

Module Catalogue Master



October 1st 2011 till
September 30th 2012

University of Cologne
Faculty of Management, Economics and Social Sciences



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This Module Catalogue is giving an first overview over the modules and their corresponding courses of the academic year winter term 2011/2012 and summer term 2012. 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

Further references:

The “Prerequisites for Admission” are recommended knowledge for visiting the course and passing the exam.

Academics overview

A. Major

M.Sc. Business Administration

Major Accounting and Taxation

Module	Type of exam	CP of the Module	Must CP
Business Taxation I	written/oral exam	6 CP	Min. 6 CP
Business Taxation II	written/oral exam	6 CP	
International Taxation	written/oral exam	6 CP	
Strategic Controlling	written/oral exam	6 CP	min. 6 CP
Operative Controlling	written/oral exam	6 CP	
International Accounting	written/oral exam	6 CP	min. 6 CP
Operations Audit	written/oral exam	6 CP	
Advanced Seminar Business Taxation	presentation/ paper	6 CP	min. 6 CP max. 12 CP
Advanced Seminar Controlling	presentation/ paper	6 CP	
Advanced Seminar External Accounting and Auditing	presentation/ paper	6 CP	
Selected Issues in Business Taxation I	written/oral exam	6 CP	max. 18 CP
Selected Issues in Business Taxation II	written/oral exam	6 CP	
Value-based Controlling	written/oral exam	6 CP	
Selected Issues in Controlling	written/oral exam	6 CP	
Selected Issues in Accounting and Auditing I – Corporate Disclosure	written/oral exam	6 CP	
Selected Issues in Accounting and Auditing II- Audit	written/oral exam	6 CP	
Topics in Advanced Financial Reporting	written/oral exam	6 CP	
Linear Models	written exam/other examination	6 CP	
Causal Analysis	written exam/other examination	6 CP	
Risk Management in Financial Institutions	written/oral exam	6 CP	
Institutional Economics	written/oral exam	6 CP	
Empirical Finance	written/oral exam	6 CP	
Econometrics	written/oral exam/other examination	6 CP	

Quantitative Methods in Risk Management	written/oral exam	6 CP	
Accounting of Insurance Companies	written/oral exam	6 CP	
Theory of Taxation and Tax Policy	written/oral exam	6 CP	
Selected Issues in Accounting and Taxation	written exam/other examination	6 CP	
Aspects of International Business	credit points acquired at an university abroad	12 CP	
Tax Accounting Law	written/oral exam	6 CP	max. 18 CP
Income Tax Law	written/oral exam	6 CP	
Law of Indirect Taxes	written/oral exam	6 CP	
Business Taxation Law	written/oral exam	6 CP	
International Tax Law	written/oral exam	6 CP	

Major Corporate Development - Strategy, Organization and Human Resources

Module	Type of exam	CP of the Module	Must CP
Corporate Development	written exam/other examination	6 CP	min. 12 CP
Strategic Management	written/oral exam	6 CP	
Strategic Human Resource Management	written/oral exam/Case Study	6 CP	
Strategic Management of Networks and Organizations	written exam/other examination	6 CP	
Business Project/ Research Project in Corporate Development	presentation/paper	6 CP	max. 6 CP
Business Project/ Research Project in Strategic Management	presentation/paper	6 CP	
Business Project/ Research Project in Human Resource Management	presentation/paper	6 CP	
Business Project/ Research Project in Corporate Development and Business Ethics	presentation/paper	6 CP	
Economics of Incentives in Organizations	written exam/other examination	6 CP	min. 12 CP
Organizational Theory	written exam/other examination	6 CP	
Strategic Alliances and Networks	written/oral exam/presentation	6 CP	
Theories on Leadership and Motivation	written exam/other examination	6 CP	
Behavioral Ethics	written exam/other examination	6 CP	
Advanced Seminar Corporate Development and Organisation	presentation/paper	6 CP	6 CP
Advanced Seminar Human Resource Management	presentation/paper	6 CP	

Advanced Seminar Business Policy and Logistics	presentation/ paper	6 CP	max. 12 CP
Advanced Seminar Corporate Development and Business Ethics	presentation/ paper	6 CP	
Strategy and Innovation Management	written/oral exam/ presentation	6 CP	
Enterprises, Markets and Strategies	written/oral exam/presentation	6 CP	
Corporate Valuation Theory	written/oral exam	6 CP	
Marketing Performance Management	written/oral exam	6 CP	
New Product Management	written/oral exam	6 CP	
Linear Models	written exam/ other examination	6 CP	
Causal Analysis	written exam/ other examination	6 CP	
Advanced Microeconomics II: Contract Theory	written/oral exam/ other examination	6 CP	
Value-based Controlling	written/oral exam	6 CP	
Supply Chain Management and Management Science (Strategy)	written/oral exam/Case Study	6 CP	
Global Competition in the Aviation Industry	presentation/ paper/written exam	6 CP	
Business Strategy in Global Supply Chains	presentation/ paper/written exam	6 CP	
Psychology of Leadership Skills	presentation/written exam	6 CP	
The psychology of strategic interactions, negotiations and selling	presentation/written exam	6 CP	
Industrial Economics	written/oral exam	6 CP	
Selected Issues in Corporate Development	written exam/other examination	6 CP	
Aspects of International Business	credit points acquired at an university abroad	12 CP	

Major Finance

Module	Type of exam	CP of the Module	Must CP
Industrial Economics	written/oral exam	6 CP	min. 18 CP
Investments	written/oral exam	6 CP	
Insurance Economics	written/oral exam	6 CP	
Empirical Finance	written/oral exam	6 CP	
Derivate	written/oral exam	6 CP	max. 30 CP
Asset management	written/oral exam	6 CP	
Risk Management in Financial Institutions	written/oral exam	6 CP	
Management of Leasing Companies	written/oral exam	6 CP	
Corporate Valuation Theory	written/oral exam	6 CP	
Value-Based Management of Insurance Companies	written/oral exam	6 CP	
Accounting of Insurance Companies	written/oral exam	6 CP	
Insurance Groups and Reinsurance	written/oral exam	6 CP	
Investmentbanking	written/oral exam	6 CP	
Fixed Income Management	written/oral exam/ presentation	6 CP	
Advanced Seminar Capital Markets and Corporate Finance	presentation/ paper	6 CP	min. 6 CP
Advanced Seminar Financial Institutions	presentation/ paper	6 CP	
Ausgewählte Fragen der Rechnungslegung und Wirtschaftsprüfung I - Unternehmenspublizität	written/oral exam	6 CP	max. 12 CP
Internationale Rechnungslegung	written/oral exam	6 CP	
Selected Issues in Accounting and Auditing I – Corporate Disclosure	written/oral exam	6 CP	
Selected Issues in Business Taxation I	written/oral exam	6 CP	
Business Taxation I	written/oral exam	6 CP	
Statistical Analysis of Financial Market Data	written/oral exam	6 CP	
Selected Topics in Finance	written exam/other examination	6 CP	
Aspects of International Business	credit points acquired at an university abroad	12 CP	

Major Marketing

Module	Type of exam	CP of the Module	Must CP
Marketing Performance Management	written/oral exam	6 CP	Min. 24 LP
Media Marketing	written/oral exam	6 CP	
New Product Management	written/oral exam	6 CP	
Brand Management	written/oral exam	6 CP	
Pricing	written/oral exam	6 CP	
Customer Relationship Management	written/oral exam	6 CP	
Strategic Management in Retailing	written/oral exam	6 CP	

Retail Marketing	written/oral exam	6 CP	
Practical Applications in Retailing	written/oral exam/ paper	6 CP	
Quantitative Applications in Marketing	Written/oral exam/paper	6 CP	
Selected Topics in Marketing	written/oral exam/ other examination/ credit points acquired at an university abroad	6 CP	
Selected Issues in Marketing	other examination/ credit points acquired at an university abroad	6 CP	
Advanced Seminar Marketing und Marketing Research	presentation/ paper	6 CP	min. 6 CP
Advanced Seminar Marketing and Brand Management	presentation/ paper	6 CP	
Advanced Seminar I Retailing and Customer Management	presentation/ paper	6 CP	
Advanced Seminar II Retailing and Customer Management	presentation/ paper	6 CP	
Advanced Seminar III Retailing and Customer Management	presentation/ paper	6 CP	
Consumer Behavior	presentation/ written exam	6 CP	max. 24 CP
The psychology of strategic interactions, negotiations and selling	presentation/ written exam	6 CP	
Strategic Controlling	written/oral exam	6 CP	
Value-based Controlling	written/oral exam	6 CP	
Supply Chain Management and Management Science I (Strategy)	written/oral exam/Case Study	6 CP	
Supply Chain Management and Management Science I (Planning)	written/oral exam/Case Study	6 CP	
Strategic Alliances and Networks	written/oral exam/ presentation	6 CP	
Economics of Incentives in Organizations	written exam/other examination	6 CP	
E-Commerce	written/oral exam/paper	6 CP	
Aspects of International Business	credit points acquired at an university abroad	12 CP	
Econometrics	written/oral exam/other examination	6 CP	
Linear Models	other examination + written exam	6 CP	
Causal Analysis	other examination + written exam	6 CP	

Major Supply Chain Management

Module	Type of exam	CP of the Module	Must CP
Supply Chain Management und Produktion I (Strukturen)	written/oral exam	6 CP	min. 24 CP
Supply Chain Management und Produktion II (Prozesse)	written/oral exam	6 CP	
Supply Chain Management and Management Science I (Strategy)	written/oral exam/Case Study	6 CP	
Supply Chain Management and Management Science II (Planning)	written/oral exam/Case Study	6 CP	
Logistics Concepts, Systems and Models	written/oral exam	6 CP	
Strategic Alliances and Networks	written/oral exam/ presentation	6 CP	
Supply Chain Management and Production III (Logistics of Materials and Inventory Management)	written/oral exam	6 CP	min. 6 CP
Software Systems for Supply Chain Management and Production	written/oral exam/Case Study	6 CP	
Analysis of Production and Logistic Systems	Case Study	6 CP	
Supply Chain Management and Management Science III (Operations)	written/oral exam/ paper/Case Study	6 CP	
Trends in Supply Chain Management	written/oral exam	6 CP	
Management of Logistics Service Providers	presentation/ paper/written exam	6 CP	
Global Competition in the Aviation Industry	presentation/ paper/written exam	6 CP	
Business Strategy in Global Supply Chains	presentation/ paper/written exam	6 CP	
Advanced Seminar Supply Chain Management and Production	presentation/ paper	6 CP	
Advanced Seminar Supply Chain Management and Management Science	presentation/ paper/written exam	6 CP	
Advanced Seminar Business Policy and Logistics	presentation/ paper	6 CP	min. 6 CP
Marketing Performance Management	written/oral exam	6 CP	
Retail Marketing	written/oral exam	6 CP	
Value-based Controlling	written/oral exam	6 CP	
Selected Issues in Supply Chain Management	written exam/other examination	6 CP	
Aspects of International Business	credit points acquired at an university abroad	12 CP	
			max. 12 CP

M.Sc. Economics

Areas	Minimum CP	Maximum CP
Core Courses	18 CP	54 CP
Microeconomics, Institutions and Markets	6 CP*	42 CP
Macroeconomics, Economic Policy and Public Finance	6 CP*	42 CP
Econometrics, Statistics und Mathematics	6 CP*	42 CP
Minor	24 CP	
Master Thesis	24 CP	

Overall students have to achieve at least 12 and at the most 18 CP in modules which have a type of exam referred to §5 (3) d) -g) in the examination regulations.

Major Economics - Core Courses

Module / Area	Type of exam	CP of the Module	Must CP
Area Microeconomics			
Microeconomics	written/oral exam/other examination	6 CP	min. 6 CP
Advanced Microeconomics I: Game Theory	written/oral exam/other examination	6 CP	
Advanced Microeconomics II: Contract Theory	written/oral exam/other examination	6 CP	
Area Macroeconomics			
Macroeconomics	written/oral exam/other examination	6 CP	min. 6 CP
Advanced Macroeconomics I: Real Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Area Econometrics			
Econometrics	written/oral exam/other examination	6 CP	min. 6 CP
Advanced Econometrics I: Linear Models	written/oral exam/other examination	6 CP	
Advanced Econometrics II: Time Series Analysis	written/oral exam/other examination	6 CP	

Major Economics - Microeconomics, Institutions und Markets

Module	Type of exam	CP of the Module	Must CP
Industrial Economics	written/oral exam	6 CP	min. 6 CP – max. 42 CP
Experimental Economics	written/oral exam	6 CP	
Theory and Policy of the Labour Market	written/oral exam	6 CP	
Energy Economics	written/oral exam	6 CP	
Theory and Policy of Media Economics	written/oral exam	6 CP	
Theory and Policy of Transport Economics	written/oral exam	6 CP	
Contracts in Health Economics	written/oral exam	6 CP	
Economic and Business History	written/oral exam	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets I	presentation/ Project/paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets II	presentation/ Project/paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets III	presentation/ Project/paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets IV	presentation/ Project/paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets V	presentation/ Project/paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets VI	presentation/ Project/paper	6 CP	
Modern Concepts of Institutions and Markets	written/oral exam	6 CP	
Seminar zur Energiewirtschaftslehre (Master)	presentation/ paper	6 CP	
Competition Policy	written/oral exam	6	
Selected Issues in Microeconomics, Institutions and Markets	written exam/other examination	6 CP	

*Major Economics - Macroeconomics, Economic Policy and Public Finance
Finanzen*

Module	Type of exam	CP of the Module	Must CP
Specific Economic Policy	written/oral exam	6 CP	min. 6 CP – max. 42 CP
Advanced Monetary Theory and Policy	written/oral exam	6 CP	
Dynamic Macroeconomics	written/oral exam	6 CP	
Heterogenous Agent Models	written/oral exam	6 CP	
Portfolio Choice and Asset Pricing	written/oral exam	6 CP	
Distribution of Income and Wealth	written/oral exam	6 CP	
International Macroeconomics	written/oral exam	6 CP	
Macroeconomics and the Labor Market	written/oral exam	6 CP	
Macroeconometrics	written/oral exam	6 CP	
Public Debt (Master)	written/oral exam	6 CP	
Selected Issues in Public Economics	written/oral exam	6 CP	
Theory of Taxation and Tax Policy	written/oral exam	6 CP	
Public Policy of the Labor Market	written/oral exam	6 CP	
Public Economics and Mechanism Design	written/oral exam	6 CP	
Empirical Innovation Economics	written/oral exam	6 CP	
Empirical Economics: Methods and Applications in Industrial Economics	written/oral exam	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets I	presentation/ Project/ paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets II	presentation/ Project/ paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets III	presentation/ Project/ paper	6 CP	
Selected Issues of Macroeconomics, Economic Policy and Public Finance	written exam/other examination	6 CP	

Major Economics - Econometrics, Statistics and Mathematics

Module	Type of exam	CP of the Module	Must CP
Area Mathematics			
Mathematics for Economists	written/oral exam	6 CP	min. 6 CP
Advanced Methods in Mathematics	written/oral exam	6 CP	
Recursive Methods in Economics	written/oral exam	6 CP	
Area Econometrics and Statistics			
Advanced Statistics - Statistical Inference	written/oral exam/other examination	6 CP	max. 36 CP
Advanced Statistics - Stochastic Models	written/oral exam/other examination	6 CP	
Quantitative Methods in Risk Management	written/oral exam	6 CP	
Special Topics in Statistics I	written/oral exam/other examination	6 CP	
Special Topics in Statistics II	written/oral exam/other examination	6 CP	
Statistical Analysis of Financial Market Data	written/oral exam	6 CP	
Linear Models	other examination + written exam	6 CP	
Causal Analysis	other examination + written exam	6 CP	
Advanced Seminar Statistics and Econometrics	presentation/paper	6 CP	
Selected Issues in Quantitative Methods	written/oral exam/other examination	6 CP	

M.Sc. Health Economics

Module	Type of exam	CP of the Module	Must CP
Advanced Health Care Management	written/oral exam	6 CP	min. 30 CP
Patient Safety and Risk Management	written/oral exam	6 CP	
International Comparison of Health Care Systems	written exam	6 CP	
Management of Chronic Diseases	presentation/ paper/written exam	6 CP	
Advanced Seminar I (Methods): Management in Health Care System	presentation/ paper/other examination	6 CP	
Methodology of Clinical Trials (Biostatistics)	written/oral exam	6 CP	
Contracts in Health Economics	written/oral exam	6 CP	min. 6 CP
Industrial Economics	written/oral exam	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets I	presentation/ Project/ paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets II	presentation/ Project/ paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets III	presentation/ Project/ paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets IV	presentation/ Project/ paper	6 CP	
Advanced Seminar Microeconomics, Institutions and Markets V	presentation/ Project/ paper	6 CP	min. 24 CP
Advanced Seminar Microeconomics, Institutions and Markets VI	presentation/ Project/ paper	6 CP	
Ethics of the Health Care System	written/oral exam	6 CP	
European Social Policy	written/oral exam	6 CP	
Selected Issues in Healthcare Management	written/oral exam/ paper	6 CP	
Evidence-based Health Care	presentation/ paper	6 CP	
Advanced Seminar II: Management in Health Care System	presentation/ paper/other examination	6 CP	min. 24 CP
Corporate Development	written exam/other examination	6 CP	
Supply Chain Management and Management Science I (Strategy)	written/oral exam/Case Study	6 CP	
Strategic Human Resource Management	written/oral exam/Case Study	6 CP	
Marketing Performance Management	written/oral exam	6 CP	

M.Sc. Information Systems

Module	Type of exam	CP of the Module	Must CP
Decision Support Systems and Operations Research I	written/oral exam/other examination	6 CP	min. 6 CP
Decision Support Systems and Operations Research II	written/oral exam/other examination	6 CP	
Decision Support Systems and Operations Research III	written/oral exam/other examination	6 CP	
Requirements Engineering and Change Management	written/oral exam/other examination	6 CP	min. 6 CP
Quality Management*	written/oral exam/other examination		
Engineering Management	written/oral exam/other examination	6 CP	
Information Management	written/oral exam/other examination	6 CP	min. 6 CP
Electronic Business	written/oral exam/other examination	6 CP	
Emerging Electronic Business	written/oral exam/other examination	6 CP	
Advanced Seminar Decision Support Systems and Operations Research	presentation	6 CP	Min. 6 CP
Advanced Seminar Development of Information Systems	presentation	6 CP	
Advanced Seminar Information Management	presentation	6 CP	
Selected Issues in Information Systems I	written exam/other examination	6 CP	max. 12 CP
Selected Issues in Information Systems II	written exam/other examination	6 CP	

* last time in Winter term 2011/2012

M.Sc. Politikwissenschaft

Area	Module	Type of exam	CP of the Module	Must CP
European Policy	The Political System of the EU: Strategic and Conceptual Approaches (Lecture and Exercise)	written/ oral exam	6LP	72 CP
	Advanced Seminar The Political System of the EU: Strategic and Conceptual Approaches	presentation/paper/ written exam/ Case Study	6 CP	
	Governance and Policy Making in the Multi-Layered System of the European Union	written/ oral exam	6 CP	
	Research Project The Political System of the EU	presentation/paper/ written exam	6 CP	
Comparative Policy	Comparative Analysis of Political Institutions (Lecture and Exercise)	written/oral exam	6 CP	
	Advanced Seminar Comparative Analysis of Political Institutions	presentation/paper/ written exam	6 CP	
	Comparative Analysis of Political Economy (Lecture and Exercise)	written/oral exam	6 CP	
	Research Project Comparative Politics	presentation/paper/ written exam	6 CP	
International Relations	Advanced Seminar International Policy	presentation/paper/other examination	6 CP	
	Advanced Seminar Foreign Policy	presentation/paper/other examination	6 CP	
	Research Project Foreign Policy	Project/ Case Study/other examination	6 CP	
	Research Project International Policy	Project/ Case Study/other examination	6 CP	
Political Theory	Political Theory and History of Ideas (Lecture and Exercise)	written/oral exam	6 CP	
	Advanced Seminar Political Theory	presentation/paper/written exam	6 CP	
	Advanced Seminar Political and Religious Ideas	presentation/paper/ written exam	6 CP	
	Research Project Political Theory and History of Ideas	Project/ Case Study	6 CP	
Further Areas	Colloquium on Political Science	presentation/other examination	6 CP	
	Selected Issues in Political Science	written exam/other examination	6 CP	

M.Sc. Sociology and Empirical Research

Module	Type of exam	CP of the Module	Must CP
Linear Models	written exam/other examination	6 CP	min. 24 CP
Causal Analysis	written exam/other examination	6 CP	
Special Methods of Analysis I	written exam/other examination	6 CP	
Special Methods of Analysis II	written exam/other examination	6 CP	
Special Methods of Collecting Data	written exam/other examination	6 CP	
Theory of Action and Decision Making Theory	presentation/paper	6 CP	max. 30 CP
Contexts of Social Action	presentation/paper	6 CP	
Social Structure	presentation/paper	6 CP	
Comparative Social Research	presentation/paper	6 CP	
Markets, Institutions and Organisations	presentation/paper	6 CP	
Political Sociology	presentation/paper	6 CP	
Social Change	presentation/paper	6 CP	
Attitudes, Norms and Values	presentation/paper	6 CP	
Thesis	presentation/other examination	6 CP	
Selected Issues in Sociology and Empirical Social Research	presentation/paper/ written exam	6 CP	
Practical Course in Research	Project	18 CP	

M.Sc. Economic Education

Module	Type of exam	CP of the Module	Must CP
Basic Tasks und Functions in Vocational Education and Training	Project/oral exam	6 CP	6 CP
Vocational Education and Training Systems	written/oral exam	6 CP	6 CP
Workplace based Learning and Teaching	written/oral exam	6 CP	Min. 12 CP Max. 30 CP
Didactics in Economics and Business Administration	written/oral exam	6 CP	
Didactics of Vocational Education Programmes	written/oral exam	6 CP	
Domain-specific Educational Research Projects	Project/oral exam	6 CP	
Research Projects in Vocational Schools	Project/oral exam	6 CP	
Didactics in Information Systems	Project/oral exam	6 CP	
Communication and Counseling	written/oral exam	6 CP	
Research in Learning and Teaching I	paper/oral exam	12 CP	
Research Projects in Vocational Education and Training I	presentation/paper	6 CP	
Research Projects in Vocational Education and Training II	paper/oral exam	12 CP	
Research in Learning and Teaching II	presentation/paper	6 CP	
Internships in teaching and training I	Practical Studies/written exam	6 CP	min. 6 CP max. 18 CP
Internships in teaching and training II	Practical Studies/written exam	12 CP	
Instructional Design for Training	written/oral exam	6 CP	6 CP
Instructional Design for Teaching	written/oral exam	6 CP	
Colloquium in Vocational Education and Training	oral exam	6 CP	6 CP

B. Methods and Techniques (M.Sc. Business Administration)

Module	Type of exam	CP of the Module	Must CP
Advanced Econometrics I: Linear Models	written/oral exam/other examination	6 CP	18 CP
Advanced Econometrics II: Time Series Analysis	written/oral exam/other examination	6 CP	
Econometrics	written/oral exam/other examination	6 CP	
Quantitative Methods in Risk Management	written/oral exam	6 CP	
Advanced Statistics - Statistical Inference	written/oral exam/other examination	6 CP	
Advanced Statistics - Stochastic Models	written/oral exam/other examination	6 CP	
Statistical Analysis of Financial Market Data	written/oral exam	6 CP	
Mathematics for Economists	written/oral exam	6 CP	
Linear Models	written exam/other examination	6 CP	
Causal Analysis	written exam/other examination	6 CP	
Advanced Microeconomics I: Game Theory	written/oral exam/other examination	6 CP	
Advanced Microeconomics II: Contract Theory	written/oral exam/other examination	6 CP	
Basic Course Labor Law	written exam/other examination	6 CP	
Basic Course Commercial Law and Law of Partnerships and Corporations	written exam/other examination	6 CP	
Basic Course Tax Law	written exam/other examination	6 CP	
Public Finance Law	written exam/other examination	6 CP	
Advanced Law of Partnerships and Corporations, especially Corporation Law	written exam/other examination	6 CP	
Introduction to Law of Taxation and Basics of Corporation Income Tax	written exam/other examination	6 CP	
Management Skills	written/oral exam/other examination	6 CP	

C. Minor

Please checke, if you are allowed to choose this Minor in combination with your Major!

