 111**
- Economic and Social Behavior, 113**
- Economic Engineering (Adv.), 112**
- Economics of Incentives in Organizations (Adv.), 114**
- Economics of Innovation (Adv.), 115**
- Economics of mutual assistance: social insurance and co-operatives, 116**
- Efficient Algorithms, 117**
- Electronic Business, 118**
- Emerging Electronic Business, 119**
- Empirical Finance, 120**
- Empirical Industrial Organization (Adv.), 121**
- Empirical Macroeconomics, 122**
- Empirical Productivity Analysis (Adv.), 123**
- Energy Economics I – Markets and Prices in the Energy Sector, 124**
- Energy Economics II – Regulation of Energy Markets, 125**
- Energy Law, 126**
- Engineering Management, 127**
- Enterprises, Markets and Strategies, 128**
- Environmental Economics and the Energy Industry, 129**
- Ethics of the Health Care System, 130**
- European Social Policy, 131**
- Evidence-based Medicine I, 132**
- Evidence-based Medicine II, 133**
- Experimental Methods (Adv.), 134**
- Fields of Competence, 135**
- Financial Accounting, 136**
- Fixed Income Management, 137**
- Forensic Fundamentals including Medical Vocational Studies, 139**
- Fundamentals of Accounting, 140**
- Global Competition in the Aviation Industry, 141**
- Governance and Policy Making in the Multi-Layered System of the European Union, 142**
- Graph Theory, 143**
- Health Care System, 144**
- Health Economic Evaluation, 145**

- Health Technology Assessment: Basic Methodology and Applications, 146
- Healthcare Management, 147
- Heterogenous Agent Models (Adv.), 148
- How to read and appraise health economic analyses?, 149
- Income Tax Law, 150
- Industrial Economics (Adv.), 151
- Industry and Competition Analysis, 152
- Information Management, 153
- Information problems in health care markets, 154
- Institutional Economics, 155
- Instructional Design for Teaching, 156
- Instructional Design for Training, 157
- Insurance Economics, 158
- Insurance Groups and Reinsurance, 159
- International Accounting, 160
- International Comparison of Cooperative Conceptions, 161
- International Comparison of Health Care Systems, 162
- International Macroeconomics, 163
- International Tax Law, 164
- International Taxation, 165
- Internships in teaching and training I, 166
- Internships in teaching and training II, 167
- Introduction to Law of Taxation and Basics of Corporation Income Tax, 168
- Introductory Microeconomics, 169
- Investment Banking, 170
- Investments, 172
- Law of Indirect Taxes, 173
- Linear Models, 174
- Logic in Computer Science, 175
- Logistics Concepts, Systems and Models, 176
- Macroeconomics and the Labor Market, 179
- Macroeconomics I: Growth, 177
- Macroeconomics II: Unemployment and Inflation, 178
- Macroeconomics, Demographics and Health, 180
- Management of Chronic Diseases, 182
- Management of Leasing Companies, 183
- Management of Logistics Service Providers, 184
- Management Skills, 181
- Marketing, 185
- Marketing Performance Management, 186
- Marketing Response Theory with Applications to Managerial Problems (Adv.), 187
- Markets, Institutions and Organisations, 188
- Mathematics for Economists, 189
- Media and Information Systems: Technologies, Applications, Economics of Digital Goods, 190
- Media and Services Marketing, 191
- Media and Technology Entrepreneurship, 192
- Media and Technology Management Seminar, 193
- Medical Sociology, 194
- Medical Studies, 195
- Methodology of Clinical Trials (Biostatistics), 196
- Methods of Clinical Epidemiology, 197
- Microeconomics I: Demand, Supply and Equilibriums, 198
- Microeconomics II: Game Theory, 199
- Modeling and Simulation, 200
- Modelling, Simulation and Optimizatin of Production and Logistic Systems, 201
- Monetary Theory and Policy (Adv.), 202
- Money and Banking, 203
- New Product Management, 204
- Occupational Medicine, Social Medicine, 205
- Operations Audit, 206
- Operative Controlling, 207
- Organizational Theory, 208
- Parallel Algorithms, 209
- Patient Safety and Risk Management, 210
- Political Sociology, 211
- Political Theory and History of Ideas (Lecture and Exercise), 212
- Portfolio Choice and Asset Pricing, 213
- Practical Applications in Retailing, 214
- Practical Course in Research, 215
- Practical Course: Empirical Research, 216
- Prevention and Health Care, 217
- Pricing, 218
- Psychology of Leadership Skills, 219
- Psychology of Money Management, 220
- Psychosomatic Illnesses and Psychotherapy (Main Lecture), 221
- Public Debt (Master), 222
- Public Economics and Mechanism Design (Adv.), 223