Minor Accounting

Module	Type of exam	CP of the Module	Must CP
Business Taxation I	written/oral exam	6 CP	min. 6 CP
Business Taxation II	written/oral exam	6 CP	
International Taxation	written/oral exam	6 CP	
International Accounting	written/oral exam	6 CP	min. 6 CP
Operations Audit	written/oral exam	6 CP	
Strategic Controlling	written/oral exam	6 CP	min. 6 CP
Operative Controlling	written/oral exam	6 CP	
Advanced Seminar Business Taxation	presentation/paper	6 CP	max. 6 CP
Advanced Seminar Controlling	presentation/paper	6 CP	
Advanced Seminar External Accounting and Auditing	presentation/paper	6 CP	
Selected Issues in Accounting and Taxation	written exam/other examination	6 CP	

Minor Advanced Economics

Module	Type of exam	CP of the Module	Must CP
Microeconomics	written/oral exam/other examination	6 CP	24 CP
Advanced Microeconomics I: Game Theory	written/oral exam/other examination	6 CP	
Advanced Microeconomics II: Contract Theory	written/oral exam/other examination	6 CP	
Macroeconomics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics I: Real Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics	written/oral exam/other examination	6 CP	

Minor Asset Management

Module	Type of exam	CP of the Module	Must CP
Investments	written/oral exam	6 CP	24 CP
Asset Management	written/oral exam	6 CP	
Risk Management in Financial Institutions	written/oral exam	6 CP	
Investmentbanking	written/oral exam	6 CP	
Corporate Valuation Theory	written/oral exam	6 CP	
Empirical Finance	written/oral exam	6 CP	
Derivate	written/oral exam	6 CP	
Statistical Analysis of Financial Market Data	written/oral exam	6 CP	
Fixed Income Management	written/oral exam/ presentation	6 CP	
Selected Issues in Finance	written exam/other examination	6 CP	

Minor Auditing

Module	Type of exam	CP of the Module	Must CP
Operations Audit	written/oral exam	6 CP	24 CP
International Accounting	written/oral exam	6 CP	
Selected Issues in Accounting and Auditing I – Corporate Disclosure	written/oral exam	6 CP	
Selected Issues in Accounting and Auditing II- Audit	written/oral exam	6 CP	
Advanced Seminar External Accounting and Auditing	presentation/ paper	6 CP	
Current Problems in Theory and Practice of Auditing	written exam/other examination	6 CP	

Minor Bank Management

Module	Type of exam	CP of the Module	Must CP
Institutional Economics	written/oral exam	6 CP	24 CP
Risk Management in Financial Institutions	written/oral exam	6 CP	
International Comparison of Cooperative Conceptions	presentation/ paper	6 CP	
Investmentbanking	written/oral exam	6 CP	
Advanced Seminar Bank Management	presentation/ paper	6 CP	
Selected Issues in Bank Management	written/oral exam/Project	6 CP	
Management von Leasinggesellschaften	written/oral exam	6 CP	
Derivatives	written/oral exam	6 CP	
Fixed Income Management	written/oral exam/ presentation	6 CP	

Minor Business Taxation

Module	Type of exam	CP of the Module	Must CP
Business Taxation I	written/oral exam	6 CP	min. 12 CP
Business Taxation II	written/oral exam	6 CP	
International Taxation	written/oral exam	6 CP	
Advanced Seminar Business Taxation	presentation/ paper	6 CP	
Selected Issues in Business Taxation I	written/oral exam	6 CP	max. 12 CP
Selected Issues in Business Taxation II	written/oral exam	6 CP	

Minor Computer Science

Module	Type of exam	CP of the Module	Must CP
Parallel Algorithms	written/oral exam	9 CP	18 CP
Algorithms for NP-Hard Problems	written/oral exam/ presentation/ paper	9 CP	
Graph Theory	written/oral exam	9 CP	
Logic for Computer Scientists	written/oral exam	9 CP	
Algorithms for linear and discrete optimization	written/oral exam	9 CP	

Automatic Graph Drawing	written/oral exam	9 CP	
Computer graphics and visualization algorithms	written/oral exam	9 CP	
Efficient Algorithms	written/oral exam	9 CP	
Modeling and Simulation	written/oral exam	9 CP	
Recent aspects of Computer Science	written/oral exam	9 CP	
Advanced Seminar Computer Science	paper/presentation	6 CP	6 CP

Minor Controlling

Module	Type of exam	CP of the Module	Must CP
Operative Controlling	written/oral exam	6 CP	min. 18 CP
Strategic Controlling	written/oral exam	6 CP	
Value-Based Controlling	written/oral exam	6 CP	
Selected Issues in Controlling	written/oral exam	6 CP	
Advanced Seminar Controlling	presentation/paper	6 CP	
Empirical Finance	written/oral exam	6 CP	max. 6 CP
Econometrics	written/oral exam/other examination	6 CP	
Quantitative Methods in Risk Management	written/oral exam	6 CP	
Linear Models	written exam/other examination	6 CP	
Causal Analysis	written exam/other examination	6 CP	

Minor Corporate Development - Strategy, Organization and Human Resources

Module	Type of exam	CP of the Module	Must CP
Corporate Development	written exam/other examination	6 CP	12 CP
Strategic Management	written/oral exam	6 CP	
Strategic Human Resource Management	written/oral exam/Case Study	6 CP	
Strategic Management of Networks and Organizations	written exam/other examination	6 CP	

Economics of Incentives in Organizations	written exam/other examination	6 CP	min. 6 CP
Organizational Theory	written exam/other examination	6 CP	
Strategic Alliances and Networks	written/oral exam/ presentation	6 CP	
Theories on Leadership and Motivation	written exam/other examination	6 CP	
Behavioral Ethics	written exam/other examination	6 CP	
Advanced Seminar Corporate Development and Organisation	presentation/ paper	6 CP	max. 6 CP
Advanced Seminar Human Resource Management	presentation/ paper	6 CP	
Advanced Seminar Business Policy and Logistics	presentation/ paper	6 CP	
Advanced Seminar Corporate Development and Business Ethics	presentation/ paper	6 CP	
Selected Issues in Corporate Development	written exam/other examination	6 CP	

Minor Economic and Business History

Module	Type of exam	CP of the Module	Must CP
Economic History I	written/oral exam	6 CP	24 CP
Economic History II	written/oral exam	6 CP	
Economic History III	written/oral exam	6 CP	
Topics in Economic History	written exam/paper/ presentation	6 CP	
Advanced Seminar Economic and Business History I	presentation/ paper	6 CP	
Advanced Seminar Economic and Business History II	presentation/ paper	6 CP	

Minor Economic and Social Geography

Module	Type of exam	CP of the Module	Must CP
The Economic Geography of the European Union	presentation/ paper	6 CP	24 CP
Current Research Questions and Methods in Empirical Regional Research	Case Study/written exam/ presentation/ paper	6 CP	

World Economy and Regional Development	presentation/ paper	6 CP	
Regional Economic Geography	presentation/ paper/ written exam	6 CP	
Regional Cultural Geography	presentation/ paper	6 CP	
Selected Issues in Economic and Social Geography	presentation/ paper/ written exam	6 CP	

Minor Economic and Social Psychology

Module	Type of exam	CP of the Module	Must CP
Consumer Behavior	presentation /written exam	6 CP	24 CP
Psychology of Leadership Skills	presentation /written exam	6 CP	
The psychology of strategic interactions, negotiations and selling	presentation /written exam	6 CP	
Psychology of Money Management	presentation /written exam	6 CP	
Advanced Seminar Economic and Social Psychology I	presentation /paper	6 CP	
Advanced Seminar Economic and Social Psychology II	presentation /paper	6 CP	
Practical Course: Empirical Research	Project	6 CP	
Selected Issues in Social Psychology	written exam/paper/ presentation	6 CP	
Selected Issues in Economic Psychology	written exam/paper/ presentation	6 CP	
Selected Issues in Market and Consumer Psychology	written exam/paper/ presentation	6 CP	
Selected Issues in Organisational Psychology	written exam/paper/ presentation	6 CP	

Minor Economic Policy and Public Finance

Module	Type of exam	CP of the Module	Must CP
Microeconomics	written/oral exam/other examination	6 CP	min. 6 CP und max. 12 CP
Advanced Microeconomics I: Game Theory	written/oral exam/other examination	6 CP	
Advanced Microeconomics II: Contract Theory	written/oral exam/other examination	6 CP	

Macroeconometrics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics I: Real Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Specific Economic Policy	written/oral exam	6 CP	min. 12 CP
Advanced Monetary Theory and Policy	written/oral exam	6 CP	
Dynamic Macroeconomics	written/oral exam	6 CP	
Distribution of Income and Wealth	written/oral exam	6 CP	
International Macroeconomics	written/oral exam	6 CP	
Macroeconomics and the Labor Market	written/oral exam	6 CP	
Macroeconometrics	written/oral exam	6 CP	
Public Debt (Master)	written/oral exam	6 CP	
Ausgewählte Bereiche der Finanzwissenschaft	written/oral exam	6 CP	
Theory of Taxation and Tax Policy	written/oral exam	6 CP	
Public Policy of the Labor Market	written/oral exam	6 CP	
Public Economics and Mechanism Design	written/oral exam	6 CP	
Heterogenous Agent Models	written/oral exam	6 CP	
Portfolio Choice and Asset Pricing	written/oral exam	6 CP	
Empirical Innovation Economics	written/oral exam	6 CP	
Empirical Economics: Methods and Applications in Industrial Economics	written/oral exam	6 CP	
Advanced Seminar Macroeconomics, Economic Policy and Public Finance I	presentation/Project/paper	6 CP	
Advanced Seminar Macroeconomics, Economic Policy and Public Finance II	presentation/Project/paper	6 CP	
Advanced Seminar Macroeconomics, Economic Policy and Public Finance III	presentation/Project/paper	6 CP	
Selected Issues of Macroeconomics, Economic Policy and Public Finance	written exam/other examination	6 CP	

Minor Energy Economics

Module	Type of exam	CP of the Module	Must CP
Energy Economics	written/oral exam	6 CP	min. 6 CP
Seminar on Energy Economics (Master)	presentation/paper	6 CP	
Advanced Energy Economics I – Markets and Prices	written/oral exam	6 CP	min. 6 CP
Advanced Energy Economics II – Regulation of Energy Markets	written/oral exam	6LP	
Resource Economics	written/oral exam	6 CP	max. 12 LP
Environmental Economics and the Energy Industry	written/oral exam	6 CP	
Selected Issues in Energy Economics I	written exam/other examination	6 CP	
Selected Issues in Energy Economics II	written exam/other examination	6 CP	
Energy Law	written/oral exam	6 CP	max. 6 CP
Environmental Economics and Policy	presentation/paper	6 CP	

Minor Finance

Module	Type of exam	CP of the Module	Must CP
Institutional Economics	written/oral exam	6 CP	min. 18 CP
Investments	written/oral exam	6 CP	
Asset Management	written/oral exam	6 CP	
Derivatives	written/oral exam	6 CP	
Corporate Valuation Theory	written/oral exam	6 CP	
Risk Management in Financial Institutions	written/oral exam	6 CP	
Management of Leasing Companies	written/oral exam	6 CP	
Value-based Management of Insurance Companies	written/oral exam	6 CP	
Insurance Economics	written/oral exam	6 CP	

Investmentbanking	written/oral exam	6 CP	
Fixed Income Management	written/oral exam/ presentation	6 CP	
Advanced Seminar Capital Markets and Corporate Finance	presentation/ paper	6 CP	max. 6 CP
Advanced Seminar Financial Institutions	presentation/ paper	6 CP	
Selected Issues in Accounting and Auditing I – Corporate Disclosure	written/oral exam	6 CP	max. 6 CP
Selected Issues in Business Taxation I	written/oral exam	6 CP	
Statistical Analysis of Financial Market Data	written/oral exam	6 CP	
Selected Topics in Finance	written exam/other examination	6 CP	

Minor Health Economics

Module	Type of exam	CP of the Module	Must CP
Advanced Health Care Management	written/oral exam	6 CP	min. 6 CP
Management of Chronic Diseases	written/oral exam/ paper	6 CP	
Advanced Seminar I (Methods): Management in Health Care System	presentation/ paper/other examination	6 CP	min. 12 CP
International Comparison of Health Care Systems	written exam	6 CP	
Patient Safety and Risk Management	written/oral exam	6 CP	
Selected Issues in Healthcare Management	written/oral exam/ paper	6 CP	
Anthropology of Medicine and Care	written/oral exam/ paper/ presentation	6 CP	
Ethics of the Health Care System	written/oral exam	6 CP	
Contracts in Health Economics	written/oral exam	6 CP	

Minor Information Systems

Module	Type of exam	CP of the Module	Must CP
Decision Support Systems and Operations Research I	written/oral exam/other examination	6 CP	18 CP
Decision Support Systems and Operations Research II	written/oral exam/other examination	6 CP	
Requirements Engineering and Change Management	written/oral exam/other examination	6 CP	
Information Management	written/oral exam/other examination	6 CP	
Electronic Business	written/oral exam/other examination	6 CP	
Selected Issues in Information Systems I	written exam/other examination	6 CP	
Selected Issues in Information Systems II	written exam/other examination	6 CP	
Advanced Seminar Decision Support Systems and Operations Research	presentation	6 CP	6 CP
Advanced Seminar Development of Information Systems	presentation	6 CP	
Advanced Seminar Information Management	presentation	6 CP	

Minor Institutions and Markets

Module	Type of exam	CP of the Module	Must CP
Microeconomics	written/oral exam/other examination	6 CP	min. 6 CP und max. 12 CP
Advanced Microeconomics I: Game Theory	written/oral exam/other examination	6 CP	
Advanced Microeconomics II: Contract Theory	written/oral exam/other examination	6 CP	
Macroeconomics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics I: Real Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Advanced Macroeconomics II: Monetary Dynamic Macroeconomics	written/oral exam/other examination	6 CP	
Industrial Economics	written/oral exam	6 CP	min. 12 CP

Experimental Economics	written/oral exam	6 CP	
Theory and Policy of the Labour Market	written/oral exam	6 CP	
Energy Economics	written/oral exam	6 CP	
Theory and Policy of Media Economics	written/oral exam	6 CP	
Theory and Policy of Transport Economics	written/oral exam	6 CP	
Contracts in Health Economics	written/oral exam	6 CP	
Economic and Business History	written/oral exam	6 CP	
Modern Concepts of Institutions and Markets	written/oral exam	6 CP	
Selected Issues in Microeconomics, Institutions and Markets	written exam/other examination	6 CP	

Minor Insurance Management

Module	Type of exam	CP of the Module	Must CP
Insurance Economics	written/oral exam	6 CP	min. 18 CP
Value Based Management of Insurance Companies	written/oral exam	6 CP	
Accounting of Insurance Companies	written/oral exam	6 CP	
Insurance Groups and Reinsurance	written/oral exam	6 CP	
Advanced Seminar Insurance Management	presentation/paper	6 CP	
Selected Issues in Insurance Management	written exam/other examination	6 CP	
Advanced Social Insurance	written/oral exam	6 CP	max. 6 CP
Risk Management in Financial Institutions	written/oral exam	6 CP	
Fixed Income Management	written/oral exam/presentation	6 CP	

Minor International Business

The Minor International Business can only be chosen within the Master-Programme Business Administration.

The Minor doesn't contain a certain range of Courses in Cologne, but can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme. A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Minor International Relations

Module	Type of exam	CP of the Module	Must CP
Advanced Seminar International Policy	presentation/ paper/other examination.	6 CP	24 CP
Advanced Seminar Foreign Policy	presentation/ paper/other examination.	6 CP	
Research Project Foreign Policy	Project/Case Study/other examination.	6 CP	
Research Project International Policy	Project/Case Study/other examination.	6 CP	
Colloquium on International Relations	presentation/pap er/other examination.	6 CP	

Minor Marketing

Module	Type of exam	CP of the Module	Must CP
Marketing Performance Management	written/oral exam	6 CP	min. 18 CP
Media Marketing	written/oral exam	6 CP	
New Product Management	written/oral exam	6 CP	
Brand Management	written/oral exam	6 CP	
Pricing	written/oral exam	6 CP	
Customer Relationship Management	written/oral exam	6 CP	
Strategic Management in Retailing	written/oral exam	6 CP	
Retail Marketing	written/oral exam	6 CP	
Ausgewählte Fragestellungen des Marketing	written/oral exam	6 CP	
Practical Applications in Retailing	written/oral exam/ paper	6 CP	
Quantitative Applications in Marketing	written/oral exam/paper	6 CP	
Selected Issues in Marketing	other examination/cred it points acquired at an university abroad	6 CP	
E-Commerce	written/oral exam/paper	6 CP	max. 6 CP
Advanced Seminar Marketing und Marketing Research	presentation/ paper	6 CP	
Advanced Seminar Marketing and Brand Management	presentation/ paper	6 CP	
Advanced Seminar I Retailing and Customer Management	presentation/ paper	6 CP	

Minor Media Management

Module	Type of exam	CP of the Module	Must CP
Enterprises, Markets and Strategies	written/oral exam/ presentation	6 CP	12 CP
Media and Information Systems: Technologies, Applications, Economics of Digital Goods	written/oral exam/ presentation	6 CP	
Industry and Competition Analysis	written/oral exam/ presentation	6 CP	min. 6 CP
Strategy and Innovation Management	written/oral exam/ presentation	6 CP	
Media and Technology Management Seminar	written/oral exam/ presentation	6 CP	
Selected Media and Technology Topics	written/oral exam/ presentation	6 CP	
Media and Technology Entrepreneurship	written/oral exam/ presentation	6 CP	max. 6 CP
Selected Media and Technology Issues	written/oral exam/ presentation/ credit points acquired at an university abroad	6 CP	
Marketing Performance Management	written/oral exam	6 CP	
Supply Chain Management and Management Science (Strategy)	written/oral exam/Case Study	6 CP	
Corporate Development	written exam/other examination.	6 CP	
Strategic Management	written/oral exam	6 CP	
Strategic Alliances and Networks	written/oral exam/ presentation	6 CP	
Information Management	written exam/paper/oral exam	6 CP	

Minor Medicine

Module	Type of exam	CP of the Module	Must CP
Occupational Medicine, Social Medicine	written/oral exam/paper/presentation	6 CP	min. 6 CP
Forensic Fundamentals including Medical Vocational Studies	written/oral exam/paper/presentation	6 CP	
Psychosomatic Illnesses and Psychotherapy (Main Lecture)	written/oral exam/paper/presentation	6 CP	min. 12 CP
Basic Principles, Options and Limits of Natural Healing and Homoeopathy	written/oral exam/paper/presentation	6 CP	
Clinical Environmental Medicine	written/oral exam/paper/presentation	6 CP	
Prevention and Health Care	written/oral exam/paper/presentation	6 CP	
Medical Sociology	written/oral exam/paper/presentation	6 CP	
Fields of Competence	written/oral exam/paper/presentation	6 CP	
Anthropology of Medicine and Care	written/oral exam/paper/presentation	6 CP	

Minor Political Science

Area*	Module	Type of exam	CP of the Module	Must CP
European Policy	The Political System of the EU: Strategic and Conceptual Approaches (Lecture and Exercise)	written/oral exam	6LP	24 CP
	Advanced Seminar The Political System of the EU: Strategic and Conceptual Approaches	presentation/paper/written exam/Case Study	6 CP	
	Governance and Policy Making in the Multi-Layered System of the European Union	written/oral exam	6 CP	
	Research Project The Political System of the EU	presentation/paper/written exam	6 CP	

Comperative Policy	Comparative Analysis of Political Institutions (Lecture and Exercise)	written/oral exam	6 CP
	Advanced Seminar Comparative Analysis of Political Institutions	presentation/paper/written exam	6 CP
	Comparative Analysis of Political Economy (Lecture and Exercise)	written/oral exam	6 CP
	Forschungsprojekt Vergleichende Politik	presentation/paper/written exam	6 CP
International Relations	Avanced Seminar International Policy	presentation/paper/other examination	6 CP
	Advanced Seminar Foreign Policy	presentation/paper/other examination	6 CP
	Research Project Foreign Policy	presentation/paper/other examination	6 CP
	Research Project International Policy	presentation/paper/other examination	6 CP
Political Theory	Political Theory and History of Ideas (Lecture and Exercise)	written/oral exam	6 CP
	Advanced Seminar Political Theory	presentation/paper/written exam	6 CP
	Advanced Seminar Political and Religious Ideas	presentation/paper/written exam	6 CP
	Research Project Political Theory and History of Ideas	Project/Case Study	6 CP
Selected Issues in Political Science		written exam/other examination	6 CP

*It is recommended to focus on two different areas of political Science

Minor Production and Logistics Management

Module	Type of exam	CP of the Module	Must CP
Supply Chain Management and Production III (Logistics of Materials and Inventory Management)	written/oral exam	6 CP	min. 12 CP
Software Systems for Supply Chain Management and Production	written/oral exam/Case Study	6 CP	
Analysis of Production and Logistic Systems	Case Study	6 CP	
Supply Chain Management and Management Science III (Operations)	written/oral exam/paper/Case Study	6 CP	
Management of Logistics Service Providers	presentation/paper/written exam	6 CP	
Advanced Seminar Supply Chain Management and Production	presentation/paper	6 CP	max. 12 CP
Advanced Seminar Supply Chain Management and Management Science	presentation/paper/written exam	6 CP	
Advanced Seminar Business Policy and Logistics	presentation/paper	6 CP	
Selected Issues in Supply Chain Management	written exam/other examination	6 CP	

Minor Retail Management

Module	Type of exam	CP of the Module	Must CP
Strategic Management in Retailing	written/oral exam	6 CP	min. 6 CP
Retail Marketing	written/oral exam	6 CP	
Advanced Seminar I Retailing and Customer Management	presentation/paper	6 CP	max. 6 CP
Advanced Seminar Supply Chain Management and Management Science	presentation/paper/written exam	6 CP	
Customer Relationship Management	written/oral exam	6 CP	max. 18 CP
Pricing	written/oral exam	6 CP	
Marketing Performance Management	written/oral exam	6 CP	
E-Commerce	written/oral exam/paper	6 CP	
The psychology of strategic interactions, negotiations and selling	presentation/written exam	6 CP	
Supply Chain Management and Management Science I (Strategy)	written/oral exam/Case Study	6 CP	
Supply Chain Management and Management Science I (Planning)	written/oral exam/Case Study	6 CP	
Selected Problems in Retailing	written/oral exam/paper	6 CP	

Practical Applications in Retailing	written/oral exam/ paper	6 CP	
Quantitative Applications in Marketing	written/oral exam/paper	6 CP	
Selected Issues in Retailing	written exam/othe examination	6 CP	

Minor Self-Help Economics

Module	Type of exam	CP of the Module	Must CP
International Comparison of Cooperative Conceptions	written exam	6 CP	24 CP
Third Sector and the Idea of Cooperative Self-Help	written/oral exam	6 CP	
Cooperation Management	presentation/ paper	6 CP	
Cooperative Bank Sector and Cooperative Financial Services Network	presentation/ paper	6 CP	
Seminar on Self-Help Economics	presentation/ paper	6 CP	
Selected Issues in Cooperative Economics	written exam/other examination	6 CP	

Minor Social Policy

Module	Type of exam	CP of the Module	Must CP
International Comparison of Health Care Systems	written exam	6 CP	24 CP
European Social Policy	written/oral exam	6 CP	
Anthropology of Medicine and Care	written/oral exam/ paper/ presentation	6 CP	
Advanced Social Insurance	written/oral exam	6 CP	
Seminar on Social Policy	presentation/ paper	6 CP	
Selected Issues in Social Policy	written exam/other examination	6 CP	

Minor Sociology and Empirical Social Research

Module	Type of exam	CP of the Module	Must CP
Linear Models	written exam/other examination	6 CP	min. 6 CP
Causal Analysis	written exam/other examination	6 CP	
Special Methods of Analysis I	written exam/other examination	6 CP	
Special Methods of Analysis II	written exam/other examination	6 CP	
Special Methods of Collecting Data	written exam/other examination	6 CP	
Theory of Action and Decision Making Theory	presentation/paper	6 CP	max. 18 CP
Contexts of Social Action	presentation/paper	6 CP	
Social Structure	presentation/paper	6 CP	
Comparative Social Research	presentation/paper	6 CP	
Markets, Institutions and Organisations	presentation/paper	6 CP	
Political Sociology	presentation/paper	6 CP	
Social Change	presentation/paper	6 CP	
Attitudes, Norms and Values	presentation/paper	6 CP	
Selected Issues in Sociology and Empirical Social Research	presentation/paper/ written exam	6 CP	

Minor Special Aspects of Economics

The Minor Special Aspects of Economics can only be chosen within the Master-Programme Economics.

The Minor doesn't contain a certain range of Courses in Cologne, but can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme. A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Minor Special Aspects of Political Science

The Minor Special Aspects of Political Science can only be chosen within the Master-Programme Political Science.

The Minor doesn't contain a certain range of Courses in Cologne, but can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme. A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Minor Special Aspects of Sociology

The Minor Special Aspects of Sociology can only be chosen within the Master-Programme Sociology and Empirical research.

The Minor doesn't contain a certain range of Courses in Cologne, but can be studied at Universities abroad within cooperation agreements and implements the admission to an exchange programme. A list of the accepted exchange programmes can be found on the notice tables of the International Relations Center of the Faculty of Management, Economics and Social Sciences.

Minor Statistics and Econometrics

Module	Type of exam	CP of the Module	Must CP
Advanced Statistics - Stochastic Models	written/oral exam/other examination	6 CP	12 CP
Advanced Statistics - Statistical Inference	written/oral exam/other examination	6 CP	
Quantitative Methods in Risk Management	written/oral exam	6 CP	12 CP
Econometrics	written/oral exam/other examination	6 CP	
Advanced Econometrics I: Linear Models	written/oral exam/other examination	6 CP	
Advanced Econometrics II: Time Series Analysis	written/oral exam/other examination	6 CP	
Statistical Analysis of Financial Market Data	written/oral exam	6 CP	
Hauptseminar Statistik und Ökonometrie	presentation/paper	6 CP	
Linear Models	written exam/other examination	6 CP	
Causal Analysis	written exam/sp	6 CP	
Special Topics in Statistics I	written/oral exam/other examination	6 CP	
Special Topics in Statistics II	written/oral exam/other examination	6 CP	
Selected Issues in Statistics and Econometrics	written/oral exam/other examination	6 CP	

Minor Supply Chain Management

Module	Type of exam	CP of the Module	Must CP
Supply Chain Management and Production I (Structures)	written/oral exam	6 CP	24 CP
Supply Chain Management and Production II (Processes)	written/oral exam	6 CP	
Supply Chain Management and Production III (Logistics of Materials and Inventory Management)	written/oral exam	6 CP	
Supply Chain Management and Management Science I (Strategy)	written/oral exam/Case Study	6 CP	
Supply Chain Management and Management Science II (Planning)	written/oral exam/Case Study	6 CP	
Supply Chain Management and Management Science III (Operations)	written/oral exam/paper/Case Study	6 CP	
Logistics Concepts, Systems and Models	written/oral exam	6 CP	
Strategic Alliances and Networks	written/oral exam/presentation	6 CP	
Management of Logistics Service Providers	presentation/paper/written exam	6 CP	
Selected Issues in Supply Chain Management	written exam/other examination	6 CP	

Minor Transport and Logistics

Module	Type of exam	CP of the Module	Must CP
Microeconomics	written/oral exam/other examination	6 CP	24 CP
Theory and Policy of Transport Economics	written/oral exam	6 CP	
Planning Methods in Transport Economics	written/oral exam	6 CP	
Economic Basics of the Railway	written/oral exam	6 CP	
Road Traffic	written/oral exam	6 CP	
Logistics Concepts, Systems and Models	written/oral exam	6 CP	
Management of Logistics Service Providers	presentation/paper/written exam	6 CP	
Global Competition in the Aviation Industry	presentation/paper/written exam	6 CP	
Selected Issues in Transport Economics	presentation/paper	6 CP	

Minor Vocational and Economics Education

Module	Type of exam	CP of the Module	Must CP
Vocational Education and Training Systems	written/oral exam	6 CP	24 CP
Workplace based Learning and Teaching	written/oral exam	6 CP	
Didactics in Economics and Business Administration	written/oral exam	6 CP	
Instructional Design für Training	written/oral exam	6 CP	
Communication and Counseling	written/oral exam	6 CP	

Description of Modules

Modules A

Module		Accounting of Insurance Companies	
Number	31003	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> oral exams		
Prerequisites for Admission	None		
Courses	Lecture: Accounting of Insurance Companies (HGB) and Lecture: Accounting of Insurance Companies (IFRS)		
Language	The lectures will be held in 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 • Auditing standards 		
Information about Teaching and Learning Methods	Lecture including exercises		
Additional Information	Required reading will be announced at the beginning of every term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin, General Business Administration, Risk Management and Insurance		

Module	Advanced Econometrics I (Linear Models)		
Number	44010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Econometric analysis of linear models		
Module is allocated to	Major Economics (Core Courses), Minor Statistics and Econometrics, Methods and Techniques.		
Examination requirements	Written exam (60 min) <i>or</i> oral exam (20 min) <i>or</i> a combination of .written exam (60 min) <i>and</i> activities during exercises/tests/projects (compulsory prerequisites for the exam).		
Prerequisites for Admissions	A firm grounding in statistical inference and matrix algebra and a first course in econometrics.		
Courses	Lectures and exercises (Summer term)		
Language			
Learning Objectives	At a methodologically advanced level students 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"> • Estimation and tests of the classical linear model and its variants, • Endogeneity and instrumental variables, • extremum estimators, • limited dependent variables, • sample selection and treatment effects, • linear panel data, • generalized method of moments. 		
Information about Teaching and Learning Methods	In the lectures selected research articles are discussed. The exercises include practical applications using standard computer software as well as small projects of the students.		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Economic and Social Statistics		

Module	Advanced Econometrics II (Time Series Analysis)		
Number	44005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Analysis of time series		
Module is allocated to	Major Economics (Core Courses), Minor Statistics and Econometrics, Methods and Techniques.		
Examination requirements	Written exam (60 min) <i>or</i> oral exam (20 min) <i>or</i> a combination of .written exam (60 min) <i>and</i> activities during exercises/tests/projects (compulsory prerequisites for the exam).		
Prerequisites for Admissions	A firm grounding in statistical inference and matrix algebra and a first course in econometrics.		
Courses	Lectures and exercises (Winter term)		
Language			
Learning Objectives	<p>... Students learn...</p> <p>... to model and forecast time series data on an advanced level, in particular ...</p> <p>... to specify and estimate ARIMA processes,</p> <p>... to test for non-stationarity,</p> <p>... to investigate non-constant volatility,</p> <p>... to model and estimate vector-autoregressive processes.</p>		
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.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Economic and Social Statistics		

Module	Advanced Health Care Management		
Number	86005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 90 min or oral exam		
Prerequisites for Admissions	None		
Courses	Lecture including exercises (Summer term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... discuss the methods of strategic controlling of health organisations. ... evaluate the use of theoretical decision making models in order to resolve goal conflicts. ... analyse different methods aiming at the comparison between organisations. ... develop the portfolio of a hospital and deduce from it norm strategies. ... apply methods and concepts to case examples. ... analyse the current health policy structure and deduce from its strategic options. ... develop a project plan and calculate the critical path. ... discuss selected empirical studies. 		
Contents	<ul style="list-style-type: none"> • Strategy development <ul style="list-style-type: none"> ○ Instruments and options ○ Hospital benchmarking • Capacity strategy <ul style="list-style-type: none"> ○ Casemix Optimization ○ Capacity planning with queuing theory • Strategic decision making <ul style="list-style-type: none"> ○ Multiattributive investment planning • Coping with uncertainty <ul style="list-style-type: none"> ○ 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	Univ.-Prof. Dr. Ludwig Kuntz, General Business Administration, Health Care Management		

Module	Advanced Law of Partnerships and Corporations, especially Corporation Law		
Number	44204	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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	Written exam lasting 120 min		
Prerequisites for Admission	None; recommended: knowledge of the commercial and corporate law are required		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get an overview of the general characterisation and the fundamental terms of the corporate law. ... 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. ... get an overview of the share holder's participation. ... assess case law interpreting company legislation. ... discuss recent and contemplated changes in legislation in light of their economic background. ... receive insights into the characteristics of special forms of companies as the UG and the SPE. ... discuss main features of the transformation law. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Lecture notes are available. The module will be held alternately by Prof. Grunewald and Prof. Hennrichs.		
Responsible Faculty Member	Univ.-Prof. Dr. Barbara Grunewald, Institute for Corporation Law, Dept. 1, Faculty of Law; Univ.-Prof. Dr. Joachim Hennrichs, Institute for Corporation Law, Dept. 2, Faculty of Law		

Module	Advanced Macroeconomics I: Real Dynamic Macroeconomics		
Number	15014	Working Hours	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Self-Studies	120 h
Qualifications	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.). 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.		
Module is allocated to	Major Economics - Core Courses Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	2 Written exams, each lasting 60 min: 1. exam in week 8 (10% of total mark) 2. exam end of term (90% of total mark) First exam can be cancelled due to large classes. <i>(alternatively only if explicitly announced: oral examination lasting 20min)</i>		
Prerequisites for Admission	none		
Courses	Lecture with included Exercise Sessions (Winter term)		
Language	Courses will regularly be held in English.		
Skills	Students will ... analyse modern models of real dynamic macroeconomics with a long-term perspective at advanced methodical levels and ... apply the necessary mathematical methods.		
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 Informationen	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Peter Funk, Center for Macroeconomic Research (CMR)		

Module	Advanced Macroeconomics II: Monetary Dynamic Macroeconomics		
Number	15069	Working Hours	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Self-Studies	120 h
Qualifications	Students acquire and apply methods to construct, analyse, 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 Minor Advanced Economics Minor Institutions und Markets Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min. (<i>alternatively only if explicitly announced: oral examination 20min or other examination</i>)		
Prerequisites for Admission	Recommended: Advanced Macroeconomics I		
Courses	Lecture with included Exercise Sessions (SS)		
Language	Courses will regularly be held in English.		
Skills	Students will ... enhance their empirical and theoretical knowledge of short- and medium-term macroeconomic relations and of the impact and design of fiscal and monetary policy. ... analyse 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.		
Faculty	Univ.-Prof. Helge Braun, Ph.D., Univ.-Prof. Dr. Marcus Hagedorn; Center for Macroeconomic Research (CMR)		

Module	Advanced Methods in Mathematics		
Number	44302	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	In-depth knowledge of specifics for the analysis of economic models relevant methods in mathematics		
Module is allocated to	Major Economics - Econometrics, Statistics and Mathematics		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	Good knowledge of analysis of functions with several variables and basic knowledge of linear algebra		
Courses	Lecture with exercises		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... apply selected, for the economic research relevant models and methods in Mathematics. ... Recognise and use adequate methods against the background of a specific problem ... Interpret their conclusions in reference to certain economic questions 		
Contents	<ul style="list-style-type: none"> • Modelling of statistical and dynamic systems 		
Information about Teaching and Learning Methods			
Additional Information	Relevant literature will be announced at the beginning of the term. Course prerequisite is knowledge in Mathematics at least of the textbook Mosler/Dyckerhoff/Scheicher, Mathematische Methoden für Ökonomen (Mathematical methods for economists).		
Responsible Faculty Member	Cologne Graduate School		

Module	Advanced Microeconomics I: Game Theory		
Number	15025	Workload	180 h
Credit Points	6 CP	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 Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses can be held in German or English (see KLIPS).		
Learning Objectives	Students ... receive knowledge in the concepts and methods of non-cooperative and cooperative game theory. ... will participate in classroom experiment ... become acquainted to applications of game theory in political and social sciences		
Contents	<ul style="list-style-type: none"> • Static games with complete information • Dynamic games with complete information • Static games with incomplete information • Dynamic games with incomplete information • Recent developments in game theory 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Bettina Rockenbach, Economics		

Module	Advanced Microeconomics II: Contract Theory		
Number	15030	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 - Core Courses Major Corporate Development - Strategy, Organisation and Human Resources Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	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 		
Information about Teaching and Learning Methods			
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 Schmitz, Economics		

Module	Advanced Monetary Theory and Policy		
Number	15008	Working Hours	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Self-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 - Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min (<i>or if announced at the beginning of the course</i> oral exam lasting 20 min).		
Prerequisites for Admission	Recommended: Advanced Macroeconomics II and Econometrics		
Courses	Lecture with integrated Exercise Sessions (Winter term)		
Language	Courses will regularly be held in English.		
Skills	Students will ... 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.		
Faculty	Univ.-Prof. Helge Braun, Ph.D., Center for Macroeconomic Research (CMR)		

Module	Advanced Seminar Bank Management		
Number	53001	Workload	180 h
Credit Points	6 CP	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	Presentation (50%) and paper (making up 50% in the final mark)		
Prerequisites for Admission	One of the following modules: <ul style="list-style-type: none"> • Risk Management • Institutional Economics 		
Courses	Advanced Seminar		
Language	The advanced seminar will be held in German.		
Learning Objectives	Students carry out a literature and internet research on their own. ... read and deal with literature concerning the selected topic on their own. ... write a paper dealing with the selected topic. ... give a presentation lasting 60 min either on their own or together with fellow students. ... discuss presentations given by fellow students.		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module	Advanced Seminar Business Policy and Logistics		
Number	53057	Workload	180 h
Credit Points	6 CP	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 Major Supply Chain Management Minor Corporate Development - Strategy, Organisation and Human Resources Minor Production and Logistics Management		
Examination Requirements	Presentation/ paper		
Prerequisites for Admission	None		
Courses	Seminar		
Language	If not indicated otherwise, the seminar will be held in 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.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Advanced Seminar Business Taxation		
Number	53004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every term
Attendance	20 h	Independent Studies	160 h
Qualification	The acquired knowledge is appropriate to activities in tax accountancy, tax offices, consulting and in the fields of science.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Betriebswirtschaftliche Steuerlehre		
Examination requirements	Paper and attendance during the seminar Prerequisites for the paper is regular and successful attendance in the seminar		
Prerequisites for Admissions	None.		
Courses	Seminar		
Language	German		
Learning Objectives	Students ... deal with topics in the fields of Taxation and Accounting. ... write a paper about a topic in the fields of Taxation and Accounting on their own. ... present the topic during the seminar. ... discuss the topics during the seminar.		
Contents	Current topics from the area of Taxation.		
Information about Teaching and Learning Methods	None.		
Additional Information	Literature and instructions will be announced at the end of the preceding term.		
Responsible Faculty Member	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation		

Module	Advanced Seminar Capital Markets and Corporate Finance		
Number	53063	Workload	180 h
Credit Points	6 CP	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	Paper or different workload		
Prerequisites for Admission	Two of the following modules: <ul style="list-style-type: none"> • Derivatives • Investments • Corporate Valuation Theory • Empirical Finance 		
Courses	Advanced seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students ... <ul style="list-style-type: none"> ... 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		
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	Univ.- Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance; Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance		

Module		Advanced Seminar Comparative Analysis of Political Institutions	
Number	53054	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (20%) and written assignment (80% of the final mark) <i>or</i> written exam lasting 60 min		
Prerequisites for Admission	Sound knowledge of social science research methods.		
Courses	Seminar (Winter term)		
Language	In every fourth term, the course is in English (Winter term 11/12 in German).		
Learning Objectives	Students analyse institutional variance between regimes in established democracies applying neo-institutional concepts. ... become familiar with results of traditional studies to explain variance between regimes and analyse its effects.		
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			
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Political Science		

Module	Advanced Seminar Controlling		
Number	53005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Each term
Attendance	20 h	Independent Studies	160 h
Qualification	Aptitude for scientific work		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Controlling		
Examination requirements	Preparation of a seminar paper (70%), course presentation (45 min., 30% weight of final grade)		
Prerequisites for Admissions	None		
Courses	Block seminar		
Language	The seminar will be held in 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	The topics of the seminar in the subsequent term will be announced by the end of each term		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the seminar		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Department of Business Administration and Management Accounting		

Module	Advanced Seminar Corporate Development and Business Ethics		
Number	29208	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30h	Independent Studies	150h
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	Presentation (40%), Essay (60%)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The course will be given in English.		
Learning Objectives	Students... ... discuss and debate current topics in the field of corporate development. ... comprehend and select the academic literature that is relevant for a specific task and topic ... write an academic paper to get well prepared for the master thesis. ... apply theoretical and conceptual approaches to concrete examples. ... help organising the final class, where they discuss their conclusions actively.		
Contents	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	A advanced seminar from the field of Corporate Development is offered in every term, either by Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development), Prof. Sliwka (Human Resource Management) or Prof. Irlenbusch (Corporate Development and Business Ethics).		
Responsible Faculty Member	Univ.-Prof. Dr. Bernd Irlenbusch General Business Administration, Corporate Development and Business Ethics		

Module	Advanced Seminar Corporate Development and Organization		
Number	53020	Workload	180 h
Credit Points	6 CP	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	Presentation (1/3) and paper (making up 2/3 in the final mark) prepared in team work with 4 persons		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in English (see KLIPS).		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... gain insight into a current topic from the field of Corporate Development. ... make a research into, comprehend and select the academic literature that is relevant for a specific task and topic. ... write an academic paper and by doing so, they get well prepared for the master thesis they will have to write later on. ... learn how to work in an academic context. ... apply theoretical and conceptual approaches to concrete examples. ... help organising the final class where they discuss their conclusions. 		
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	Univ.-Prof. Dr. Mark Ebers, General Business Administration, Corporate Development and Organization		

Module	Advanced Seminar Decision Support Systems and Operations Research		
Number	53041	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Academic paper		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Presentation and paper		
Prerequisites for Admission	Compulsory courses from the field "Information Systems"		
Courses	Advanced Seminar (Summer term)		
Language	The advanced seminar will be held in German.		
Learning Objectives	Students search, interpret, systematise and present relevant material for an academic paper concerned with a clearly defined topic. ... Present, defend and discuss their results in their study group		
Contents	<ul style="list-style-type: none"> Constantly changing 		
Information about Teaching and Learning Methods	The students' presentations are discussed. Afterwards students write a paper about their topic under guidance.		
Additional Information	Required reading and selection of topics will be announced at the end of the previous term. The topics will be allocated after announcement at the end of the previous term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research		

Module	Advanced Seminar Development of Information Systems		
Number	53039	Workload	180 h
Credit Points	6 CP	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	Presentation		
Prerequisites for Admission	12 credit points collected in modules from the Major or Minor Information Systems		
Courses	Advanced Seminar		
Language	The advanced seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <p>... Search, interpret, systematise, compose and present material scientifically on a well-defined topic</p> <p>... Present, vindicate and discuss their results with fellow students from a critical point of view</p> <p>...</p>		
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	Univ.-Prof. Dr. Werner Mellis, Information Systems and System Development		

Module	Advanced Seminar Economic and Business History I		
Number	53036	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation qualitative and historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Business History		
Examination Requirements	Presentation (50%) and paper (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Advanced Seminar Economics and History		
Language	The advanced seminar can be held in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... altercate thoughtfully with scientific questions and current research within the field of economic history, business history or the history of economic thought ... practice the scientific methods ... test the academic approach of the area of economic and business history viewed as a bridge subject between economics and history. ... use techniques and methods of academic work in research and for application of models, ... discuss questions leading to insights,. ... Interpret relevant research literature critically ... discuss the state of the art and evaluate subject-specific discussions. ... Prepare reports according to scientific standards 		
Contents	<ul style="list-style-type: none"> • Methodology of the historical economic and social research and their application • The historical method of source criticism and source analysis • The state of the art of the topic • Critical discussion of research and development of own perspectives • Own exemplary dealing with a research problem 		
Courses	Advanced Seminar History of Economic Thought		
Sprache	The advanced seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine the subject, methods and thought-style of economics. ... assign elements of theoretical economics to the different phases of the development of economic thought. ... explain the connection between economic thought and real economic conditions and developments. ... become familiar with techniques and methods of academic work in research, application of models, questions leading to insights, presentations and papers. ... gain an insight into the state of the art and subject-specific discussions. 		
Contents	<ul style="list-style-type: none"> • Basics of classical economics • Contemporary counterproposals • The neoclassical revolution • Challenge of the classical and neoclassical age • Current trends 		
Information about Teaching and Learning Methods	Usually, there are two advanced seminars in each term, one of which students can choose.		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History		

Module	Advanced Seminar Economic and Business History II		
Number	51202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Business History		
Examination Requirements	Presentation (50%) and paper (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Advanced Seminar Economics and History		
Language	The advanced seminar can be held in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... deal in a detailed way with one area of the field of economic history, business history or the history of economic thought. ... test the academic approach to the area of economic and business history viewed as a bridge subject between economics and history. ... become familiar with techniques and methods of academic work in research, application of models, questions leading to insights, presentations and papers. ... gain an insight into the state of the art and subject-specific discussions. 		
Contents	<ul style="list-style-type: none"> • Methodology of the historical economic and social research and their application • The historical method of source criticism and source analysis • The state of the art of the topic • Critical discussion of research and development of own perspectives • Own exemplary dealing with a research problem 		
Courses	Advanced Seminar History of Economic Thought		
Language	The advanced Seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine the subject, methods and thought-style of economics. ... assign elements of theoretical economics to the different phases of the development of economic thought. ... explain the connection between economic thought and real economic conditions and developments. ... become familiar with techniques and methods of academic work in research, application of models, questions leading to insights, presentations and papers. ... gain an insight into the state of the art and subject-specific discussions. 		
Contents	<ul style="list-style-type: none"> • Basics of classical economics • Contemporary counterproposals • The neoclassical revolution • Challenge of the classical and neoclassical age • Current trends 		
Information about Teaching and Learning Methods	Usually, there are two advanced seminars in each term, one of which students can choose.		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History		

Module	Advanced Seminar Economic and Social Psychology I and II		
Number	53058-59	Workload	180 h
Credit Points	6 CP	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	Presentation (50%) and paper (making up 50% of the final mark)		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine and outline current issues in economic and social psychology. ... discuss and interpret literature in English language. ... develop, together with other students, an overview about current research findings for various issues of economic and social psychology. ... reflect and acknowledge current trends and empirical findings, critically appraising the research methods applied. 		
Content	<ul style="list-style-type: none"> • Focussing on a selected area of Economic and Social Psychology 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the course.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Advanced Seminar External Accounting and Auditing		
Number	53014	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every 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	Paper (50%) and presentation (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. Christoph Kuhner, General Business Administration, Auditing		

Module	Advanced Seminar Financial Institutions		
Number	53064	Workload	180 h
Credit Points	6 CP	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	Presentation/ Paper		
Prerequisites for Admission	One of the following modules: <ul style="list-style-type: none"> • Institutional Economics • Insurance Economics • Risk Management in Financial Institutions • Value-Based Management of Insurance Companies 		
Courses	Advanced Seminar		
Language	The advanced seminar will be held in German.		
Learning Objectives	Students ... <ul style="list-style-type: none"> ... autonomously carry out a thorough literature and internet research. ... familiarise themselves with the selected range of topics. ... write a paper on the selected topic. ... give a presentation of 60 min, either alone or in group. ... comment on the presentations given by their fellow students. 		
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	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management; Univ.-Prof. Dr. Heinrich R. Schradin, General Business Administration, Risk Management and Insurance		

Module	Advanced Seminar Foreign Policy		
Number	53049	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150h
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	Presentation and paper (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Seminar (Summer term)		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... 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. ... place these issues in the area of international relations in a differentiating way. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Political Science		

Module	Advanced Seminar Human Resource Management		
Number	53061	Workload	180 h
Credit Points	6 CP	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	Presentation (30-50%) and paper (making up 50-70% in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... gain insight into a current topic in the field of corporate development. ... comprehend and select the academic literature that is relevant for a specific task and topic ... apply theoretical and conceptual approaches to concrete examples. Generate scientific papers according to academic standards ... Present and discuss their research in front of a specialised audience ... Assess relevant scientific literature critically 		
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>A advanced seminar from the field of Corporate Development is offered in every term, either by Prof. Delfmann (Business Policy and Logistics), Prof. Ebers (Corporate Development and Organization), Prof. Sliwka (Human Resource Management) or Prof. Irlenbusch (Corporate Development and Business Ethics).</p> <p>The program of advanced seminars is published every term via bulletin and via "Zentrale Vergabe" (https://wisoanmeldung.uni-koeln.de).</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Dirk Sliwka, General Business Administration, Human Resource Management		

Module	Advanced Seminar I (Methods): Management in Health Care System		
Number	53043	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	20 h	Independent Studies	160 h
Qualification	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	Presentation (making up 15% of the final mark), paper (70%), other requirements (final test lasting 15 min and making up 15% of the final mark).		
Prerequisites for Admissions	None		
Courses	Seminar (Winter term)		
Language	The seminar can be held in German or English (see KLIPS). Starting WS 2011/2012 the seminar will be held in English.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... analyse the use of different formal methods by means of an international scientific journal. ... carry out a literature research, read and deal with the literature on their own in order to thoroughly understand the method. ... 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. ... present their results using Power Point. ... discuss strengths, weaknesses and implications of the article. 		
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	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.		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, General Business Administration, Health Care Management		

Module	Advanced Seminar II: Management in Health Care System		
Number	53044	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualification	Students know about several current research questions that are also relevant at an international level.		
Module is allocated to	Major Health Economics		
Examination requirements	Paper (making up 70% of the final mark), presentation (15%), other requirements (final test lasting 15 min and making up 15% of the final mark).		
Prerequisites for Admissions	None		
Courses	Seminar (Summer term)		
Language	The seminar is held in English.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... analyse a current research question on the basis of an international scientific journal. ... 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. ... read and carry out a literature research on their own in order to understand the method used in the article. ... present their results using Power Point. ... discuss strengths, weaknesses and implications of the article. 		
Contents	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	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.		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, General Business Administration, Health Care Management		

Module	Advanced Seminar Information Management		
Number	53040	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualification	Presentation based on sound academic knowledge		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination requirements	Project + Presentation		
Prerequisites for Admissions	12 credit points collected in modules from the Major or Minor Information Systems		
Courses	Advanced Seminar Winter term: Major Information Systems Summer term: Minor Information Systems		
Language	The advanced seminar will be held in German and / or in 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	<p>Selected issues and questions from the area of information management which can either be thematically or methodologically oriented:</p> <ul style="list-style-type: none"> • 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	<p>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.</p>		
Additional Information	Required reading and topics will be announced towards the end of the preceding term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	Advanced Seminar Insurance Management		
Number	53022	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications			
Module is allocated to	Minor Insurance Management		
Examination Requirements	Paper and presentation (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Advanced Seminar (block course)		
Language	The advanced seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... carry out a literature and internet research on their own. ... familiarise themselves with the selected topic. ... write a paper concerned with the selected topic. ... give a presentation of 60 min, either alone or in group. ... discuss presentations given by fellow students . 		
Contents	<ul style="list-style-type: none"> • Constantly changing 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. General Business Administration, Risk Management and Insurance		