- Public Finance Law, 224
- Public Policy of the Labor Market, 225
- Quality Assurance and Quality Management, 226
- Quantitative Applications in Marketing, 227
- Quantitative Methods in Risk Management (Adv.), 228
- Recent aspects of Computer Science, 229
- Recursive Methods in Economics, 230
- Regional Cultural Geography, 231
- Regional Economic Geography, 232
- Regulation: Theory and Practice (Adv.), 233
- Requirements Engineering, 234
- Research in Learning and Teaching I, 243
- Research in Learning and Teaching II, 244
- Research Project Comparative Politics, 235
- Research Project Foreign Policy, 236
- Research Project International Policy, 237
- Research Project Political Theory and History of Ideas, 238
- Research Project The Political System of the EU, 239
- Research Projects in Vocational Education and Training I, 240
- Research Projects in Vocational Education and Training II, 241
- Research Projects in Vocational Schools, 242
- Resource Economics, 245
- Retail Marketing, 246
- Risk Management in Financial Institutions, 247
- Selected Issues in Accounting and Auditing I – Corporate Disclosure, 248
- Selected Issues in Accounting and Auditing II - Audit, 249
- Selected Issues in Accounting and Taxation, 250
- Selected Issues in Bank Management, 251
- Selected Issues in Business Ethics, 252
- Selected Issues in Business Policy and Logistics, 253
- Selected Issues in Business Taxation I, 254
- Selected Issues in Business Taxation II, 255
- Selected Issues in Controlling, 257
- Selected Issues in Cooperative Economics, 258
- Selected Issues in Corporate Development (International), 259
- Selected Issues in Corporate Development and Organizations, 260
- Selected Issues in Economic and Social Geography, 262
- Selected Issues in Economic Psychology, 261
- Selected Issues in Energy Economics I, 263
- Selected Issues in Energy Economics II, 264
- Selected Issues in Finance, 265
- Selected Issues in Health Care Management, 266
- Selected Issues in Human Resource Management, 267
- Selected Issues in Information Systems I, 268
- Selected Issues in Information Systems II, 269
- Selected Issues in Insurance Management, 270
- Selected Issues in Market and Consumer Psychology, 271
- Selected Issues in Marketing, 272
- Selected Issues in Organisational Psychology, 273
- Selected Issues in Political Science, 274
- Selected Issues in Retailing, 275
- Selected Issues in Social Policy, 276
- Selected Issues in Social Psychology, 277
- Selected Issues in Sociology and Empirical Social Research, 278
- Selected Issues in Supply Chain Management, 279
- Selected issues in the Law of Taxation, 293
- Selected Media and Technology Issues, 280
- Selected Media and Technology Topics, 281
- Selected Problems in Retailing, 282
- Selected Topics in Corporate Development, 283
- Selected Topics in Finance, 284
- Selected Topics in Marketing, 285
- Selected Topics: Econometrics, 286
- Selected Topics: Economic Design and Behavior, 287
- Selected Topics: Macroeconomics, Growth and Inequality, 288
- Selected Topics: Macroeconomics, Money and Financial Markets, 289
- Selected Topics: Markets and Institutions, 290
- Selected Topics: Public Economics, 291
- Selected Topics: Statistics, 292
- Seminar Economic Design and Behavior, 294
- Seminar Macroeconomics, Growth and Inequality, 295

- Seminar Macroeconomics, Money and Financial Markets**, 296
- Seminar Markets and Institutions**, 297
- Seminar Media Economics**, 298
- Seminar on Energy Economics (Master)**, 301
- Seminar on Modelling in Energy Economics**, 302
- Seminar on Self-Help Economics**, 303
- Seminar on Social Policy**, 304
- Seminar Public Economics (Master)**, 299
- Seminar Statistics and Econometrics**, 300
- Social Change**, 305
- Social Structure**, 306
- Software Systems for Supply Chain Management and Production**, 307
- Special Methods of Analysis I**, 308
- Special Methods of Analysis II**, 309
- Special Methods of Collecting Data**, 310
- Special Topics in Econometrics**, 311
- Special Topics in Statistics**, 312
- Specific Economic Policy**, 313
- Statistical Analysis of Financial Market Data (Adv.)**, 314
- Strategic Alliances and Networks**, 315
- Strategic Controlling**, 316
- Strategic Human Resource Management**, 317
- Strategic Management**, 318
- Strategic Management in Retailing**, 319
- Strategy and Innovation Management**, 320
- Supply Chain Management and Production I (Structures)**, 321
- Supply Chain Management and Production II (Processes)**, 322
- Supply Chain Management and Production III (Logistics of Materials and Inventory Management)**, 323
- Supply Chain Operations**, 324
- Supply Chain Strategy**, 325
- Tax Accounting Law**, 326
- The Economic Geography of the European Union**, 327
- The Empirical Evaluation of Management Practices**, 328
- The Political System of the EU: Strategic and Conceptual Approaches (Lecture and Exercise)**, 329
- The Psychology of Strategic Interactions, Negotiations and Selling**, 330
- Theories on Leadership and Motivation**, 331
- Theory and Policy of Media Economics**, 332
- Theory of Action and Decision Making Theory**, 333
- Theory of Taxation and Tax Policy**, 334
- Thesis**, 335
- Topics in Advanced Financial Reporting**, 336
- Trends in Supply Chain Management**, 337
- Value Based Management of Insurance Companies**, 338
- Value-Based Controlling**, 339
- Vocational Education and Training Systems**, 340
- Workplace based Learning and Teaching**, 341
- World Economy and Regional Development**, 343