Module	Advanced Seminar International Policy		
Number	53048	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation and paper (making up 50% of the final mark, respectively)		
Prerequisites for Admission	None		
Courses	Seminar (Winter term)		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students are able to...</p> <ul style="list-style-type: none"> ... deal with further questions related to international relations in the area of international policy on the basis of primary and secondary literature. ... understand and discuss these issues from a critical angle in view of theoretical concepts and empirical results of the research. ... place these issues in the area of international relations in a differentiating way. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Political Science		

Name	Advanced Seminar Macroeconomics, Economic Policy and Public Finance I-III		
Number	53068	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every or every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Independent conceptional works in the fields of Macroeconomics, Economic Policy and Public Finance.		
Module is allocated to	Major Economics - Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Seminar paper <i>and/or</i> presentation <i>or</i> project (on announcement)		
Prerequisites for Admission	Specific prerequisites may be required in case of some seminars.		
Courses	Several seminars with different focus will be offered. (regularly both in SS and WS)		
Language	The seminar can be held in German or in English. The teaching language of each seminar will be announced before the term starts.		
Learning Objectives	Students will... ... by themselves deal with current academic and applied questions and use their macroeconomic, economic-political and fiscal-policy skills acquired during their studies. ... critically analyze relevant academic and applied literature. ... 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.		
Contents	Topics will be chosen from general theoretical or current applied problems.		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be made available at the beginning of the term.		
Responsible Faculty Member	Center for Macroeconomic Research (CMR): Univ.-Prof. Dr. Ralph Andereg, g, Univ.-Prof. Dr. Martin Barbie, Univ.-Jun.-Prof. Dr. Tino Berger Univ.-Prof. Dr. Felix Bierbrauer Univ.-Prof. Helge Braun, Ph.D., Univ.-Prof. Dr. Peter Funk, Univ.-Prof. Dr. Marcus Hagedorn Univ.-Prof. David A. Jaeger, Ph.D. Univ.-Prof. Dr. Susanne Prantl Univ.-Prof. Dr. Alexander Ludwig Univ.-Prof. Dr. Axel Weber		

Module	Advanced Seminar Marketing and Brand Management		
Number	53002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually 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	Write a paper (60%-70%) and present the topic in class (making up 40%-30% in the final mark) usually in group work		
Prerequisites for Admission	None		
Courses	Seminar (block course)		
Language	Depending on the course, students work on their topics in English and/or in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... use the marketing knowledge that they gained during their studies to solve a current problem in the marketing area (in particular branding topics). ... research, collect and select scientific literature that is relevant to solve the given problem. ... write a scientific paper which prepares them for writing their master thesis. ... present their results in class and discuss them with the other participants of the seminar. 		
Contents	<p>Depending on the general topic of the advanced seminar (changes in every term), amongst others:</p> <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Module	Advanced Seminar Marketing and Marketing Research		
Number	53009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every term
Attendance	30 h	Independent Studies	150 h
Qualification	Management activities in marketing and retailing.		
Module is allocated to	Major Marketing Minor Marketing		
Examination requirements	Write a seminar thesis (50%) and presentation/discussion (making up 50% in the final mark)		
Prerequisites for Admissions	Basic knowledge of marketing and multivariate methods is recommended.		
Courses	Seminar (block course)		
Language	The seminar is held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse, depict and evaluate academic articles. ... evaluate issues of the area of marketing and market research. ... develop and test hypotheses. ... write own academic texts. ... present the topics they have worked on in class. ... learn to work and organise within a team. ... are able to implement a strict project/time management. 		
Contents	<p>Depending on the general topic of the advanced seminar (changes in every term), amongst others:</p> <ul style="list-style-type: none"> • Marketing Performance Management • Price Management • Product Management • Communication Management • Market Research • Media Management • Consumer Behaviour • Project seminars in cooperation with companies 		
Information about Teaching and Learning Methods			
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	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Module	Advanced Seminar Microeconomics, Institutions and Markets I-VI		
Number	53065-35070	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every or every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Students learn to work with scientific literature and independently address current research questions.		
Module is allocated to	Major Economics - Institutions and Markets Major Health Economics		
Examination Requirements	Paper (50%) and Presentation (making up 50% of the final grade), other assessment criteria are possible (details will be announced in the seminar)		
Prerequisites for Admission	Sound knowledge of microeconomics. Specific requirements can be announced for some advanced seminars.		
Courses	There will be several advanced seminars, each focusing on different aspects of institutions and markets. Seminars may take place in the form of block seminars.		
Language	The course can be held in German or English (see KLIPS)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... look into current theoretical and applied issues in microeconomics by employing models and methods learned over the course of their studies in economics. ... scrutinize the relevant academic and applied literature. ... compare and evaluate the applicability of diverse economic concepts to specific economic situations. ... summarize their insights in a written assignment. ... present the results in class and discuss them with the other participants. 		
Contents	<ul style="list-style-type: none"> • Recent topics in microeconomic theory, experimental economics, markets and institutions in general. 		
Information about Teaching and Learning Methods			
Additional Information	Recommended reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop., Economic and Business History; Univ.-Prof. Dr. Axel Ockenfels, Univ.-Prof. Dr. Patrick Schmitz, Univ.-Prof. Achim Wambach, Ph.D., Economics		

Module	Advanced Seminar Political and Religious Ideas		
Number	53056	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (making up 45% of the final mark) and paper or written exam lasting 60 min (making up 55% of the final mark)		
Prerequisites for Admission	Political Theory and History of Ideas (lecture and exercise)		
Courses	Advanced Seminar (Summer term)		
Language	The advanced seminar can be held in German or English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Political Science		

Module	Advanced Seminar Political Theory		
Number	53055	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (making up 45% of the final mark) and paper or written exam lasting 60 min (making up 55% of the final mark)		
Prerequisites for Admission	Political Theory and History of Ideas (lecture with exercise)		
Courses	Advanced Seminar (Summer term)		
Language	The advanced seminar can be held in German or English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	<p>Approaches:</p> <ul style="list-style-type: none"> • 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 • 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Political Science		

Module	Advanced Seminar I Retailing and Customer Management		
Number	53007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually 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	Every participant writes a paper comprising approx. 10-15 pages and presents it in class. Team work is possible.		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The language of the seminar can be German or English. Further information can be found in the corresponding announcement. The paper can be written in 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 		
Information about Teaching and Learning Methods			
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	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Module	Advanced Seminar II Retailing and Customer Management		
Number	24304	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in retailing and marketing		
Module is allocated to	Major Marketing		
Examination Requirements	Every participant writes a paper comprising approx. 10-15 pages and presents it in class. Team work is possible.		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The language of the seminar can be German or English. Further information can be found in the corresponding announcement. The paper can be written in German or English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
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	Jun.-Prof. Dr. Maik Eisenbeiss, General Business Administration, Retailing and Customer Management		

Module	Advanced Seminar III Retailing and Customer Management		
Number	24305	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Management activities in retailing and marketing		
Module is allocated to	Major Marketing		
Examination Requirements	Every participant writes a paper comprising approx. 10-15 pages and presents it in class. Team work is possible.		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The language of the seminar can be German or English. Further information can be found in the corresponding announcement. The paper can be written in German or English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
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, General Business Administration, Retailing and Customer Management		

Module	Advanced Seminar Statistics and Econometrics		
Number	53029	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30 h	Independent Studies	150 h
Qualifications	Newer methods of statistics and econometrics and their application in economics.		
Module is allocated to	Minor Statistics and Econometrics		
Examination Requirements	Paper (60%) and presentation followed by a discussion (making up 40% of the final mark)		
Prerequisites for Admission	Students must have participated in a module from the Minor Statistics and Econometrics		
Courses	Seminar		
Language	The seminar will be held in German and maybe in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... Deal with specific literature critically ... autonomously work out newer methods of statistics and econometrics from the literature, ... write a paper according to academic standards, ... use real data to solve problems related to economics and social sciences on the basis of real data, ... present their results in class and discuss them with fellow students. 		
Contents	<p>For example</p> <ul style="list-style-type: none"> • 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	<p>The course is usually held in two days. It is assumed that students are familiar with data processing. Application starts the semester before the seminar</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Advanced Seminar Supply Chain Management and Management Science		
Number	53018	Workload	180 h
Credit Points	6 CP	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	Presentation and paper <i>or</i> paper and written exam		
Prerequisites for Admission	At least 12 CP from the area of Supply Chain Management		
Courses	Seminar		
Language	The seminar will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with concepts of Supply Chain Management. ... understand the importance of the internal as well as the external coordination of different activities inside the company and between independent companies. ... make use of current software which supports them in taking decisions concerning Supply Chain Management. ... gather relevant information for Supply Chain Management as well as to structure these pieces of information. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann, General Business Administration, Supply Chain Management and Management Science		

Module	Advanced Seminar Supply Chain Management and Production		
Number	53019	Workload	180 h
Credit Points	6 CP	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	Presentation/ Paper		
Prerequisites for Admission	Lecture "Production and Logistics"		
Courses	Seminar		
Language	The seminar will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, General Business Administration, Supply Chain Management and Production		

Module	Advanced Seminar the Political System of the EU: Strategic and Conceptual Approaches		
Number	53053	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Paper (70 %); in addition to this, either a presentation or a practical exercise (may be a simulation) (making up 30 % of the final mark)		
Prerequisites for Admission	None		
Courses	Advanced seminar (Summer term)		
Language	The advanced seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... thoroughly deal with the political and academic discussion of the European Union. ... extend and foster their theoretical knowledge with respect to empirical possibilities of application. ... apply theories and concepts in order to investigate current empirical incidents and developments as well as political situations where decisions need to be made. ... identify and analyse the political processes of decision making 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. 		
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	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Advanced Social Insurance		
Number	41008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (WS)
Attendance	30 h	Independent Studies	150 h
Qualification	Activities as senior professional in social insurance associations and ministries; also activities as research assistant.		
Module is allocated to	Minor Insurance Management Minor Social Policy		
Examination requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min (oral exam if there are no more than 15 participants)		
Prerequisites for Admissions	None		
Courses	Lecture with integrated tutorial		
Language	English.		
Learning Objectives	<p>Students ...</p> <p>... identify the principals of social insurance and competing welfare state arrangements.</p> <p>... apply economic and sociological approaches to reciprocity to relevant challenges faced in the context of social insurance arrangements.</p> <p>... assess from different theoretical perspectives current debates on welfare state reform and to actively participate in relevant policy discussions.</p>		
Contents	<ul style="list-style-type: none"> • Origins and foundations of the welfare state • Principles of social insurance • Economics and sociology of reciprocity • Advanced theoretical understanding of health care insurance and institutional alternatives • Advanced theoretical understanding of old-age insurance and institutional alternatives • Selected debates and normative tensions: public and private provision, funding, redistribution and justice 		
Information about Teaching and Learning Methods	During the lecture, students comment on and discuss required reading.		
Additional Information	Dozent/Lecturer: Dr. Remi Maier-Rigaud Required reading is divided into compulsory reading that will be discussed during the course and further reading.		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Social Policy		

Module	Advanced Statistics – Statistical Inference		
Number	44002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	advanced processes of statistical inference and its application to economics.		
Module is allocated to	Major Economics – Econometrics, Statistics and Mathematics Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min or combination of exam 60 min (60%) and exercises/tests/projects (making up 40 % of the final mark)		
Prerequisites for Admission	Basic knowledge in Probability Theory and Statistical Inference		
Courses	Lecture and exercises (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students Apply statistical collection methods. ... Sketch theoretical basic knowledge about point estimate and interval estimation as well as about hypothesis testing. ... Complete special parametric and nonparametric tests. ... Analyse statistical methods for stochastic processes.		
Contents	<ul style="list-style-type: none"> • Sampling • Point and interval estimation, hypothesis testing • Estimating and testing for stochastic processes 		
Information about Teaching and Learning Methods			
Additional Information	The courses will be held every week during the lecture period. Course-supporting material provided by Prof. Mosler and by Prof. Schmid. Prof. Schmid will take turns with Prof. Mosler in giving the lecture in every summer term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Advanced Statistics – Stochastic Models		
Number	44001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60h	Independent Studies	120 h
Qualifications	Sound knowledge about the calculus of probability and about the stochastic modelling of economic issues.		
Module is allocated to	Major Economics – Econometrics, Statistics and Mathematics Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min or combination of exam 60 min (60%) and exercises/tests/projects (making up 40 % of the final mark)		
Prerequisites for Admission	Basic knowledge in Theory of Probability		
Courses	Lecture and exercises (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	Students model random incidents using stochastic variables. ... apply special univariate and multivariate distributions. ... apply important stochastic processes such as the Brownian motion, the Poisson process and Markoff chains.		
Contents	<ul style="list-style-type: none"> • Probabilities and stochastic variables • Univariate and multivariate probability distribution • Stochastic processes 		
Information about Teaching and Learning Methods			
Additional Information	The courses will be held every week during the lecture period. Course-supporting material provided by Prof. Mosler and by Prof. Schmid. Prof. Schmid will take turns with Prof. Mosler in giving the lecture in every winter term.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Algorithms for linear and discrete optimization		
Number	75506	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Every second Term Summer Term
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of algorithms for linear and discrete optimization		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	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.		
Contents	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	Michael Jünger, Rainer Schrader		

Module	Algorithms for NP-Hard Problems		
Number	75502	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities requiring the conception and implementation of algorithms.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral or a written exam.		
Prerequisites for Admission	Programming course, computer science I and II		
Courses			
Language	The courses will be held in German.		
Learning Objectives	Students... ... Conceptualise and implement efficient algorithms and combinatorial structures underlying issues.		
Contents	Students... ... deal with algorithms of discrete and combinatorial optimisation. The focus lies on the exact solving of discrete optimisation problems by means of cutting-plane algorithms and branch-and-bound algorithms as well as NP-hard combinatorial decision and optimisation problems by means of branch-and-cut-and-price algorithms. ... exercise polynomial approximation algorithms for NP-hard problems. ... recognize basic tools important for linear programming and to computational complexity theory. ... will be concerned with selected combinatorial decision and optimisation problems: satisfiability problem, travelling salesman problem, linear ordering problem, max-cut-problem, vertex cover problem, graph colouring problem, clique problem, independent set problem, knapsack problem, box-packing-problem, machine-assignment-problem The treatment of algorithms is rounded off by means of implementation references and the discussion of relevant software as well as by examples of applications in the industry, in economy and in natural sciences.		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Michael Jünger, Computer Science		

Module	Analysis of Production and Logistic Systems		
Number	28011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min, short presentation (to be held during Part II / Simulation Models) The presentation is prerequisite for participation in the exam. The final mark will be derived from the exam mark.		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise (first and second part in Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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. ... 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. ... 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. 		
Contents	<ul style="list-style-type: none"> • Part I: Analytical Approaches (stochastic models, waiting-line theory) • Part II: Simulation Models (process-oriented simulation, simulation software SIMAN, graphically supported simulation with ARENA) 		
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	Univ.-Prof. Dr. Horst Tempelmeier, General Business Administration, Supply Chain Management and Production		

Module	Anthropology of Medicine and Care		
Number	37004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (summer term)
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities as head of the department/consultant in associations and ministries, but also as a research assistant.		
Module is allocated to	Minor Health Economics Minor Medicine Minor Social Policy		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min (oral exam if there are no more than 15 participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated tutorial (summer term)		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... Identify main aspects of philosophical anthropology. ... apply and adjust these theories to the areas of medicine and care (homo patients). ... reflect on the practical relevance of this knowledge. ... analyse and reflect the everyday life of a doctor and of a nurse. ... in order to do so, integrate theories of cultural anthropology and depth psychology. ... recognize the main features of flexible methods related to qualitative social research and ethnography. ... recognise and reflect on the relevance of ethics, and by doing so, become familiar with the point of view adopted by practical philosophy in view of medicine and care. 		
Contents	<ul style="list-style-type: none"> • Philosophical anthropology/social ontology (among others as defined by Heidegger, Scheler, Plessner and Blumenberg), modern French philosophy of love/donation, main features of the theological anthropology of the Judeo-Christian cultural area • Medical anthropology (V. v. Weizsäcker, V. Frankl, v. Gebattel, L. Binswanger etc.), modern theories of care anthropology, medical ethics and ethics of care • Analysis of micro-worlds of medicine and care, ethnography of (total) institutions (Goffman, Foucault and others), doctor-patient-communication (SDM etc.), gender studies/feminist ethics (Care vs. Cure) • The issue of dementia, death and dying 		
Information about Teaching and Learning Methods	During the lecture, students comment on the required reading		
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	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy		

Module	Aspects of International Business		
Number	54605	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	300 h
Qualifications			
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		
Prerequisites for Admission	Attendance within the Double Matser programme		
Courses	The University of Cologne does not offer the module Aspects of International Business. This module is completed during a stay abroad at an international partner university of the WiSo-Faculty.		
Language	Depends on partner university		
Learning Objectives and Contents	<ul style="list-style-type: none"> • Depends on course selection 		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	International Relations Center (ZIB)		

Module	Asset Management		
Number	18004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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:	Written exam lasting 60 minutes or oral exam		
Prerequisites for Admission:	Investments		
Courses:	Lecture with integrated exercise sessions (Summer term)		
Language:	The course can be held in German or in English (see KLIPS).		
Learning Objectives:	<p>Students...</p> <ul style="list-style-type: none"> ... explore the institutional setting of asset management in Germany and the US. ... analyse different investment styles and their impact on investment performance. ... evaluate the performance of mutual funds and analyse its determinants. ... analyse which factors contribute to the growth of funds. ... enhance their understanding of the concepts and skills acquired in the lecture by solving problem sets and preparing case studies. ... become aware of estimation risk in portfolio optimization and the associated consequences ... 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) ... quantify the performance of mutual funds and its properties and determine efficient portfolios using computer software (Excel). ... discuss the different forms of market efficiency as well as their relevance for the advantages and disadvantages of actively and passively managed funds. ... discuss and analyze current issues from technical press and evaluate them in the context of the lecture. 		
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:	The content of this course is based on the course „Investments“. 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:	Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance		

Module	Attitudes, Norms and Values		
Number	12012	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (Winter term 2010/11)		
Language	The seminar can be held in German or in English (see KLIPS).		
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	The module deals with selected analyses of attitudes and values, among which are the following: <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Karsten Hank, Sociology		

Module	Automatic Graph Drawing		
Number	75507	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Irregular (Winter Term 12/13)
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of algorithms for automatic graph drawing		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises The course consists of lectures taking four and exercises taking two hours per week. The exercises may include home work.		
Language	German		
Learning Objectives	<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	<p>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.</p>		
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	Michael Jünger		

Modules B

Module	Basic Course Commercial Law and Law of Partnerships and Corporations		
Number	44203	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses will be held in 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 procurator, 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	Univ.-Prof. Dr. Barbara Grunewald Institute for Corporation Law, Dept. 1, Faculty of Law, Dr. Moritz Pöschke, Dipl.Kfm., Institute for Law of partnerships and Corporations, Dept. 1, faculty of Law		

Module	Basic Course Labor Law		
Number	33001	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in 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	Discussion of cases. Supplementary study groups to intensify the subject.		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Martin Henssler, Institute for Labor and Economic Law, Faculty of Law		

Module	Basic Course Tax Law		
Number	45001	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get an overview of different fields and rules in tax law. ... discuss the constitutional basics of the tax law. ... are familiar with the basic principles of the tax law such as the ability to pay principle. ... discuss the general tax liability law. 		
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, Institut für Steuerrecht, Institute for Tax Law, Faculty of Law		

Module	Basic Principles, Options and Limits of Natural Healing and Homoeopathy		
Number	86104	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam, oral exam, paper, presentation		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Studies ...</p> <ul style="list-style-type: none"> ... analyse studies concerned with natural healing and apply to them methods of evidence-based medicine. ... get to know basic principles of natural healing and of complementary medicine. ... understand different types and principles of rehabilitation medicine. ... place the disciplines of natural healing, physical medicine and rehabilitation in the health care system. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Josef Beuth		

Module		Basic Tasks und Functions in Vocational Education and Training	
Number	49301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	oral exam		
Prerequisites for Admission	None		
Courses	Block course: seminar and exercise serving as aid to orientation (workshops) (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... prepare an individual profile comprising the strengths and weaknesses of their basic teaching skills. ... explain basic notions, categories and principles of didactics. ... characterise teaching models and learning theories and distinguish them according to the different scientific paradigms they belong to. ... prepare results from a didactic point of view and present them using different methodological stylistic devices and media. ... describe demands and options of their studies, state what they expect from their working habits and from the quality of education in learning contracts. ... 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. ... have a learning portfolio and are familiar with the ILIAS- learning platform. 		
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.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Behavioral Ethics		
Number	29205	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every summer term
Attendance	30 h	Independent Studies	150 h
Qualifications	Advanced understanding of heuristics and systematic deviations from rational behavior (biases) as well as their relationship to ethical decision making. Very useful for future management and leadership positions.		
Module is allocated to	Major Corporate Development - Strategy, Organization and Human Resources Minor Corporate Development - Strategy, Organization and Human Resources		
Examination Requirements	A written exam lasting 60 min (20%), presentations and class participation (20%), essay (making up 60% of the final mark)		
Prerequisites for Admission	Doctoral Student or advanced Master student		
Courses	Lecture		
Language	In general the lecture will be held in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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"> • Heuristics and biases in human decision making and corresponding empirical evidence • Implications of heuristics and biases on ethical behavior • Implications of moral behavior on biases in decision making • 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	<p>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.</p> <p>The courses of this module will potentially be hold only in the first or in the second half of the semester (see KLIPS).</p> <p>The courses of this module are designed for PhD students – they are, however, open to advanced Master students. The number of participants is limited (25 students).</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Bernd Irlenbusch, General Business Administration, Corporate Development and Business Ethics		

Module	Brand Management		
Number	17005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually 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	Written exam lasting 60 min. Mid-term-exam possible.		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... describe concepts and methods of a value-based management of brands as company's (most) valuable assets. ... evaluate opportunities and risks of alternative branding strategies. ... assess the favorability of alternative branding strategies to design brands with respect to a company's goals. ... analyze and evaluate concepts and methods of brand valuation. 		
Contents	<ul style="list-style-type: none"> • Basic terms, general and legal conditions in brand management • Brand building • Branding strategies • 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	Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Module	Business Project/ Research Project		
Number	29201/29202/29203/ 29210	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term
Attendance	Depending on the project	Independent Studies	Depending on the project
Qualifications	Internal/ external consultancy, departments concerned with corporate strategies and planning, academic topics.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Presentation (50-70%) and paper prepared (making up 30-50% of the final mark) in group work		
Prerequisites for Admission	None		
Courses	Project		
Language	Dependent on the involved corporation the project-course is held in German or English (see KLIPS/ILIAS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... use practical applications of topics belonging to the area of Corporate Development, Strategic Management and Human Resource Management. ... apply theoretical and methodical knowledge to concrete problems in a research and corporate context. ... discuss different problem solving strategies with their group as well as with their project managers. ... train presentation and argumentation skills. ... acquire social skills by coming up with solutions in group work. 		
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)</p> <p>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	<p>Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Human Resource Management</p> <p>Prof. Ebers, General Business Administration, Corporate Development and Organisation</p> <p>Univ.-Prof. Dr. Dirk Sliwka, General Business Administration, Corporate Development and Organization)</p> <p>Univ.-Prof. Dr. Bernd Irlenbusch, General Business Administration, Corporate Development and Business Ethics</p>		

Module	Business Strategy in Global Supply Chains		
Number	29204	Workload	180 h
Credit Points	6 CP	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	Presentation/Paper <i>and/or</i> written exam lasting 60 min (making up 50% of the final mark if both examination requirements are used)		
Prerequisites for Admission	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	Seminar or lecture and exercise (Summer term 2011)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... tackle current topics regarding particularities and challenges of international strategic management. ... comprehend the strategic and organizational implications which result from the increasing interlinking of global value-networks. ... become familiar with theories and concepts that explain the generation of competitive advantage in such global value-added chains. ... discuss concepts aiming at analysing, structuring and managing global value-added networks. ... apply their theoretical knowledge to concrete case studies and contexts related to the field in question. 		
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, excursions 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	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Business Taxation I		
Number	19003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Acquired skills and expertise are particularly suitable for business activities in tax accountancy or in tax departments of companies as well as business activities in consulting and in the field of financial management.		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Accounting Minor Betriebswirtschaftliche Steuerlehre		
Examination requirements	Written exam (90 min.) <i>or</i> oral examination		
Prerequisites for Admissions	None		
Courses	Lecture and tutorial (Winter term)		
Language	German		
Learning Objectives	Students... ... are familiar with contents and methods of Business Taxation ... understand the influence of taxes on the choice of national and international business locations ... understand the influence of taxes on the choice of a company's legal form ... will apply the acquired knowledge to case studies		
Contents	<ul style="list-style-type: none"> • Economic impact and relevance of taxes; mission and methods of a managerial view on business taxation • Choice of business locations (local/regional and international) from a tax-perspective (including international tax law) • Choice of a company's legal form (taxation of partnerships and corporations) 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation		

Module	Business Taxation II		
Number	19004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualification	The acquired skills and expertise are particularly suitable for business activities in tax accountancy or in tax departments of companies as well as business activities in consulting, finance and management.		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Business taxation		
Examination requirements	Written exam (90 min.) or oral examination		
Prerequisites for Admissions	None		
Courses	Lecture and tutorial (summer term)		
Language	German		
Learning Objectives	Students... ... are familiar with contents and methods of Business Taxation ... will analyse the effects of taxes on national and on cross-border business activities ... will analyse the effects of taxes on national mergers and acquisitions ... will apply the acquired knowledge in case studies		
Contents	<ul style="list-style-type: none"> • Inter-company activities: national group taxation and the taxation of international holding companies • Location of holding companies • Mergers and acquisitions: asset transfer from corporations to partnerships, mergers, demergers, spin-offs and contributions of assets or shares 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation		

Module	Business Taxation Law		
Number	45003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 and Taxation		
Examination Requirements	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss the taxation of corporate incomes. ... understand the special law on taxation of partnerships. ... are familiar with the taxation of corporations and other entities in the system of the corporation tax. ... consider the municipal income taxation in the form of the trade tax. 		
Contents	<ul style="list-style-type: none"> • Income Tax Act • Corporation Tax Act • Trade Tax Act • Discussion of concrete examples 		
Information about Teaching and Learning Methods			
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey, Institute for Tax Law, Faculty of Law		

Modules C

Module	Causal Analysis		
Number	34002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 - Econometrics, Statistics and und Mathematics Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min and exercises. The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models		
Courses	Lecture and exercise (Summer term)		
Language	If not indicated otherwise, the courses will be held in 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: <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Hans-Jürgen Andreß, Sociology		

Module	Clinical Environmental Medicine		
Number	86105	Workload	180 h
Credit Points	6 CP	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	Written exam, oral exam, paper, presentation		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... analyse bio monitoring methods. ... understand the relation between environmental factors and factors related to work, as for example shift work and its impact on health. ... analyse epidemiological studies in environmental medicine. ... assess possible pollutants of substances dangerous to health. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Private Lecturer Dr. med. Thomas C. Erren, MPH		

Module	Colloquium in Vocational Education and Training		
Number	49312	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Interdisciplinary working groups.		
Module is allocated to	Major Economics Education, compulsory module		
Examination Requirements	Oral exam		
Prerequisites for Admission	72 credit points		
Courses	Colloquium (Summer term)		
Language	The colloquium will be held in 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	The module serves as a concluding reflection on the vocational competences and academic skills that have been acquired. Usually it goes along with the preparation of the Master-Thesis.		
Additional Information	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".		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Colloquium on International Relations		
Number	40201	Workload	180 h
Credit Points	6 CP	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	Presentation/ paper		
Prerequisites for Admission	Advanced Seminar "International Policy" or "Foreign Policy"		
Courses	Colloquium		
Language	The colloquium will be held in German.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... 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. ... interpret and discuss these questions with regard to theoretical concepts of the subject and with respect to empirical results of research. ... place these issues in the area of international relations in a differentiating way. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... autonomously carry out an own research work. ... 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. ... autonomously test the validity of the underlying questions and hypotheses on the basis of the results they have obtained. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Political Science		

Module	Colloquium on Political Science		
Number	40303	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	30h	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	Oral presentation <i>or</i> Exposé		
Prerequisites for Admission	Registration for the Master thesis in political science		
Courses	Colloquium Political Science		
Language	The colloquium can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with the discussion about the theoretical and methodological state of the art in political science. ... identify advanced questions and problems of political science and its subareas. ... deal with these questions in a self-reliant way by using the relevant sources in primary and secondary literature. ... develop theoretical and methodological approaches for a scientific research work. ... set up a work plan for their research and implement it independently. ... present and discuss their research draft. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Jäger, Univ.-Prof. Dr. André Kaiser, Univ.-Prof. Dr. Wolfgang Leidhold, Univ.-Prof. Dr. Wolfgang Wessels, Political Science		

Module	Communication and Counseling		
Number	49206	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Counselling of learners and teachers; analysing and shaping communicational situations.		
Module is allocated to	Major Economics Education Minor Vocational and Economics Education		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise: Communication and Counseling		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... compare the context and information content of concepts related to communication training and leadership training. ... distinguish different types of and ways to conduct staff appraisal. ... analyse conversational situations and punctuations in the context of staff appraisal and disputations. ... evaluate the use of mediation and moderation. ... decide which factors have priority when it comes to bringing forward own communicative action and that of employees. ... 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. ... evaluate techniques and the quality of diagnostic instruments in consulting which aim at understanding problems of clients being persons, groups or organisations. ... evaluate chances and limitations of intervention (techniques, resources) in situations of consulting and evaluation. ... evaluate their own patterns of action in communicative situations of consulting and discuss possible modifications and developments. ... apply simple concepts for coaching employees or counselling learners. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director Vocational, Economics and Social Education		

Module	Comparative Analysis of Political Economy (Lecture and Exercise)		
Number	10010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	Sound knowledge of social science research methods.		
Courses	Lecture and exercise (Summer term)		
Language	In every fourth term, the course is in English (SS 11 in English, SS 12 in German).		
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			
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Political Science		

Module	Comparative Analysis of Political Institutions (Lecture and Exercise)		
Number	10009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	Sound knowledge of social science research methods.		
Courses	Lecture and exercise (Winter term)		
Language	In every fourth term, the course is in English (WS 10/11 in German, WS 11/12 in English).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about theoretical paradigms, concepts and methods as applied in the comparative study of institutions. ... identify differences and commonalities of institutions. ... test the empirical validity and logical soundness of applied concepts and determine their scope. ... apply an extensive range of theoretical and empirical knowledge to current problems and analyses. 		
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			
Additional Information	A list of required readings will be made accessible at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. André Kaiser, Political Science		

Module	Comparative Social Research		
Number	12010	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (usually every Winter term/Summer term, see KLIPS)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students recognise and state general theories about the development of countries. ... explain the historical main development and the social constitution of different countries. ... describe and classify countries according to social statistical code numbers and develop hypotheses about their impact on the behaviour of the citizens. ... explain issues regarding the comparison between macro and micro social variables, in particular between attitudes and social-demographic code numbers. ... make use of multilevel analytical methods of regression and interpret their results. ... subsume results of comparisons between countries into theories of social development and discuss possible political conclusions.		
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	Univ.-Prof. Dr. Michael Wagner, Sociology		

Module	Competition Policy		
Number	15603	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (SS)
Attendance	60 h	Independent Studies	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations etc.		
Module is allocated to	Major Economics – Microeconomics, Institutions and Markets		
Examination requirements	Written exam lasting 60 min or oral exam lasting 15-45 min		
Prerequisites for Admissions	none		
Courses	Lecture and exercise course		
Language	Courses will be held in German or in English (see KLIPS)		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... get to know modern models of competition theory and learn how to operate with them ... discuss the reasons of market power and natural monopolies, together with their effect on welfare ... understand the necessity, limits and mechanics of government intervention on markets ... apply the theory of competition policy onto important examples of regulatory action 		
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 		
Additional Information	The course will be held every week during the lecture period. The course may also take place as block course. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Felix Höffler, Institute of Energy Economics		

Module	Computer graphics and visualization algorithms		
Number	75508	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Every Term
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge in computer graphics and visualization algorithms		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises over two terms		
Language	German		
Learning Objectives	<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	<p>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.</p>		
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	Ulrich Lang		

Module	Computer Science Seminar		
Number	53038	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every Second Term Summer Term
Attendance	20 h	Independent Studies	160 h
Qualification	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	The participant prepares a project report and/or term paper and gives an oral presentation.		
Prerequisites for Admissions	Requirements: Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming. At least one master module is recommended. It is also possible that a distinct module is declared to be a requirement for admission if the seminar deals with or is based on the respective field.		
Courses	Introductory lectures on scientific work, independent work and oral presentations of the participants.		
Language	German		
Learning Objectives	The participants 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	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.		
Information about Teaching and Learning Methods			
Additional Information	On the website of this course		
Responsible Faculty Member	Institute for Computer Science		

Module	Consumer Behavior		
Number	52002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Minor Economic and Social Psychology Major Marketing		
Examination Requirements	Written exam lasting 60 minutes (50%) and presentation (making up 50% of the final mark).		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar (Summer term)		
Language	The seminar will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify and determine the theoretical foundations of market and consumer psychology. ... apply their basic knowledge in social psychology to the area of consumer behavior. ... predict in which way consumers will react to marketing activities of companies or interpret them. ... define and figure out the competing interests of producers and consumers. 		
Contents	<ul style="list-style-type: none"> • Social psychology of consumers and of marketing 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Contexts of Social Action		
Number	12006	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (usually every Winter term/Summer term, see KLIPS)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain standard (e.g. Weber) and current (e.g. Coleman) examples of the application of context analyses. ... understand the methods of hierarchical regression and its various possibilities of application. ... 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. ... 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. ... 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. 		
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	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. Heiner Meulemann, Sociology		

Module	Cooperation Management		
Number	37009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international networks of companies and organisations.		
Module can be allocated to	Minor Self-Help Economics		
Examination Requirements	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise (Winter term)		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify institutional and functional aspects of cooperative management. ... recognize specific problem areas of cooperative management. ... analyse and discuss these problem areas with regard to different economic theories and also theories of social science. ... apply current management concepts to concrete problem solving and case examples. ... analyse and discuss the use of function-specific and cross-functional management tools for problem solving. 		
Contents	<ul style="list-style-type: none"> • Theories and main problem areas of cooperative management • Management tools • Case studies and problem solving 		
Information about Teaching and Learning Methods	Lecture and discussions combined with students' presentations		
Additional Information	Lecturer: Dr. Blome-Drees, Department of Cooperative Studies		
Responsible Faculty Member	Univ.-Prof. Dr. Hans Jürgen Rösner, Department of Cooperative Studies (bis WS 11/12) Univ.-Prof. Dr. Frank Schulz-Nieswandt, (ab SS 2012) (Department of Cooperative Studies)		

Module	Cooperative Bank Sector and Cooperative Financial Services Network		
Number	37005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise (Summer term)		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... Recognize and define the structure and the economic potential of the cooperative bank sector and the cooperative financial services network in Germany. ... analyse concepts aiming at the realisation of the cooperative supportive task. ... compare corporate concepts with a cooperative structure to other legal structures. ... discuss ways in which problems related to equity capital can be resolved. ... describe current problems and deal with current theoretical approaches in order to resolve them. 		
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	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative Studies; Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module	Corporate Development		
Number	29002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	It is assumed that students are familiar with the Bachelor module Business Policy and International Management.		
Courses	Lecture and exercise (Summer term)		
Language	If not indicated otherwise, the courses will be held in 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	Univ.-Prof. Dr. Mark Ebers, General Business Administration, Corporate Development and Organization		

Module	Corporate Valuation Theory		
Number	21002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercises		
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 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	Univ.- Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance		

Module	Current Problems in Theory and Practice of Auditing		
Number	32103	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> other examination forms		
Prerequisites for Admission	None		
Courses	Lecture, exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <p>... gain specific insights into current topics in Auditing.</p> <p>... describe, interpret and analyse selected problems in theory and practice of Auditing.</p>		
Contents	<ul style="list-style-type: none"> Updated contents will be published in the relevant term. 		
Information about Teaching and Learning Methods			
Additional Information	<p>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.</p> <p>Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, General Business Administration, Auditing		

Module	Current Research Questions and Methods in Empirical Regional Research		
Number	50002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Case Study or written exam lasting 90 min or presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Project (Summer term)		
Language	The course will usually be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... debate about developments in empirical regional research. ... discuss current research questions related to regional research and economic geography. ... elaborate current quantitative and qualitative methods, also with combination of methods, make use of them and identify their range of interpretation. ... carry out a typical empirical study. ... analyse their results with EDP programmes and geographic information systems. ... present their results with different means (texts, graphics and diagrams, cards). 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	Customer Relationship Management		
Number	22010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second term (Winter 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	Written exam lasting 60 min or oral exam Mid-term-test or block courses possible.		
Prerequisites for Admission	None		
Courses	Lecture and tutorial		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Modules D

Module	Decision Support Systems and Operations Research I		
Number	76101	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	The ability to use data-based and model-based concepts in a structured way in order to support managerial decision-problems.		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam <i>or</i> oral exam <i>or</i> a combination of a written exam lasting or oral exam and activities during the exercise/tests/projects		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with basic issues concerning decision-making processes. ... are acquainted with (architectural) concepts and methods of development of data-based and model-based Decision Support Systems. ... know about the different ways of utilisation of data-based and model-based Decision Support Systems. ... can deal with basic functionalities of different Decision Support System generators. ... are able to develop simple specific model-based Decision Support Systems (for some given case studies) with the help of DSS generators. 		
Contents	<ul style="list-style-type: none"> • Basics of Decision Support Systems and model-based decision support • Knowledge Discovery and Data Mining • Evaluation models and planning languages • Optimisation models and mathematical planning languages 		
Information about Teaching and Learning Methods	<p>For some classes texts must be read in advance. These preparations will be checked during the lectures.</p> <p>In some classes, case studies and exercises will be prepared, which will be the object of the papers students will have to write. Students will present their results, which they will analyse and discuss afterwards. There will be an introduction to different DSS generators.</p>		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research		

Module	Decision Support Systems and Operations Research II		
Number	76102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Design and solution of optimisation models for complex decision problems (Mathematical Programming and Heuristics).		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam <i>or</i> oral exam <i>or</i> a combination of a written exam or oral exam and activities during the exercise/tests/projects		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... construct mathematical programs/optimisation models for issues described in case studies. ... are acquainted with basic theories and methods for solving mathematical programs. ... are able to solve models using standard software and to analyse these solutions (post-optimal analysis, sensitivity analysis). ... are familiar with basic heuristic concepts and methods for efficiently solving complex optimisation models. 		
Contents	<ul style="list-style-type: none"> • Introduction to mathematical modelling • Linear, discrete and combinatorial optimisation • Heuristic methods 		
Information about Teaching and Learning Methods	<p>For some classes texts must be read in advance. These preparations will be checked during the lectures.</p> <p>In some classes, case studies and exercises will be prepared, which will be the object of the papers students will have to write. Students will present their results, which they will analyse and discuss afterwards.</p>		
Additional Information	Required reading, subdivided into relevant parts for each class, will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research		

Module	Decision Support Systems and Operations Research III		
Number	76103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Conception, design and implementation of effective Decision Support Systems.		
Module is allocated to	Major Information Systems		
Examination Requirements	Written exam <i>or</i> oral exam <i>or</i> a combination of a written exam or oral exam and activities during the exercise/tests/projects		
Prerequisites for Admission	Decision Support Systems and Operations Research I, Decision Support Systems and Operations Research II		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <p>... are able to develop quantitative concepts of problem solving, such as decision models, in order to tackle issues described in case studies.</p> <p>... are able, based on the problem solving concept, to design the dialogue, model and data component of a specific Decision Support System.</p> <p>... are able, based on the DSS design, to implement prototypical Decision Support Systems using specific development tools.</p>		
Contents	<ul style="list-style-type: none"> • Case studies • DSS design, particularly the development of models and model management • Implementation 		
Information about Teaching and Learning Methods	During the courses as well as in the context of independent studies, case studies are dealt with, system designs are worked out and system components are implemented (partly) in group work. Students present their results in class. The presented solutions are analysed and discussed.		
Additional Information	Required reading, subdivided into relevant parts for each class, will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research		

Module	Derivatives		
Number	18002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min (80%) <i>and/or</i> oral exam / presentation (making up 20% in the final mark if both examination requirements are used - depends on number of participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions (Summer term)		
Language	The course can be held in German or English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with the details of all derivatives classes (forwards, futures, swaps, and options). ... analyse different uses for derivatives, institutional handling of derivatives positions, and risks associated with pursuing different derivatives strategies. ... value standard and exotic derivatives. ... explore how different types of derivatives can be combined to generate specific cash flow patterns. ... 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. ... calculate prices for derivatives under the no-arbitrage theorem. ... evaluate the consequences of different derivatives strategies for risk management and speculative purposes, both from a cash flow and systematic risk perspective. ... 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. 		
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	Jun.-Prof. Dr. Monika Trapp, General Business Administration, Finance		

Module	Didactics in Economics and Business Administration		
Number	49302	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise: Didactics of Economics (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate teaching models against the background of their scientific paradigm and their possible applications. ... analyse, including basics of Critical Theory, the social prevailing conditions and expectations towards subject-specific teaching models and the norms resulting from them. ... are familiar with advantages and disadvantages of teaching methods for economical topics and subjects. ... draft outlines for teaching economical subject matters. ... prepare learning material regarding economic topics. ... compare and evaluate curricula from the areas of professional training and further vocational education. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Didactics in Information Systems		
Number	49314	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Winter term)
Attendance	60 h	Independent Studies	120 h
Qualifications	Development and implementation of teaching units in the area of business informatics.		
Module is allocated to	Major Economics Education M. Ed. Minor vocational subject Business Informatics		
Examination Requirements	Project		
Prerequisites for Admission	Module Didactics of Vocational Education		
Courses	Lecture and exercise Domain-specific Didactics of Business Informatics		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse tasks and problems regarding characteristics in business informatics and their necessary didactical modifications ... analyse the specifics of business and working processes regarding their integration of information systems. ... model data and processes and their didactical transformations. ... model typical aspects of business information systems and ERP systems in complex teaching and learning arrangements. ... design complex teaching and learning arrangements integrating business information systems and ERP systems. ... develop and design learning / teaching material for students in order to enable learners to discover business information systems and ERP systems self-directedly. ... plan specific learning achievements tests. ... design sets of tasks in order to assess specific vocational competences. ... reflect and integrate results of research on learning and teaching processes. 		
Contents	<ul style="list-style-type: none"> • Structures and processes of information systems • Analysis and transformation of problems • Didactical modelling of and with business information systems and ERP systems • 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.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Didactics of Vocational Education Programmes		
Number	49303	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Oral exam		
Prerequisites for Admission	Module Didactics of Economics		
Courses	Lecture and exercise: Didactics of Vocational Education Programmes		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse methods and their possible applications to teaching styles that focus on active learning. ... evaluate characteristics of educational institutions and curricular planning in courses of education. ... systematise and keep records of their didactic annual planning. ... reflect on advantages and disadvantages of self-regulated learning. ... reflect on constructivist approaches considered as the basis of complex learning-teaching arrangements. ... evaluate and design complex learning-teaching arrangements. ... analyse model enterprises with respect to didactic and system-theoretical considerations. ... work with data of companies serving as a basis for a model enterprise. ... evaluate demands of internal differentiation in the context of complex learning-teaching arrangements. ... describe elements and demands on situated learning. 		
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.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Distribution of Income and Wealth		
Number	15074	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min or oral examination lasting 20 min		
Prerequisites for Admission	Sufficient theoretical knowledge		
Courses	Lecture with integrated exercise sessions (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	AOR Dr. André Drost, Center for Macroeconomic Research (CMR)		

Module	Domain-specific Educational Research Projects		
Number	49315	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Winter term)
Attendance	30 h	Independent Studies	150 h
Qualifications	The personal mindset regarding research will be developed in the area of school and teaching. Projects for lesson development and their design for a pedagogical development of schools.		
Module is allocated to	Major Economics Education		
Examination Requirements	Project		
Prerequisites for Admission	None		
Courses	Lecture: Introduction begins before the start of the project Exercise: continuously and process based schedule		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse teaching concepts based on didactical core elements and principles. ... evaluate lesson observation systematically. ... develop a concept for a series of lessons. ... develop a personal stand towards research-based learning. ... develop a lesson based research questions regarding their own series of lessons. ... analyse existing concepts and studies of learning and teaching research. ... develop a research design for their educational research. ... implement their research design during their practical term. ... implement their their teaching concept. ... evaluate data gathered systematically. ... derive consequences. ... adjust teaching concepts. 		
Contents	<ul style="list-style-type: none"> • Classroom management • Development of series of lessons • Teaching and learning research, lesson research • Pedagogical development of lessons • Research-based learning 		
Information about Teaching and Learning Methods	The module has to be passed connected with the practical term. The educational tasks will be prepared, coached and reflected.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Dynamic Macroeconomics		
Number	15015	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Two written exams lasting 60 min each: The first written exam will take place around the eighth week of the term (making up 10% of the final grade). The second written exam will take at the end of the term (making up 90% of the final grade). In case of very high attendance the first exam will be cancelled. <i>(alternatively only if explicitly announced: oral examination 20min or other examination)</i>		
Prerequisites for Admission	Strong background in Microeconomics		
Courses	Lecture with integrated exercise sessions (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students analyse central issues of macroeconomics in models with overlapping generations. ... describe phenomena specific to overlapping generations. ... are familiarized with the role of fiscal and monetary policy arising in this structure. ... apply their knowledge to economic issues.		
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 		
Information about Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Peter Funk, Center for Macroeconomic Research (CMR)		

Modules E

Module	E-Commerce		
Number	22012	Workload	180 h
Credit Points	6 CP	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	Written examination: 60 min., oral exam or seminar paper		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The language of this course will be 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, Business Administration, Retailing and Customer Management		

Module	Econometrics		
Number	44007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 - Kernbereich (Core Courses) Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam (60 min) <i>or</i> oral exam (20 min) <i>or</i> a combination of a written exam (60 min) (60%) and activities during the exercise/tests/projects (making up 40% of the final grade)		
Prerequisites for Admission	Basic knowledge of statistical inference and matrix algebra		
Courses	Lecture and exercises (Winter term)		
Language	If not indicated otherwise, the courses will be held in English, entitled "Econometrics".		
Learning Objectives	Students Practice to obtain and to deal with data. ... describe economic issues using linear models. ... specify variables and the function of regression. ... Learn about the regression of 0-1-variables. ... estimate and test parameters as well as making predictions on the basis of the multiple linear model of regression.		
Contents	<ul style="list-style-type: none"> • Central problem of econometrics • Data: sources, description, preparation • Multiple linear regression • Estimating, testing and making predictions • Residual analysis and model selection • Binary regression 		
Information about Teaching and Learning Methods	One half of the module will be exercises. Exercises include practical application of the procedures and little projects on the computer.		
Additional Information	The courses will be held every week during the lecture period.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Economic and Social Statistics		

Module	Economic and Business History		
Number	15073	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Major Economics – Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 120 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and Exercise: Economic History I– Industrialization (Summer term)		
Language	The courses will be held in German		
Learning Objectives	Students identify different economic models and theories which were applied for the explanation of industrialisation. ... judge the quality of data and methods which are necessary to test those theories. ... Interpret the most important facts concerning the processes of Economic Growth in Europe.		
Contents	<ul style="list-style-type: none"> • Industrialisation as a European phenomenon • Population development and industrialisation • Consumer demand and industrialisation • International trade and industrialisation • Institutions and industrialisation • Technological advances and industrialisation 		
Courses	Lecture and exercise: Economic History II – The Economy in the Third Reich (1871-1918) (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	Students evaluate the growth of the German Economy in an international context. ... comprehend the interrelation between economic decisions and developments of economic growth and cyclical fluctuations. ... discuss the impact of companies and the organisation of companies on the process of economic growth.		
Contents	<ul style="list-style-type: none"> • The Growth of the German Economy from a national and international perspective • Business Cycles • Monetary, Fiscal and Foreign Trade Policy • Companies, Cartells, Innovation and Banks 		
Courses	Lecture and exercise: Economic History III – Colonies and Development Countries in the World Economy (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students evaluate the economic development of Colonies and Development Countries on the basis of economic theories and their empirical support. ... analyse the impact of Colonial reign on economic development. ... investigate the role of companies in economic processes.		
Contents	<ul style="list-style-type: none"> • Political History of Colonialism • The long-term impact of Colonial Reign • Foreign Trade • Monetary Policy • Multinational Companies, Financial Investors and Migration 		
Information about Teaching and Learning Methods			

Additional Information	One of the three courses has to be chosen. Literature will be announced at the beginning of the term.
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History

Module	Economic Basics of the Railway		
Number	46007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... develop a deep economic understanding for problems related to the railway. ... integrate the railway sector into the overall system of transport and show interactions between them. ... discuss concepts and programmes related to railway policy at a German as well as at an international level. ... evaluate developments of the market and the ability of the market to meet competition. ... establish a connection between the railway and the state with regard to financing and regulation. ... consider market access in the local rail traffic and its consequences. 		
Contents	<ul style="list-style-type: none"> • Reform of the railway structure and privatisation of the railway • Deregulation of the pricing policy and market activities of the railway • Market access for third parties • Regulation through the Federal Network Agency • Travelling expenses and the railway • Investment strategies for the railway • Competition in the intermodal and intramodal traffic • Regionalisation of the local rail traffic • Initial public offering of the Deutsche Bahn AG (DB AG) • European railway policy 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Transport Economics		

Module	Economic History I		
Number	51001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical classification of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Business History		
Examination Requirements	Written exam lasting 120 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise: Economic History I – The Industrialization (SS)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... use different economic models and theories were applied for the explanation of industrialisation. ... judge the quality of data and methods which are necessary to test those theories. ... Assess the most important facts concerning the processes of Economic Growth in Europe. 		
Contents	<ul style="list-style-type: none"> • Industrialisation as a European phenomenon • Population development and industrialisation • Consumer demand and industrialisation • International trade and industrialisation • Institutions and industrialisation • Technological advances and industrialisation 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History		

Module	Economic History II		
Number	51002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Business History		
Examination Requirements	Written exam lasting 120 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise: Economic History II – The Economy in the Third Reich (1871-1918) (Winter termS)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate the growth of the German Economy in an international context. ... interpret the interrelation between economic decisions and developments of economic growth and cyclical fluctuations. ... discuss the impact of companies and the organisation of companies on the process of economic growth. 		
Contents	<ul style="list-style-type: none"> • The Growth of the German Economy from a national and international perspective • Business Cycles • Monetary, Fiscal and Foreign Trade Policy • Companies, Cartells, Innovation and Banks 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Seminar für Wirtschafts- und Unternehmensgeschichte Economic and Business History		

Module	Economic History III		
Number	51003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Evaluation and qualitative as well as historical allocation of economic facts, assisting in finding solutions for economic issues arising in enterprises or political institutions.		
Module is allocated to	Minor Economic and Business History		
Examination Requirements	Written exam lasting 120 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise: Economic History III –Colonies and Developing Countries in the World Economy (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate the economic development of Colonies and Development Countries on the basis of economic theories and their empirical support. ... analyse the impact of Colonial reign on economic development. ... investigate the role of companies in economic processes. 		
Contents	<ul style="list-style-type: none"> • Political History of Colonialism • The long-term impact of Colonial Reign • Foreign Trade • Monetary Policy • Multinational Companies, Financial Investors and Migration 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History		

Module	Economics of Incentives in Organizations		
Number	26002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer termS)		
Language	The courses will be held in 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			
Additional Information	Slides and assignment questions are published in every term (see ILIAS). Knowledge in econometrics (e.g. modules “Causal Analysis”, “Linear Models” or “Advanced Econometrics I or II”) is strongly recommended.		
Responsible Faculty Member	Univ.-Prof. Dr. Dirk Sliwka, General Business Administration, Human Resource Management		

Module	Efficient algorithms		
Number	75503	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Every second term Winter Term
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of efficient algorithms		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	<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	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	Michael Jünger, Rainer Schrader		

Module	Electronic Business		
Number	77004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam and activities during the exercise/tests/projects		
Prerequisites for Admissions	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ...understand the strategic importance of E-Business. ...differentiate between concepts of E-Business. ...understand how E-Business changes organisational processes of companies. ...evaluate concepts of E-Business and their application to different tasks. ... are familiar with the demands that the utilisation of E-Business systems and concepts of E-Business place on management. 		
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	Lecture, exercise and case studies. 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.		
Additional Information	Required reading will be announced every term.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	Emerging Electronic Business		
Number	76108	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam and activities during the exercise/tests/projects		
Prerequisites for Admissions	None, but programming skills are helpful		
Courses	Lecture and exercise (Summer termS)		
Language	The courses will be held in 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	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Title of Module	Empirical Economics: Methods and Applications in Industrial Economics		
Number	15502	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second 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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam: 60 min or oral exam: 20 min		
Prerequisites for Admission	Sound knowledge of statistics and introductory microeconomics is taken for granted. Basic knowledge of econometrics is recommended.		
Courses	Lecture and integrated exercise sessions (Summer term 2012 and from Winter term 2012 onwards every second semester in Winter term)		
Language	The course will be held in English if not indicated otherwise at the beginning of the term.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... gain a solid understanding of the conceptual foundations of applied micro-econometrics. ... apply selected regression and estimation methods for cross section and panel data. ... become familiar with the analysis of individual-level data on the economic behavior of firms or individuals in the area of industrial economics and related fields. ... analyze and evaluate competition, industry and growth policy. 		
Contents	<ul style="list-style-type: none"> • Applied micro-econometric research in • 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, Industrial Economics and Applied Microeconometrics, prantl@wiso.uni-koeln.de		

Module	Empirical Finance		
Number	21004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	1. Term Winter
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.		
Examination Requirements	Major Finance Major Accounting and Taxation Minor Asset Management Minor Controlling		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercises		
Language	English		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with selected econometric methods typically applied in finance. ... discuss conditions that are necessary in order to apply these methods and also ways to resolve possible issues. ... draw up regression analyses 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 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	Univ.- Prof. Dr. Dieter Hess, General Business Administration, Corporate Finance		

Module	Empirical Innovation Economics		
Number	15504	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	At least every third term
Attendance	60 h	Independent Studies	120 h
Qualifications	Foundation for academic research and advanced studies (PhD). Qualifies students for activities in and for research institutes and other institutions where an advanced understanding of innovation economics is helpful.		
Module is allocated to	Major Economics – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	Sound intermediate knowledge in econometrics and microeconomics is taken for granted, knowledge of macroeconomics is recommended.		
Courses	Lecture and integrated exercise sessions (Summer term)		
Language	The courses will be held in English if not indicated otherwise at the beginning of the term.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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 selected innovation-induced growth theories and game-theoretical models of research and development activities in firms. ... get familiar with relevant econometric methods and data sources. ... evaluate public policies and institutions relevant to innovation activities. 		
Contents	<ul style="list-style-type: none"> • Applied micro-econometric and related empirical research in innovation economics. • Theoretical foundations, econometric methods and data sources relevant to innovation economics. • Econometric methods and data sources relevant to innovation economics. • Public policy and institutions relevant to innovation activities. 		
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, Industrial Economics and Applied Microeconometrics		

Module	Energy Economics		
Number	35007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Winter term)
Attendance	60 h	Independent Studies	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry		
Module is allocated to	Major Economics - Microeconomics, Institutions and Markets Minor Energy Industry Minor Institutions and Markets		
Examination requirements	Written exam lasting 60 min or oral exam lasting 15-45 min		
Prerequisites for Admissions	none		
Courses	Lecture and exercise course		
Language	Courses will be held in German or in English (see KLIPS)		
... Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... recognize the technical, economic and political basics and structures of the energy industry. ... understand the structure of macroeconomic energy balance statements. ... apply basic concepts and models of the economics of finite resources to the energy industry. ... analyse the importance of investments and technical progress in the energy sector for the availability of energy resources. ... analyse the conditions and modes of functioning of competitive pricing in energy markets. ... analyse economic conditions and the reasons for governmental interventions for different value-added processes of grid-bound energies. 		
Contents	<ul style="list-style-type: none"> • Introduction to the energy industry • Fundamentals of energy economics • Fundamentals of resource economics • Fundamentals of energy policy 		
Additional Information	<p>The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term. The module <i>Energy Economics</i> is equivalent to the former module <i>Theory and Politics of Energy Economics</i>. The module is addressed to students without prior knowledge in the field of energy economics. The content of the module is completely covered by the Bachelor modules <i>Energy and Environmental Economics</i> and <i>Energy Markets and Regulation</i>. We do not suggest the module <i>Energy Economics</i> to students who already completed these or similar modules at other universities.</p>		
Responsible Faculty Member	PD Dr. Christian Growitsch, Institute of Energy Economics		

Module	Energy Law		
Number	35203	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... recognize legal conditions and the liberalisation of the electricity market and the gas market against the background of the history of law. ... analyse the regime of regularisations by the Energy Industry Act (2005) and the according ordinance. ... summarise the main features of legal problems when it comes to the regulation of the energy market. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	The lecture will be hold in every week in the lecture period. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich Ehrlicke, LL.M., M.A., Energy Law - Faculty of Law (in Summer term 2011); Dr. Jürgen Kroneberg (in Winter term 2010/2011)		

Module	Engineering Management		
Number	76106	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam and activities during the exercise/tests/projects		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses will be held in German or in 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 at each term.		
Responsible Faculty Member	Prof. Dr. Werner Mellis, Department of Information Systems and Systems Development		

Module	Enterprises, Markets and Strategies		
Number	25001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min/ oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (usually every Summer term)		
Language	The courses will be held in 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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Environmental Economics and Policy		
Number	35202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for an academic career; activities in ministries, international organisations, associations, consulting, and companies (et cetera) in the area of environmental policy.		
Module is allocated to	Minor Energy Economics		
Examination Requirements	Paper and presentation (both in English)		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses as well as the exams will be in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn theories of environmental economics evaluate the diverse instruments of environmental policy in view of economic and political criteria. ... analyse environmental and resource problems in different spatial dimensions (local to global) as well as the appropriate economic and regulative tools. ... evaluate the interaction of environmental economics with economic policy. ... use spoken and written English in the context of professional economics. 		
Contents	<ul style="list-style-type: none"> • Models of environmental economics and principles of environmental policy • Tools for local, national and global protection of the environment and the climate • Environmental policy and employment/ environmental policy and competition; environmental policy and public finances 		
Information about Teaching and Learning Methods	It is obligatory to attend both courses on a regular basis. These preparations will be checked during the lectures.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Michael Thöne, Public Economics		

Module	Environmental Economics and the Energy Industry		
Number	35009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (Summer term)
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 60 min or oral exam lasting 15-45 min		
Prerequisites for Admissions	Students should be familiar with the contents of the module <i>Energy Economics</i>		
Courses	Lecture and exercise course		
Language	Courses will be held in German or in English (see KLIPS)		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... are familiar with theories and instruments related to environmental economics and apply them to the energy industry. ... 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. ... understand the economics of renewable sources of energies and evaluate instruments aiming at their further extension. 		
Contents	<ul style="list-style-type: none"> • Models of environmental economics • Global instruments for climate protection • Promotion of renewable energies 		
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	PD Dr. Dietmar Lindenberger, Institute of Energy Economics		

Module	Ethics of the Health Care System		
Number	84004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... define different forms of justice and their theoretical prerequisites. ... analyse structures in the health care system against this background. ... identify questions of justice in certain areas of medical action. ... compare the ethical implications of different types of health care systems. ... discuss questions concerning the allocation of resources in the health care system. 		
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 Woopen, Research Centre in EthicsInstitute for the History of Medicine and Medical Ethics		

Module	European Social Policy		
Number	41003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (winter term)
Attendance	45 h	Independent Studies	135 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	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture with integrated tutorial: European law, European Social Policy and Social and Health Care Services (Winter terms/WS)		
Language	German or English		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... Describe and explain the history of European social policy. ... theoretically oriented become familiar with the different aspects of European social policy. ... consider European social policy as a shared competence within the multilevel system of the EU between contract and constitution. ... recognize the evolutionary dynamics of the European Single Market. ... trace back the topic to a general theory of social policy. ... analyse the European project in a multidisciplinary way. 		
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	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy		

Module	Evidence-based Health Care		
Number	53062	Workload	180 h
Credit Points	6 CP	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	Presentation/ paper		
Prerequisites for Admission	None		
Courses	Advanced Seminar		
Language	The advanced seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify the prevailing conditions in which decisions related to health care policy are embedded and also consider economic as well as institutional conditions. ... make use of the theoretical principles of allocation and distribution and connect them to medical and/or epidemiological methods and contents. ... analyse and evaluate current decisions related to health care policy. ... come up with options for future decisions. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	PD Dr. M. Lungen, Univ.-Prof. Dr. med. Dr. sc. (Harvard) K. W. Lauterbach, Health Economics and Clinical Epidemiology		

Module	Experimental Economics		
Number	15031	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Knowledge of general, descriptively relevant principles of behaviour in economic and strategic situations of decision-making and their impact on decision theory.		
Module is allocated to	Major Economics - Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses can be held in German or English (see KLIPS).		
Learning Objectives	<p>Lecture: Experimental Economic Research Students</p> <ul style="list-style-type: none"> ... evaluate economic theories against the background of experimental evidence. ... distinguish regularities and principles of human economic behaviour, 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. ... apply insights from experimental economic research to questions concerning market design, etc. ... are introduced to the state of the art in experimental economics research. <p>Exercise: Experimental Economic Research Students...</p> <ul style="list-style-type: none"> ... discuss and develop economic experiments in small groups. ... conduct experiments on their own, analyse the results using appropriate statistical methods, and present them in class. ... are introduced to software tools used for recruiting participants and gather first experience in programming economic experiments. 		
Contents	<ul style="list-style-type: none"> • Experimental methods in economics • Regularities and principles of human economic behaviour 		
Information about Teaching and Learning Methods			
Additional Information	Recommended reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Axel Ockenfels, Economics		

Modules F

Module	Fields of Competence		
Number	86108	Workload	180 h
Credit Points	6 CP	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	Written exam (60 min.) or oral exam or paper		
Prerequisites for Admission	None		
Courses	Lecture in the modell study medicine and exercise		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse the symptoms that are described further down from different perspectives. ... describe the genesis of the diseases and also main features of their treatment. ... evaluate preventive measures. ... analyse and evaluate medical consequences but also consequences related to health care policy and health economics. 		
Contents	<ul style="list-style-type: none"> • High blood pressure • Heart attack • Metabolic syndrome • Angina pectoris • Diabetes • Cardiac insufficiency 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Stephanie Stock, Health Economics and Clinical Epidemiology		

Module	Fixed Income Management		
Number	16102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 minutes (80%) <i>and/or</i> oral exam / presentation (making up 20% in the final mark if both examination requirements are used - depends on number of participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions (Winter term)		
Language	The course can be held in German or English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> comprehend the different types of risks associated with investing in fixed income securities. • determine the impact of interest rate shifts on the value of fixed income securities and portfolios. • explore different fixed income derivatives and their applications for risk management. • obtain in-depth knowledge of model-based fixed income securities, portfolios, and derivatives valuation. • tailor fixed income portfolios to different investment objectives. • understand and compare fixed income portfolio management strategies. • 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. • • calculate prices for fixed income securities with the help of equilibrium models and the no-arbitrage theorem. • balance expected return opportunities and risks in order to ensure a professional risk management. • 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. 		
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	Jun.-Prof. Dr. Monika Trapp, General Business Administration, Finance		

Module	Forensic Fundamentals including Medical Vocational Studies		
Number	86102	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Classification of medical activities from a juridical point of view.		
Module is allocated to	Minor Medical Sciences		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse health economic and medical ways of acting caught between the areas of tension medicine and law. ... discuss implications due to civil and criminal law when it comes to medical errors and negligence. ... learn what has to be borne in mind when dealing with the print media, the TV and interviews. ... show in how far the duty of documentation is important and explain the right to inspect medical files. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Markus A. Rothschild		

Modules G

Module	Global Competition in the Aviation Industry		
Number	30004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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 Minor Traffic and Logistics		
Examination Requirements	Presentation/Paper (50%) and written exam (making up 50% of the final mark)		
Prerequisites for Admission	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 (Winter term)		
Language	The seminar will be held in 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	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: <ul style="list-style-type: none"> • 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.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Transport Economics; Univ.-Prof. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Governance and Policy-Making in the Multi-Level-System of the EU (Lecture and Exercise)		
Number	10016	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... comprehend basic theoretical and conceptual approaches of the multi-layered system of the European Union. ... classify in a systematic order different modes and types of governing in the European Union. ... analyse the institutional and procedural aspects of policy making of the European Union. ... discuss current and relevant academic debates about pivotal issues and areas of policy in the European Union. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Graph Theory		
Number	75504	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Irregular (Winterterm 13/14)
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of graph theory		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	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.		
Contents	<p>The course covers a selection of the following topics:</p> <ul style="list-style-type: none"> - 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	Rainer Schrader		

Modules H

Title of Module	Heterogenous Agent Models		
Number	15503	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam: lasting 90 min <i>respectively</i> written Take Home Exam <i>or</i> oral exam lasting 20 min. Exercises and projects will be considered in the final grade.		
Prerequisites for Admission			
Courses	Lecture and exercises (Summer term)		
Language	Courses will regularly be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Ludwig, Center for Macroeconomic Research (CMR)		

Modules I

Module	Income Tax Law		
Number	45002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 and Taxation		
Examination Requirements	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... judge the history and the system of the income tax law. ... controvert the personal income tax liability and the income tax base. ... understand the determination of income, the distinction of the different income categories and the personal deductions. ... are familiar with the International and European law references of the income tax. ... illustrate procedural law aspects. 		
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, Institute for Tax Law, Faculty of Law		

Module	Industrial Economics		
Number	15501	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 - Microeconomics, Institutions and Markets Major Corporate Development – Strategy, Organisation and Human Resources Major Health Economics Minor Energy Industry Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	Basic knowledge of microeconomics and game theory		
Courses	Lecture and problem sets (Winter term)		
Language	The courses will be held in 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: <ul style="list-style-type: none"> • 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.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Economics		

Module	Industry and Competition Analysis		
Number	25003	Workload	180 h
Credit Points	6 CP	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	Written exam/ oral exam/ presentation (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with different media, IS and telecommunication markets. ... analyse industries and competitive situations on the basis of different strategic concepts. ... develop and evaluate corporate strategies and strategies of products in competitive situations. ... have good command of a particular communication of the context description, its analysis and evaluations. 		
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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Information Management		
Number	76107	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Management activities in the IT field		
Module is allocated to	Major Information Systems Minor Information Systems Minor Media Management		
Examination requirements	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam and activities during the exercise/tests/projects		
Prerequisites for Admissions	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with the connection between information management and the company's success. ... are able to explain the productivity paradox of IT and approaches aiming at resolving it. ... understand the way information management is motivated and how it has developed from a historical point of view. ... are able to explain and discuss basic terms, different complementary models, important approaches as well as the current state of information management. ... understand and are familiar with tasks in the context of IT Governance. ... get to know that knowledge management is an important field of application of information management. 		
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	Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management		

Module	Information problems in health care markets		
Number	15033	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 - Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students... ... recognize 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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Economics		

Module	Institutional Economics		
Number	16003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 Finance Minor Bank Management		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions (Summer term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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 fiscal system. ... analyse different bank products that are offered. ... assess the reasons why financial intermediaries exist. 		
Contents	<ul style="list-style-type: none"> • Overview of the German banking system • Functions of transformations • Theory of financial intermediaries • Theory of credits • Theory of deposit contracts 		
Information about Teaching and Learning Methods			
Additional Information	Freixas, X., Rochet, J.C.: Microeconomics of Banking 1998; Hartmann-Wendels, T., Pfingsten, A., Weber, M.: Bankbetriebslehre, 4. Aufl. 2007		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module	Instructional Design for teaching		
Number	49316	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Written exam lasting 45 min		
Prerequisites for Admission	None		
Courses	Lecture: Instructional Design Exercise: : Instructional Design for Teaching (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... make a difference between operational, pedagogical and technical demands on the media and the prevailing conditions of their applications in educational institutions. ... reflect on the relationship between self-regulation, support and instructions with respect to the different ways media and material can be used. ... find out about the availability of the media at hand and test in how far they can be used in specific applications. ... are familiar with methods and techniques of didactic reduction and transformation. ... develop teaching texts, criticise and improve them. ... adapt present material for the needs of other target groups. ... evaluate the quality of school books and their potential application in different educational courses. ... differentiate and design material regarding the use in teaching and assessment. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Instructional Design for training		
Number	49204	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Written exam lasting 45 min		
Prerequisites for Admission	None		
Courses	Lecture: Instructional Design Exercise: : Instructional Design for Training		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... make a difference between operational, pedagogical and technical demands on the media and the prevailing conditions of their applications in educational institutions. ... find out about the availability of the media at hand and test in how far they can be used in specific applications. ... are familiar with methods and techniques of didactic reduction and transformation. ... develop teaching texts, criticise and improve them. ... adapt present material for the needs of other target groups. ... discuss development and types of e-learning. ... develop a learning unit in a learning platform and take into account didactical as well as technical criteria. ... reflect on the relationship between self-regulation, support and instructions with respect to the different ways media and material can be used. ... analyse potential applications for web quests. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Insurance Economics		
Number	31001	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise		
Language	The lecture will be held in German.		
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 and health insurances as well as in non-life insurance companies.		
Contents	<ul style="list-style-type: none"> • Theory of demand of insurance • Overview of offers of insurances • Market equilibrium when it comes to symmetric and asymmetric distribution of information • Intermediaries in insurance markets • Basic methods of pricing and reserving 		
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	Univ.-Prof. Dr. Heinrich R. Schradin, General Business Administration, Risk Management and Insurance		

Module	Insurance Groups and Reinsurance		
Number	31009	Workload	180 h
Credit Points	6 CP	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. Since different organizational forms of insurance companies have different management implications, graduates are provided with different management processes. Additionally they study the basic concepts of pricing and reserving of reinsurance companies.		
Module is allocated to	Major Finance Minor Insurance		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exams		
Prerequisites for Admission	None		
Courses	Lecture: Corporate Management and Principle of Reciprocity and Lecture: Reinsurance and Alternative Risk Transfer (Summer term)		
Language	The lectures will be held in German.		
Learning Objectives	Students become familiar with the legal conditions of insurance groups. ... assess group structures that appear in practice. ... understand the impact of different kinds of reinsurance. ... analyse in how far risk management tools can be used in order to achieve goals.		
Contents	<ul style="list-style-type: none"> • Structure of insurance groups Risk management in groups • Types of traditional reinsurance • Financial reinsurance • Alternative risk transfer 		
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	Univ.-Prof. Dr. Heinrich R. Schradin, General Business Administration, Risk Management and Insurance		

Module	International Accounting		
Number	32002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam: 90 min.		
Prerequisites for Admissions	None		
Courses	Lecture and exercise		
Language	The course is held in English during the winter term and in German during the summer term.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... enhance their understanding of processes leading to global convergence in financial reporting. ... gain insights into the institutional settings of the development, endorsement and enforcement of IFRS. ... learn the conceptual foundations of IFRS. ... become familiar with the terms and rules of financial accounting according to IFRS. ... apply accounting standards to specific examples and cases. ... evaluate the economic consequences of IFRS adoption. ... discuss current professional and policy issues related to IFRS (e.g. concerning the role of financial reporting in the financial crisis). 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced for every term in class.		
Responsible Faculty Member	Prof. Dr. Christoph Kuhner, Professor and Head of the Seminar of Financial Accounting and Auditing		

Module	International Comparison of Cooperative Conceptions		
Number	37006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise (winter term)		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview of different cooperative conceptions within the international context. ... discern discuss, analyse and assess which self-perception and perception by others underlie these conceptions. ... evaluate possible applications in different prevailing conditions of institutional theory. ... evaluate potential and factual contributions of cooperative economic systems concerned with the economic, social, and cultural development of different countries. ... discuss theoretical concepts on the basis of concrete examples. ... have no difficulties making use of and presenting research concepts and research results. 		
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	Univ.-Prof. Dr. Hans Jürgen Rösner, Department of Cooperative Studies) (until WS 11/12) Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative Studies (from SS 2012)		

Module	International Comparison of Health Care Systems		
Number	41005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every 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	Written exam: 60 min		
Prerequisites for Admission	None		
Courses	Lecture with integrated tutorial		
Language	English		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... analyse interdependencies and functional operations in health care systems and evaluate their effectiveness, efficiency and transparency. ... draw conclusions resulting from the international comparison of health care systems and apply them to concrete topics. ... identify policy learning and policy diffusion in this field. Special attention is drawn to the role of the EU and international organizations. 		
Contents	<ul style="list-style-type: none"> • International comparison of health care systems • Structure of public and private institutions in different 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. Lecturer: Dr. Remi Maier-Rigaud</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy		

Module	International Macroeconomics		
Number	15001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min <i>(or if explicitly announced oral exam lasting 20 min)</i>		
Prerequisites for Admission	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	Lecture and Exercise Sessions (regularly in SS)		
Language	Courses will regularly be held in English.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> • acquire basic theoretical concepts in the field of international macroeconomics on an applied level. • apply basic methods of empirical model and policy evaluation. • examine and discuss 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., Center for Macroeconomic Research (CMR)		

Module	International Taxation		
Number	19302	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written or oral exam		
Prerequisites for Admissions	None		
Courses	Lecture and tutorial „International Taxation“		
Language	English		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... evaluate the tax consequences of international economic activities of individuals and companies. ... understand the reasons for international double taxation ... analyze the economic and business consequences of measures that provide relief from double taxation. ... apply those measures to real-life case studies. ... discuss tax avoidance schemes and their economic consequences. ... discuss the effectiveness of prescriptions established to impede those avoidance-schemes. 		
Contents	<ul style="list-style-type: none"> • German rules with tax-implications on international transactions, e.g.: <ul style="list-style-type: none"> ○ Foreign tax act (AStG) ○ Circular on permanent establishments (Betriebsstättenenerlass) ○ Tax-treatment of assets-transfers (Ent- / Verstrickungsregeln) • Other rules with tax-implications on international transactions, e.g.: <ul style="list-style-type: none"> ○ Tax-treaty law ○ EU law 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the course.		
Responsible Faculty Member	N.N.		

Module	International Tax Law		
Number	45006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey, Institute for Tax Law, Faculty of Law Lecturer: Prof. Dr. Harald Schaumburg, Institute for Tax Law		

Module	Internships in teaching and training I		
Number	49309	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	120 h ¹	Independent Studies	60 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	Practical Studies		
Prerequisites for Admission	None		
Courses	Exercise: Lesson Planning for Subject-Specific Didactic Studies (Summer term) and Supported Applications / work placement in schools (in every term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan lessons or seminars on the basis of didactic categories and evaluate possible ways of realisation. ... observe, considering relevant criteria, sequences of lessons or seminars and record them. ... prepare material and carry out lessons or seminars. ... analyse and evaluate lessons or seminars. ... develop learning assessment and tests. 		
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. In addition to this, they will be told what is important when observing lessons and also get instructions as to how to plan them.		
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.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Internships in teaching and training II		
Number	49310	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every second term
Attendance	180 h ¹	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	Practical Studies		
Prerequisites for Admission	None		
Courses	Exercise: Reflection on Subject-Specific Didactic Studies (Winter term) and Supported Applications / work placement (in every term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan lessons by means of didactic categories and evaluate possible ways of realisation. ... give reports on the lessons they have observed. ... observe, from a research-oriented point of view, complex teaching-learning arrangements and give reports on them. ... prepare material and carry out lessons / complex teaching-learning arrangements. ... develop learning assessment and tests. ... describe the impact of classroom disruptions and develop appropriate strategies helping in dealing with them. ... are familiar with concepts related to classroom management and analyse the situation of the education programmes they come across. ... analyse in how far the hidden curriculum has an impact on the planning of lessons and evaluate resulting consequences regarding teaching and the curriculum. 		
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	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.		
Responsible Faculty Member	Managing director, (Vocational, Economics and Social Education		

¹ Refers to the hours of attendance during the exercise and the work placement.

Module	Introduction to Law of Taxation and Basics of Corporation Income Tax		
Number	45008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture (summer term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get an overview of the system of public charges and of the sources of tax law. ... discuss the constitutional and the european basics of tax law. ... discuss the relation between the tax law and the civil law and learn the general facts of taxation. ... receive insights into the Corporation Income Tax and its characteristics. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Lecture notes are available		
Responsible Faculty Member	Univ.-Prof. Dr. Joachim Hennrichs Institute for Corporation Law, Dept. 2, Faculty of Law		

Module	Investment Banking		
Number	16004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 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	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... are familiar with types of investment banks, their business areas and markets. ... analyse the impact of regulatory changes on the structure and services of investment banks as well as the markets they are operating in. ... are familiar with the services of investment banks in issuing business. ... analyse in how far different financing instruments are appropriate for debt- /equity-markets from the point of view of issuers and prospective investors. ... make use of different pricing methods in order to determine yields on newly issued bonds. ... know about different ways in which asset-backed transactions can be organised. ... analyse fields of application of ABS for credit portfolio control and the optimisation of equity capital. 		
Contents	<ul style="list-style-type: none"> • Investment Banks <ul style="list-style-type: none"> + Types + Theoretical explanatory approaches + Business areas + Markets + Historical development + Regulations • Issuing Business <ul style="list-style-type: none"> + Services of investment banks + Debt-/Equity-Markets + Products + Pricing • Asset Backed Transactions <ul style="list-style-type: none"> + Basic structure and types + Process of securitisation + Legal and regulatory requirements + Traditional vs. synthetic securitisations + Fields of application and limitations + 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: <i>Handbuch Investment Banking</i> , 3 rd edition, Wiesbaden 2002 and Hockmann/Thießen: <i>Investment Banking</i> , Stuttgart as well as Bär, <i>Asset Securitisation</i> , 3 rd edition, Bern et al. 2000.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module:	Investments		
Number:	18001	Workload:	180 h
Credit Points:	6 CP	Recurrence Frequency:	Every second 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:	Written exam lasting 60 minutes <i>or</i> oral exam		
Prerequisites for Admission:	None		
Courses:	Lecture with integrated exercise sessions (Winter term)		
Language:	The course can be held in German or in English (see KLIPS).		
Learning Objectives:	<p>Students...</p> <ul style="list-style-type: none"> ... Figure out how to optimally allocate portfolios across different securities according to portfolio theory. ... consider chances and risks when applying these optimal portfolios. ... implement optimal portfolios using computer software (Excel). ... discuss biases frequently observed in real-world investment decisions. ... determine the value of securities using different asset pricing models. ... analyse investment performance and its sources. ... talk about current issues in technical press and evaluate them in the context of the lecture. ... 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"> • 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:	Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance		

Modules L

Module	Law of Indirect Taxes		
Number	45004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 and Taxation		
Examination Requirements	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss essentially the taxes on the consumption of goods and services especially the value added tax. ... explain the entrepreneurial concept, the taxable turnovers as well as the input tax relief right. ... recognize the impact of the destination principle to the taxation of cross-border transactions. ... know the European Community Directives. ... identify possible violations against European Law. 		
Contents	<ul style="list-style-type: none"> • Value Added Tax Act • Treaty on the Foundation of the European Community • Discussion of concrete examples 		
Information about Teaching and Learning Methods			
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey, Institute for Tax Law, Faculty of Law		

Module	Linear Models		
Number	34001	Workload	180 h
Credit Points	6 CP	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 - Econometrics, Statistics and und Mathematics Minor Controlling Minor Sociology and Empirical Social Research Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min and exercises. The participation in the module has been successful, if students pass the written exam including exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	If not indicated otherwise, the courses will be held in 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	Univ.-Prof. Dr. Hans-Jürgen Andreß, Sociology		

Module	Logic in Computer Science		
Number	75505	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Irregular (Winter Term 11/12)
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of logic in computer science		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	<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	<p>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.</p>		
Information about Teaching and Learning Methods	<p>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.</p>		
Additional Information	On the website of this course		
Responsible Faculty Member	Rainer Schrader, Ewald Speckenmeyer		

Module	Logistics Concepts, Systems and Models		
Number	30002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 Minor Traffic and Logistics		
Examination Requirements	Written exam lasting 90 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	If not indicated otherwise, the courses will be held in English.		
Learning Objectives	Students comprehend the management of logistics processes. ... know basic trade-offs in logistics systems. ... are familiar with the development and classification of logistics networks. ... know different logistics models, their domains of application as well as their prerequisites for application.		
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	The schedule of the course will be announced at the beginning of the term in ILIAS.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Modules M

Title of Module	Macroeconometrics		
Number	15702	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam: 60 min (or on announcement oral exam: 20 min)		
Prerequisites for Admission	Knowledge from one of the following courses is recommended <ul style="list-style-type: none"> - Empirical Macroeconomics <i>or</i> - Econometrics I <i>or</i> - Time series analysis 		
Courses	Lecture and integrated exercise sessions (Winter term)		
Language	The course will be held in English if not indicated otherwise at the beginning of the term.		
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	- 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 a voluntary project work is recommended. In this project additional points for the exam can be awarded (resulting in a weighting of 70% written exam and 30% project work).		
Additional Information	Additional information will be provided at the beginning of the term.		
Responsible Faculty Member	Univ.-Jun.-Prof. Dr.Tino Berger, Center for Macroeconomic Research (CMR)		

Module	Macroeconomics		
Number	15402	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 - Kernbereich (Core Courses) Minor Advanced Economics Minor Institutions and Markets Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min (<i>alternatively only if explicitly announced: oral examination lasting 20min or other examination</i>)		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	Students analyse static models of the Classical and the Keynesian theory at an intermediate level and ... apply the models in order to explain unemployment, inflation, and international trade.		
Contents	<ul style="list-style-type: none"> • Important schools of thought (Classical/Neoclassical/New Classical theory, Keynesian/Neo-Keynesian/New Keynesian theory) • Central topics of macroeconomics (unemployment, money and inflation, business cycles and growth, international trade and exchange rates) • Basic models of macroeconomics (IS-LM model, AS-AD model, efficiency-wage model, insider-outsider model, Mundell-Fleming model) 		
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, AOR Dr. André Drost, Center for Macroeconomic Research		

Title of Module	Macroeconomics and the Labor Market		
Number	15703	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every two terms
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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min or oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and Exercise (Summer term) (in summer 2012 only after prior announcement)		
Language	The course will be held in English if not indicated otherwise at the beginning of the term.		
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.		
Responsible Faculty Member	Univ.-Prof. Dr. Marcus Hagedorn, Center for Macroeconomic Research (CMR)		

Module	Management of Chronic Diseases		
Number	23201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30h	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	Written exam lasting 60 min <i>or</i> oral exam <i>or</i> paper		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The courses will be held in German, Literature mainly in English		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine differences in medical and organisational management of chronic diseases. ... evaluate population-based medical care models and analyse its use for the German health care system ... analyse the current conditions in which health care policies and medical care policies are embedded and deduce from them management goals and management structures. ... 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. ... identify methods of the benchmarking of outcome quality and process quality. ... Simulate decisions from different perspectives in the health care system and constitute them 		
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	Students actively participate in the solving of exercises.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	PD Dr. Stephanie Stock, Health Economics and Clinical Epidemiology		

Module	Management of Leasing Companies		
Number	16005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse the theoretical basic principles of leasing. ... know about the economic particularities of leasing. ... evaluate different ways to refinance leasing companies. ... make use of the calculation of net asset value as a tool aiming at evaluating leasing stocks. ... are familiar with the particularities of the rendering of accounts of leasing companies. ... apply tools of controlling to the control of yield risk of leasing companies. 		
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 		
Information about Teaching and Learning Methods	Lecture with integrated periods of practice		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module	Management of Logistics Service Providers		
Number	30005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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 Minor Traffic and Logistics		
Examination Requirements	Presentation/Paper (50%) and written exam (making up 50% of the final mark)		
Prerequisites for Admission	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 (SS)		
Language	The seminar will be held in English.		
Learning Objectives	Students work out relevant issues of Global Logistics Management in group papers and presentations. ... deal with the particularities of the international market environment and their implications for the management of logistics chains and logistics service providers. ... learn the practical relevance of theoretical concepts of Global Management supported by case studies and guest lecturers from practice. ... practice intercultural skills given the participation of international students.		
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.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Management Skills		
Number	44205	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Winter term / Summer term
Attendance	60 h	Independent Studies	120 h
Qualification	Taking responsibility for management tasks		
Module is allocated to	Methods and techniques		
Examination requirements	Written or oral examination		
Prerequisites for Admissions	None		
Courses	Skills seminars.		
Language	German, English if announced		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... analyse the social and methodical dimensions of management tasks. ... differentiate areas of management skills (e.g. leadership, communication, presentation, planning, analysing, reflection and evaluation). ... define analytical and organisational tasks required in an area of management skills. ... analyse typical management situations and their requirements in one area of management skills. ... compare concepts and models regarding the situational requirements. ... choose an adequate method and act based on it. ... evaluate themselves and others by reflection on action and gather development potentials. ... evaluate further needs and suggest improvements in the models and methods. 		
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			
Responsible Faculty Member			

Module	Marketing Performance Management		
Number	24007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 60 min. (+ 10 min. for reading) Mid-term-exam possible		
Prerequisites for Admissions	Basic knowledge of marketing and multivariate methods is recommended.		
Courses	Lecture and exercise		
Language	The course is held in English.		
Learning Objectives	Based on theoretical and empirical contributions students learn, how to evaluate marketing activities in research as well as in business contexts. In detail: 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	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) 		
Information about Teaching and Learning Methods			
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	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Module	Markets, Institutions and Organisations		
Number	12007	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (usually every Winter term/Summer term, see KLIPS)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... explain the difference between economic and sociological approaches which aim at explaining economic action and economic processes. ... know how markets and institutions behave towards each other in sociological and economic theories. ... apply basic terms from the area of economic sociology, such as exchange, network and organisation, to empirical cases. ... describe the most important sociological studies that are concerned with how the product market, capital market and labour market work. ... explain the most important sociological theories which are concerned with the motives underlying economic behaviour (consuming, saving, and investing). ... gather the importance of organisations and institutions for markets. 		
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, Sociology and Max Planck Institute for the Study of Societies		

Module	Mathematics for Economists		
Number	44201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	A bachelor module in mathematical methods for economists		
Courses	Lecture with exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse economic functions in several variables. ... model dynamic systems. ... Use standard numerical techniques. ... Solve linear sets of equations 		
Contents	<ul style="list-style-type: none"> • Functions of several variables • Differential calculus of functions of several variables • Optimization of functions of several variables • Basic concept of linear algebra • Solution of linear sets of equations • Solution of linear programmes • Difference equations and differential equations 		
Information about Teaching and Learning Methods			
Additional Information	<p>The courses will be held every week during the lecture period. Required reading: Mosler/ Dyckerhoff/ Scheicher, <i>Mathematische Methoden für Ökonomen</i></p>		
Responsible Faculty Member	Dr. Rainer Dyckerhoff, Economic and Social Statistics		

Module	Media and Information Systems: Technologies, Applications, Economics of Digital Goods		
Number	25002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min/ oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (usually every Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... comprehend the economic particularities of digital and digitisable products and services. ... integrate this understanding into the evaluation of innovative fields of application of current upcoming media, IS and telecommunication technologies. ... determine in how far the applications and technologies for business models and companies are relevant. ... foster their knowledge about certain fields of application such as e-Business, knowledge management, e-Learning, and e-Government. ... are familiar with the significance of standards. 		
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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Media and Technology Entrepreneurship		
Number	25010	Workload	180 h
Credit Points	6 CP	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	Written exam/ oral exam/ presentation (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... present a business plan idea written and verbal. ... describe industry details in the specific area of a business plan project. ... are familiar with analysing value creation potentials in the context of digital goods. 		
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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Media and Technology Management Seminar		
Number	25005	Workload	180 h
Credit Points	6 CP	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	Written exam/ oral exam/ presentation (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... deepen their knowledge about issues of media management. ... know well how to work in an academic way as well as about communication in the area of media management. ... understand research approaches and methods. ... know the different markets of media, IS and telecommunication. ... analyse industries and competitive situations by means of different strategic concepts. ... develop and evaluate corporate as well as divisional strategies in competitions. ... have good command of a particular communication of situative descriptions and know how to analyse and to evaluate it. 		
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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Media Marketing		
Number	24008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second to fourth term
Attendance	60 h	Independent Studies	120 h
Qualification	Management activities in the areas of marketing, sales, and media companies.		
Module is allocated to	Major Marketing Minor Marketing		
Examination requirements	Written exam lasting 60 min. (+ 10 min. for reading) Mid-term-exam possible.		
Prerequisites for Admissions	Basic knowledge of marketing and multivariate methods is recommended.		
Courses	Lecture and exercise		
Language	The course is held in German.		
Learning Objectives	<p>Students learn how to solve management issues in the context of managing media products. In detail:</p> <ul style="list-style-type: none"> • Students know the unique challenges with regard to the management of media products versus physical products • Students are able to develop and implement the organizational prerequisites for an effective media management • Students know how to plan and implement the marketing mix for media products • Students are able to identify and control for the critical success factors of films and print media products 		
Contents	<p>The course contains the unique context for the marketing of media products. In detail:</p> <ul style="list-style-type: none"> • 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			
Additional Information	<p>Block courses are possible. The course is complemented by regular guest lectures. Required and voluntary reading will be announced for every term in KLIPS.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Market Research		

Module	Medical Sociology		
Number	86107	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualification	Students gain an overview of the way sociological knowledge is applied to medicine.		
Module is allocated to	Minor Medicine		
Examination requirements	Written exam lasting 60 min		
Prerequisites for Admissions	None		
Courses	Lecture (Summer term)		
Language	The lecture will be held in German.		
Learning Objectives	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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the lecture.		
Responsible Faculty Member	Prof. Dr. Holger Pfaff		

Module	Methodology of Clinical Trials (Biostatistics)		
Number	84002	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... depict questions that clinical trials address. ... describe different types of clinical trials. ... understand the results of clinical trials. ... evaluate statements of clinical trials. ... explain basic principles of evidence-based medicine when it comes to decisions about possible therapies. ... outline the methodology of their own empirical studies. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading: Schumacher, Schulgen: Methodik klinischer Studien		
Responsible Faculty Member	Univ.-Prof. Dr. W. Lehmacher, Medical Statistics, Informatics and Epidemiology at the University of Cologne		

Module	Microeconomics		
Number	15401	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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) Minor Advanced Economics Minor Institutions and Markets Minor Transport and Logistics Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses can be held in German or in English (see KLIPS).		
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"> • Individual decision making theory under certainty (consumer theory, business theory) • Decision making under uncertainty • General equilibrium theory 		
Information about Teaching and Learning Methods			
Additional Information	The courses will be held every week during the lecture period. Required reading will be announced at the beginning of the term by putting up a notice.		
Responsible Faculty Member	Univ.-Prof. Dr. Marc Oliver Bettzüge, Economics		

Module	Modeling and Simulation		
Number	75509	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Irregular (Summer Term 14)
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge in modeling and simulation		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants 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.		
Contents	<p>The course covers a selection of the following topics:</p> <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	Ewald Speckenmeyer		

Module	Modern Concepts of Institutions and Markets		
Number	15601	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Learning methods and topics in market design		
Module is allocated to	Major Economics - Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min (<i>or</i> oral exam)		
Prerequisites for Admission	Good understanding of microeconomics; further requirements can be announced for particular courses.		
Courses	Lecture, possibly complemented by student presentations		
Language	The course can be held in German or English (see KLIPS)		
Learning Objectives	Students use modern analytical concepts to analyse markets and institutions ... are introduced to research topics on markets and institutions. ... consider the different interests of the market participants. ... discuss their findings in class.		
Contents	<ul style="list-style-type: none"> Selected topics in the area of market design: theory and applications 		
Information about Teaching and Learning Methods			
Additional Information	Recommended literature will be announced at the beginning of each course.		
Responsible Faculty Member	Univ.-Prof. Achim Wambach, Ph.D., Economics; Lecturer: Univ.-Prof. Dr. Axel Ockenfels		

Modules N

Module	New Product Management		
Number	17001	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min. Mid-term-exam possible.		
Prerequisites for Admission	None		
Courses	Lecture and exercise and/or seminar by visiting lecturers.		
Language	The courses can be held in German or English (see KLIPS).		
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	Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Modules O

Module	Occupational Medicine, Social Medicine		
Number	86101	Workload	180 h
Credit Points	6 CP	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 Medical Sciences		
Examination Requirements	Written exam, oral exam, paper, presentation		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the first class.		
Responsible Faculty Member	Private Lecturer Dr. med. Thomas C. Erren, MPH		

Module	Operations Audit		
Number	32001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
Additional Information	Kuhner/Maltry: Operations Audit		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, General Business Administration, Auditing		

Module	Operative Controlling		
Number	20001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Each winter term
Attendance	60 h	Independent Studies	120 h
Qualification	Commercial fields of activity which provide information for operational decisions		
Module is allocated to	Major Accounting and Taxation Minor Accounting Minor Controlling		
Examination requirements	Written exam (60 minutes) <i>or</i> oral exam		
Prerequisites for Admissions	None		
Courses	Lectures and tutorials		
Language	The Course will be held in English		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... discuss the main controlling concepts ... recognize different kinds of interdependencies and apply analytical and heuristic approaches for the coordination of these interdependencies ... 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 ... are able to perform analyses of cost divergence ... are familiar with the Peinreich-Luecke theorem and the relationship between investment and cost accounting ... apply linear programming to plan production programs and learn how to treat intertemporal interdependencies by using dynamic programming ... determinate whether obtaining additional controlling-relevant information in the presence of uncertainty is worthwhile using of the information value concept ... are familiar with the principal-agency problem and know different controlling instruments to alleviate the incentive problem ... apply the main controlling tools in order to solve coordination problems 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Department of Business Administration and Management Accounting		

Module	Organizational Theory		
Number	29003	Workload	180 h
Credit Points	6CP	Recurrence Frequency	Every second term
Attendance	60h	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	Written exam lasting 60 min		
Prerequisites for Admission	It is assumed that students are familiar with the Bachelor module „Organisation und Personal“.		
Courses	Lecture and exercise (Summer term)		
Language	If not indicated otherwise, the courses will be held in 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	Univ.-Prof. Dr. Mark Ebers, General Business Administration, Corporate Development and Organization		

Modules P

Module	Parallel Algorithms		
Number	75501	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Irregular (Winter Term 13/14)
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of algorithms for linear and discrete optimization		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants 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.		
Contents	<p>The course covers a selection of the following topics:</p> <ul style="list-style-type: none"> - 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	Ewald Speckenmeyer		

Module	Patient Safety and Risk Management		
Number	86002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	Knowledge about quality assurance and quality management		
Courses	Lecture (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an insight into the health policy background of problems related to safety. ... discuss the order of magnitude of mistakes and damages in health care. ... become familiar with the nomenclature in the context of a modern concept of mistakes. ... recognise the impact and characteristics of different undesirable incidents, mistakes and damages. ... learn to carry out process analyses in case of damages. ... apply measurement methods in risk management, including the CIRS, and in how far they are relevant. ... describe the concept of organisational learning on the basis of safety culture. ... identify the most important preventive strategies. ... deal with patient explanation and the prevailing conditions of liability. ... are introduced to an empirically sound approach to Public Disclosure. 		
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	Univ.-Prof. Dr. med. Matthias Schrappe, Institute of patient safety, University of Bonn		

Module	Planning Methods in Transport Economics		
Number	46004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Written exam lasting 90 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Exercise (Summer term)		
Language	The exercise will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... recognise theoretical basic knowledge of quantitative methods of analysis in transport economics. ... apply methods to selected empirical issues. ... model economic variables in order to explain correlations in the context of transport. ... make use of methods of inductive statistics and multivariate methods (computer programme SPSS used for statistical analysis). ... data regarding transport economics from professional sources. ... evaluate possibilities and limitations of quantitative methods in transport economics. 		
Contents	<ul style="list-style-type: none"> • Descriptive statistics • Estimation of demand functions with regression analyses • Measurement of demand elasticity • Methods and results of traffic predictions (4-step algorithm) • Modal split analysis, shift and share analysis • Conjoint analyses • Cost-benefit analyses, benefit analyses • Input-output analysis and positive impact on employment in traffic 		
Information about Teaching and Learning Methods	Exercise with case studies, carried out using a PC		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Transport Economics		

Module	Political Sociology		
Number	12011	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (Winter term 2010/11)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students... ... formulate issues of political sociology, ... define central sociological terms ... apply the according theories to empirical phenomena.		
Contents	The module deals with selected subject areas of political sociology. Among them are the following: <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Heiner Meulemann, Sociology		

Module	Political Theory and History of Ideas (Lecture and Exercise)		
Number	10011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min <i>or</i> oral exam lasting 30 min		
Prerequisites for Admission	Basic knowledge about political theory and history of ideas		
Courses	Lecture and exercise (Winter term)		
Language	The courses can be held in German or English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify approaches and methods of political theory and the history of ideas. ... know about central ideas and concepts of society of western and non-western civilisations. ... evaluate the empirical meaning and range of particular approaches and in how far they are logically sound. ... compare western and non-western central ideas and concepts of society. ... apply their factual, historical and methodological knowledge to selected historical cases and to current issues. 		
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	Univ.-Prof. Dr. Wolfgang Leidhold, Political Science		

Title of Module	Portfolio Choice and Asset Pricing		
Number	15505	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60h	Independent Studies	120h
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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min or oral exam lasting 20 min		
Prerequisites for Admission			
Courses	Lecture and exercises (Winter term)		
Language	Courses will be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... solve analytically simple static portfolio choice models. ... solve analytically simple dynamic portfolio choice models (2 periods only). ... recognize the traditional basic theories of asset pricing in general equilibrium. ... solve exercises and problem set computationally with Matlab. ... read, present and discuss simple research papers. 		
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, Center for Macroeconomic Research (CMR)		

Module	Practical Applications in Retailing		
Number	24301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually 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	Written exam lasting 60 min or oral exam or seminar paper		
Prerequisites for Admission	None		
Courses	Lecture and/or tutorial or seminar held by visiting lecturer		
Language	The language of this class will be 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	Possible topics: <ul style="list-style-type: none"> • How can retails 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 approache. 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	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Module	Practical Course in Research		
Number	34008	Workload	540 h
Credit Points	18 CP	Recurrence Frequency	Every second 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	Project work		
Prerequisites for Admission	None		
Courses	Practical Course in Research (Summer term) The Practical Course in Research is supported over two terms.		
Language	The practical course can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... realize all phases of secondary analytical research projects. ... explain theoretical approaches, issues and methodological ways of proceeding on the basis of a selected subject area. ... advance questions and hypotheses taking as a starting point a general research problem. ... operationalise theoretical terms and concepts on the basis of examples. ... analyse advantages and disadvantages of sampling methods and methods of collecting data that are used in common data sources pertaining to social sciences. ... deal with complex data in a way that is suitable for analyses. ... put simple and complex methods of data analysis into practice. ... make use of common statistics programmes. ... answer and test questions and hypotheses on the basis of empirical results. ... describe and present the results of an empirical study. 		
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	Short presentations, working papers, data analysis, reports on results; group work.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Heiner Meulemann, Sociology		

Module	Practical Course: Empirical Research		
Number	52201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
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	Project		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... design, conduct and experiments on their own. ... specify fundamental as well as applied research questions and translate them into experimental research designs. ... Recruit and supervise participants for psychological experiments. ... recognise specific advantages of an experiment in comparison to alternative research methods. ... gain insights into the analysis of variance as well as other mathematical procedures for data analysis. 		
Content	<ul style="list-style-type: none"> • Know-how about design and analysis of experiments 		
Information about Teaching and Learning Methods			
Additional Information	<p>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 or in the first session.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl Economic and Social Psychology		

Module	Prevention and Health Promotion		
Number	86106	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 30 min		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... use basic terms and concepts related to prevention. ... evaluate measures aim at early diagnosis. ... explain measures aiming at the change of behaviour patterns. ... discuss measures encouraging health promotion and structural prevention. 		
Contents	<p>I. Basics Prevention in practice and in hospital: basic terms and concepts</p> <p>II. Secondary prevention – early diagnosis Early diagnosis: breast cancer, bowel cancer, childhood cancer</p> <p>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</p> <p>IV. Primary prevention achieved through structural prevention Structural prevention and health promotion in hospitals and companies Patient safety measures in hospitals</p>		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Prof. Dr. Holger Pfaff		

Module	Pricing		
Number	17006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually 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	Written exam lasting 60 min. Mid-term-exam possible.		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses will be held in 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	Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Module	Psychology of Leadership Skills		
Number	52007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 minutes (50%) and presentation (making up 50% of the final mark).		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar (Winter term)		
Language	The seminar will be held in English.		
Learning Objectives	Students define selected topics of leadership roles and skills. ... identify relevant current psychological theories and empirical research. ... 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Psychology of Money Management		
Number	52018	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Occupations in marketing, financial consulting, consumer advice, public and political institutions		
Module is allocated to	Minor Economic and Social Psychology		
Examination Requirements	Written exam lasting 60 minutes (50%) and presentation (making up 50% of the final mark).		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar (Summer term)		
Language	The seminar will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine psychological theories relevant for money management and financial behavior ... differentiate empirical findings on psychological aspects of money management and financial behavior ... discuss independently on questions related to money management and financial behavior, and consider psychological theories and research for practical implications. 		
Contents	<ul style="list-style-type: none"> • Theories and empirical research on money management and financial behavior, e.g., saving, credit and debt, investment 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in the introductory session		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Psychosomatic Illness and Psychotherapy (Main Lecture)		
Number	86103	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	15	Independent Studies	165
Qualifications	Basic knowledge about psychosomatic medicine and introduction to particular disorders.		
Module is allocated to	Minor Medicine		
Examination Requirements	Written exam		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... identify the ways of medical care and treatment as well as with methods of training in psychosomatic medicine. ... determine the basics of neurotic and psychosomatic disorders. ... 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. ... interpret epidemiology of the diseases and also in how far they are relevant with regard to health economics. 		
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	Associate Professor Dr. Christian Albus, University Hospital of Cologne		

Module	Public Debt (Master)		
Number	14003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	<ul style="list-style-type: none"> • 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 - Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer termS)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading and further information will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martin Barbie, Center for Macroeconomic Research (CMR)		

Name	Public Economics and Mechanism Design		
Number	14010	Working Hours	180 h
Credit Points	6 CP	At Regular Intervals	every two terms
Attendance	60 h	Independent Studies	120h
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.		
The module is allocated to	Major Economics - Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites	None		
Courses	Lecture and Exercise Sessions (Summer term)		
Language	Courses will regularly be held in English.		
Learning Objectives	<p>Students will learn the following skills:</p> <p>Understanding of the essential issues of modern allocation theory:</p> <ul style="list-style-type: none"> • What results can be achieved when individuals interact based on private information about their respective abilities or preferences? • Under what conditions would public intervention into markets be desirable? <p>Methodological skills: Mastery of the basic concepts in the theory of mechanism design and its application to questions in public economics:</p> <ul style="list-style-type: none"> • How do the efficiency conditions for private and public goods differ? • Why does the Coase theorem not apply in a large economy? • In what way can taxation systems be considered as special allocation mechanisms? • Are there better ways to achieve distributive objectives than to use a redistributive income tax system? 		
Content	<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 <p>Specialized topics:</p> <ul style="list-style-type: none"> • Pooling of public decisions • Commitment and Ratchet effect • Mechanism design with social preferences 		
Information About Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Felix Bierbrauer, Chair for Public Economics, Center for Macroeconomic Research (CMR)		

Module	Public Finance Law		
Number	45009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Assessment of public finance law tax issues		
Module is allocated to	Methods and Techniques		
Examination Requirements	Written exam lasting 120 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Slides are available.		
Responsible Faculty Member	Univ.-Prof. Dr. Johanna Hey, Institute for Tax Law, Faculty of Law		

Module	Public Policy of the Labor Market		
Number	14004	Working Hours	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Self-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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min		
Prerequisites for Admission	Basic Knowledge in Microeconomics and Econometrics is recommended.		
Courses	Lecture and Exercise Sessions (SS)		
Language	Courses will regularly be held in English.		
Skills	Students will <ul style="list-style-type: none"> ... 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.		
Faculty	Univ.-Prof. David A. Jaeger, Ph.D., Center for Macroeconomic Research (CMR)		

Module Q

Module	Quality Management		
Number	76105	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam (50%) and activities during the exercise/tests/projects (making up 50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand the importance of software quality assurance. ... acquire broad knowledge about the methods of quality assurance. ... are familiar with the tasks and challenges of software quality assurance. ... autonomously apply the methods of quality assurance to sample programmes. ... design and analyse quality plans. 		
Contents	<ul style="list-style-type: none"> • Quality models • Functional test methods • Structural test methods • Statistical inspection methods • Formal verifications • Quantitative methods • Management of quality assurance 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at each term.		
Responsible Faculty Member	Univ.-Prof. Dr. Werner Mellis, Information Systems and System Development		

Module	Quantitative Applications in Marketing		
Number	24302	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and tutorial		
Language	The courses will be held in English.		
Learning Objectives	<p>The students...</p> <ul style="list-style-type: none"> ... transfer relevant information via quantitative analyses into better market strategies, product designs and business decisions. ... understand the role of statistical techniques and models and their value for an enhanced marketing decision making. ... are familiar with the practical application of basic functions of advanced statistical software tools to specific marketing problems. 		
Contents	<p>Topics are</p> <ul style="list-style-type: none"> • 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.		
Responsible Faculty Member	Jun.-Prof. Dr. Maik Eisenbeiss, General Business Administration, Retailing and Customer Management		

Module	Quantitative Methods in Risk Management		
Number	44006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Quantitative Methods		
Module is allocated to	Major Accounting and Taxation Major Economics - Econometrics, Statistics and und Mathematics Minor Controlling Minor Statistics and Econometrics Methods and Techniques		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	Knowledge in Mathematics for Economists, Probability Theory and Statistical Inference		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in 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 Prof. Schmid and Dr. Grothe. It is useful for students to be familiar with basic terms of statistics (e.g. acquired through attendance of the courses "Advanced Statistics I and II") as well as competent mathematical knowledge.		
Responsible Faculty Member	Univ.-Prof. Dr. Friedrich Schmid, Dr. Oliver Grothe, Economic and Social Statistics		

Modules R

Module	Recent aspects of Computer Science		
Number	75510	Workload	270 h
Credit Points	9 CP	Recurrence Frequency	Irregular
Attendance	90 h	Independent Studies	180 h
Qualification	Background and application knowledge of algorithms to recent topics of computer science		
Module is allocated to	Minor Computer Science		
Examination requirements	The examination can be in written or oral form. This will be announced at the beginning of the course. The regular and successful preparation of exercises may be a requirement for the admission of participants to the exam if this is explicitly announced. Similarly, it may be declared to contribute to the examination.		
Prerequisites for Admissions	Programming Course, Foundations of Computer Science 1 and 2, Practical Course on Programming		
Courses	Lectures and exercises		
Language	German		
Learning Objectives	The participants 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.		
Contents	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		
Responsible Faculty Member	Institute for Computer Science		

Module	Recursive Methods in Economics		
Number	15507	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and exercises (Winter term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
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, Center for Macroeconomic Research (CMR)		

Module	Regional Cultural Geography		
Number	50003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar (Winter terms)		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... determine different dimensions of the analysis of "culture" in economic/cultural geography. ... discuss the role of cultural institutions for developmental processes related to regional economics. ... specify regional economic conditions necessary for growth in the context of cultural conditions. ... apply current theoretical concepts to empirical case examples of a greater area outside Europe. ... analyse developmental processes in city systems and in rural areas (urbanisation, migration). ... develop their own point of view with respect to regional opportunities for development and check in how far they can be realised. ... 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. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	Regional Economic Geography		
Number	50001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min or presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Exercise (Winter term)		
Language	The exercise can be held in German or English (see KLIPS)		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse selected regions and companies in greater areas outside Europe, especially Latin America, East Asia, Central/ Eastern Europe. ... specify economic conditions necessary for growth. ... understand and appraise the importance of innovations, technology and knowledge for regional development. ... discuss the role of institutions, organisations and networks. ... become familiar with sectoral and branch-specific differences. ... analyse the different roles of small and medium-sized companies as well as of industrial heavy-weights for selected regions. ... apply theoretical concepts to empirical case examples. ... develop their own point of view with respect to regional opportunities for development and check in how far they can be realised. ... 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. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module		Requirements Engineering and Change Management	
Number	48401	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
Attendance	60 h	Independent Studies	120 h
Qualification	Development of information systems (IS) from a functional perspective		
Module is allocated to	Major Information Systems Minor Information Systems		
Examination requirements	Written exam lasting 90 min <i>or</i> oral exam <i>or</i> a combination of a written exam lasting 90 min <i>or</i> oral exam and activities during the exercise/tests/projects		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses can be held in German or English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... determine organizational prerequisites for implementing an IS. ... know of the problems of organizational change. ... know of change management methods to cope with organizational change. 		
Contents	<ul style="list-style-type: none"> • Stakeholders of an IS • Requirements, identification of requirements • Requirements engineering and assessment of requirements • Change management • IT specialist as a change agent • Leadership and motivation • Conflicts and resistance • Communication and negotiation 		
Information about Teaching and Learning Methods	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, Department of Information Systems and Systems Development		

Module	Research in Learning and Teaching I		
Number	49318	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every second term (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	Paper (70%) and oral exam (making up 30% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar (Winter term)		
Language	The seminars will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... differentiate between the roles that learning theories play in the areas of the psychology of learning, adult education and research into classroom teaching. ... ponder on research objectives and on the research design that results from them. ... evaluate group structures on the basis of the results obtained in the field of communication and interaction research. ... compare approaches of action and treatment research. ... differentiate research-related consequences of different epistemological paradigms and by doing so, they particularly take into consideration different constructivist points of view. ... analyse models of competence development and competence assessment. ... develop diagnostic methods aiming at the assessment and analysis of background knowledge and of learning effects. ... apply diagnostic instruments in order to assess the current level of knowledge and reflect on test-theoretical requirements and preconditions. ... analyse structures and functions of steering committees and project groups in development and evaluation processes. ... carry out case studies for developing, testing and evaluating of projects in educational institutions or companies. ... analyse epistemological foundations of action and biographical research and evaluate them regarding quality of data collection and evaluation goals. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Research in Learning and Teaching II		
Number	49305	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Paper		
Prerequisites for Admission	Projects Related to Fields of Research in Economics Education I		
Courses	Seminar Research in Learning and Teaching		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... differentiate between the roles that learning theories play in the areas of the psychology of learning, adult education and research into classroom teaching. ... ponder on research objectives and on the research design that results from them. ... evaluate group structures on the basis of the results obtained in the field of communication and interaction research. ... compare approaches of action and treatment research. ... differentiate research-related consequences of different epistemological paradigms and by doing so, they particularly take into consideration different constructivist points of view. ... analyse models of competence development and competence assessment. ... develop diagnostic methods aiming at the assessment and analysis of background knowledge and of learning effects. ... apply diagnostic instruments in order to assess the current level of knowledge and reflect on test-theoretical requirements and preconditions. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Research Project Comparative Politics		
Number	40301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (50%) and written assignment or written exam lasting 60 min (making up 50% of the final mark)		
Prerequisites for Admission	Sophisticated knowledge of social science research methods as well as the lecture "Comparative Analysis of Political Institutions" or "Comparative Analysis of Political Economy"		
Courses	Research project (Summer term)		
Language	The course will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. André Kaiser, Political Science		

Module	Research Project Foreign Policy		
Number	11004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150h
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	Project report, case study (making up 50% of the final mark, respectively) or additional examination		
Prerequisites for Admission	Students must have already participated in the advanced seminar "Analysis of Foreign Policy"		
Courses	Research project (Winter term)		
Language	The research project will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... 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. ... place these issues in the area of international relations in a differentiating way and to adopt an own point of view. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work on their own. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
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 Member	Univ.-Prof. Dr. Thomas Jäger, Political Science		

Module	Research Projects in Vocational Education and Training I		
Number	49319	Workload	360 h
Credit Points	12 CP	Recurrence Frequency	Every second term (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	Paper, which may be preceded by a presentation (if a presentation is wanted, it makes up 20% of the final mark)		
Prerequisites for Admission	Research in Teaching and Learning I		
Courses	Advanced Seminar Economics Education (Winter term)		
Language	The advanced seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... classify and systematise fields of research, related to economic education, according to their area of research and research methodology. ... develop research questions and operationalise research objectives. ... develop research designs. ... are familiar with and make a difference between several paradigms and evaluate them with respect to research questions and conceptions. ... apply empirical methods of collecting data to selected issues in an exemplary way. ... analyse available data. ... analyse specific literature of selected fields of research. ... carry out less extensive research projects and evaluations on their own authority and reflect on their own research work and on their personal development. ... record progresses in projects by means of reports and feedback. ... analyse structures and functions of steering committees and project groups in development and evaluation processes. ... carry out case studies for developing, testing and evaluating of projects in educational institutions or companies. ... analyse epistemological foundations of action and biographical research and evaluate them regarding quality of data collection and evaluation goals. 		
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 		
Information about Teaching and Learning Methods			
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>		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module		Research Projects in Vocational Education and Training II	
Number	49307	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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	Paper, which may be preceded by a presentation (if a presentation is wanted, it makes up 20% of the final mark)		
Prerequisites for Admission	Research in Teaching and Learning I		
Courses	Advanced Seminar Economics Education (Winter term)		
Language	The advanced seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... classify and systematise fields of research, related to economic education, according to their area of research and research methodology. ... develop research questions and operationalise research objectives. ... develop research designs. ... are familiar with and make a difference between several paradigms and evaluate them with respect to research questions and conceptions. ... apply empirical methods of collecting data to selected issues in an exemplary way. ... analyse available data. ... analyse specific literature of selected fields of research. ... carry out less extensive research projects and evaluations on their own authority and reflect on their own research work and on their personal development. ... record progresses in projects by means of reports and feedback. 		
Contents	<ul style="list-style-type: none"> • Philosophy of science • Research methodology • Fields of research • Current research questions concerned with economics education 		
Information about Teaching and Learning Methods			
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>		
Responsible Faculty Member	Managing director Vocational, Economics and Social Education		

Module	Research Projects in Vocational Schools		
Number	49313	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (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 M. Ed. Minor vocational subject Economics		
Examination Requirements	Project		
Prerequisites for Admission	Module Didactics of Vocational Education		
Courses	Lecture and exercise Domain-specific Didactics of Special Economics Education		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse sector and function specific tasks and problems regarding characteristics and necessary didactical modifications ... analyse the specifics of business and working processes. ... model processes and their didactical transformations. ... develop complex teaching and learning arrangements aiming at developing specific vocational competence. ... develop and design learning / teaching material for students in order to enable learners to discover business and working processes self-directedly. ... plan specific learning achievements tests. ... design sets of tasks in order to assess specific vocational competences. ... Reflect and integrate results of research on learning and teaching processes. 		
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.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Module	Research Project International Policy		
Number	11008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Project report, case study (making up 50% of the final mark, respectively) or Other Examination Requirements		
Prerequisites for Admission	Students must have already participated in the advanced seminar "International Policy"		
Courses	Research project (Summer term)		
Language	The research project will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... Alborate independently further questions related to international relations in the area of international policy on the basis of primary and secondary literature. ... classify and discuss these issues from a critical angle in view of theoretical concepts and empirical results of research. ... place these issues in the area of international relations in a differentiating way and adopt an own point of view. ... choose theoretical and empirical questions and hypotheses as the starting point for their own research. ... carry out empirical research work on their own. ... present the results they have obtained in oral and written form. ... test the validity of the underlying question and hypotheses on the basis of the results they have obtained. 		
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	Univ.-Prof. Dr. Thomas Jäger, Political Science		

Module	Research Project Political Theory and History of Ideas		
Number	11005	Workload	180 h
Credit Points	6 CP	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	Project <i>or</i> case study		
Prerequisites for Admission	Advanced Seminar "Political Theory" or Advanced Seminar "Political and Religious Ideas"		
Courses	Research project		
Language	The research project will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... plan a theoretical research project or a research project concerned with the history of ideas in all its phases. ... illustrate the selected research approach methods by means of an exemplary topic. ... formulate questions and hypotheses. ... develop the notional and structural system of their conception. ... discuss advantages and disadvantages of the research literature that is available from a critical angle. ... deal with texts and data on the basis of the research conception. ... respond to the guiding questions and test their hypotheses. ... give a report in which they summarise their results. 		
Contents	<ul style="list-style-type: none"> • Topics, currently changing, from the area of political theory and history of ideas 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Leidhold, Political Science		

Module	Research Project The Political System of the EU		
Number	11006	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (30%) and project report (making up 70% of the final mark)		
Prerequisites for Admission	12 credit points in the area of the European Policy		
Courses	Research Project (Winter term)		
Language	The research project will be held in German or English (see KLIPS).		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	Resource Economics		
Number	35013	Workload	180 h
Credit Points	6 LP	Recurrence Frequency	Every second term (Winter term)
Attendance	60 h	Independent Studies	120 h
Qualification	Students get prepared for an academic career, activities in consulting, associations, administrations etc. in the energy industry		
Module is allocated to	Minor Energy Industry		
Examination requirements	Written exam lasting 60 min or oral exam lasting 15-45 min		
Prerequisites for Admissions	Students should be familiar with the contents of the module <i>Energy Economics</i>		
Courses	Lecture and exercise course		
Language	Courses will be held in German		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... make themselves familiar with concepts and models of the economics of exhaustible resources ... discuss economic models of optimal resource use ... analyse the importance of investments and technological progress in the energy sector for the availability of energy resources ... understand the specific market functioning of particular energy sources 		
Contents	<ul style="list-style-type: none"> • Exhaustible resources • Hotelling model 		
Additional Information	The course will be held every week during the lecture period. Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	PD Dr. Dietmar Lindenberger, Institute of Energy Economics, University of Cologne		

Name	Retail Marketing		
Number	22002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second to fourth term (Summer 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	Written exam lasting 60 min or oral exam Mid-term-test or block courses possible.		
Prerequisites for Admission	None		
Courses	Lecture and tutorial		
Language	The courses will be held in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... develop knowledge of retail marketing theory and practice both within a national and international context. ... are trained in marketing foundations, functions, and strategies used to merchandise and sell products and services effectively in highly competitive retail markets. ... analyse how new trends and developments in retail marketing, such as e-commerce and the internationalisation in retailing, have an impact on retail execution. 		
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	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Name	Risk Management in Financial Institutions		
Number	16002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture with integrated exercise sessions (Winter term)		
Language	The courses will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Hartmann-Wendels, T., Pfungsten, A., Weber, M.: Bankbetriebslehre, 4. Aufl. 2007		
Responsible Faculty Member	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module	Road Traffic		
Number	46005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Written exam lasting 90 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture (Winter termS)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... recognize structural features of the supply and demand structure of road traffic. ... Integrate road traffic (goods traffic and passenger traffic) into the overall system of transport. ... establish a connection between road haulage and transport logistics. ... recognize basic conditions of road traffic (road construction and road financing). ... discuss in how far road traffic can contribute to ecology. ... analyse possible new technologies in road traffic. ... evaluate concepts and strategies related to transport policy for road traffic and logistics. ... discuss concepts and programmes related to regulatory policy, capital spending policy and financial policy for road traffic. 		
Contents	<ul style="list-style-type: none"> • Structural features and indicators of road traffic • Production methods, technical developments and basic conditions of road traffic • Road construction and road financing • Communication and information in road traffic • Road traffic, environmental protection and road safety • Technological and economic developments • International comparison of road traffic 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Transport Economics		

Modules S

Module	Selected Issues in Accounting and Auditing I – Corporate Disclosure		
Number	32101	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	It is compulsory to attend the lecture: Corporate Disclosure and Balance Sheet Analysis (Winter term, 2 credit hours). In addition to this, one of the following courses has to be chosen: Consolidated Accounts (Winter term, 2 credit hours) <i>or</i> Undergraduate Seminar on Rendering of Accounting (Winter term, 2 credit hours).		
Language	The courses will be held in German.		
Learning Objectives	Students become more acquainted with lawful and strategic aspects of modern capital market orientation. ... determine, adopting different perspectives, in how far the data of rendering of accounts are useful when it comes to making decisions. ... operationalise economic concepts of evaluation in the context of annual accounts. ... deepen their knowledge about rendering of accounts in areas with practical orientation.		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, General Business Administration, Auditing		

Module		Selected Issues in Accounting and Auditing II - Audit	
Number	32102	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 90 min		
Prerequisites for Admission	None		
Courses	It is compulsory to attend the lecture: Methods and Institutions of Audits of Annual Accounts (Summer term, 2 credit hours). In addition to this, one of the following courses has to be chosen: Special Audits (Summer term, 2 credit hours) <i>or</i> Banking Audit (Summer term, 2 credit hours)		
Language	The courses will be held in 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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Christoph Kuhner, General Business Administration, Auditing		

Module	Selected Issues in Accounting and Taxation		
Number	19301	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> other examination forms (depends on lecturer)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses can be held in German or in English (see KLIPS/ILIAS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... contrast the interests of different Stakeholders ... explain implications of decisions in the area of Accounting and Taxation 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			
Additional Information	<p>This module is offered in an irreglur cycle, mostly by (guest) lecturers of the University of Cologne. The courses can be held as a block course. Required reading will be announced at the beginning of the term.</p>		
Responsible Faculty Member	<p>Univ.-Prof. Dr. Christoph Kuhner, General Business Administration, Auditing; Univ.-Prof. Dr. Carsten Homburg, General Business Administration, Controlling; Univ.-Prof. Dr. Norbert Herzig, General Business Administration, Business Taxation</p>		

Module	Selected Issues in Bank Management		
Number	16101	Workload	180 h
Credit Points	6 CP	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	Written exam <i>or</i> oral exam <i>or</i> project		
Prerequisites for Admission	None		
Courses	Lecture		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... evaluate in how far current developments in the bank industry influence the business strategies of banks. ... apply methods of business and management economics to special economic issues. ... analyse new bank products and their fields of application. 		
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	Univ.-Prof. Dr. Thomas Hartmann-Wendels, General Business Administration, Bank Management		

Module		Selected Issues in Business Taxation I	
Number	19501	Workload	180 h
Credit Points	6 CP	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 directly applied in the general and especially in the tax advisory business as well as in companies' tax departments. Further, the proficiency can be utilized in companies' finance departments and in general management.		
Module is allocated to	Major Accounting and Taxation Major Finance Minor Finance Minor Business Taxation		
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%)		
Prerequisites for Admission	None		
Courses	2 of the following 4 courses have to be selected. Courses that have already been considered for the module "Ausgewählte Fragestellungen der Betriebswirtschaftlichen Steuerlehre II" can not be selected. 1. Lecture/tutorial: Fragen der Konzernbesteuerung (winter term) 2. Lecture/tutorial: International Tax Planning I (summer term – the exam takes place solely in English language) 3. Lecture/tutorial: International Tax Planning II (winter term – the exam takes place solely in English language) 1. Lecture/tutorial: Immobilienbesteuerung (winter term)		
Language	Courses 1. and 4. in German language Courses 2. and 3. in English language		
Learning Objectives	Students ...deepen their knowledge in highly practice-oriented fields of business taxation.analyze and evaluate real-life case studies and their tax consequences.		
Contents	<ul style="list-style-type: none"> • Taxation of groups of companies • International Tax Planning I: avoidance of double taxation, tax planning, use of contradictions between tax systems • International Tax Planning II: transfer pricing systems, anti-avoidance rules, tax effective supply chain management, advance pricing agreements • Taxation of real estate companies 		
Information about Teaching and Learning Methods	All courses of this module contain recitation as well as practice elements. In the latter students exercise the application of prescriptions from tax laws as well as tax calculation methods to real-life cases.		
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation Lecturers: Prof. Dr. Thomas Rödder (Fragen der Konzernbesteuerung) Prof. Dr. Thomas Borstell (International Tax Planning I and II) Dr. Michael Fuchs (Immobilienbesteuerung)		

Module	Selected Issues in Business Taxation II		
Number	19502	Workload	180 h
Credit Points	6 CP	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 directly applied in the general and especially in the tax advisory business as well as in companies' tax departments. Further, the proficiency can be utilized in companies' finance departments and in general management.		
Module is allocated to	Major Accounting and Taxation Minor Business Taxation		
Examination Requirements	2 written exams of 45 min. each <u>or</u> 2 oral exams <u>or</u> a combination of both (weight of each exam for the final grade: 50%)		
Prerequisites for Admission	None		
Courses	2 of the following 5 courses have to be selected. Courses that have already been considered for the module "Ausgewählte Fragestellungen der Betriebswirtschaftlichen Steuerlehre I" can not be selected. <ol style="list-style-type: none"> 1. Lecture/tutorial: Steuerliche Gewinnermittlung und Rechnungslegung (summer term) 2. Lecture/tutorial: Besteuerung mittelständischer Unternehmen (summer term) 3. Lecture/tutorial: International Tax Planning I (summer term – the exam takes place solely in English language) 4. Lecture/tutorial: International Tax Planning II (winter term – the exam takes place solely in English language) <ol style="list-style-type: none"> 1. Lecture/tutorial: Tax Accounting (summer term) 		
Language	Courses 1., 2. and 5. in German language Courses 3. and 4. in English language		
Learning Objectives	Students ...deepen their knowledge in highly practice-oriented fields of business taxation.analyze and evaluate real-life case studies and their tax consequences.		
Contents	<ul style="list-style-type: none"> • Determination of taxable profits and accounting for taxes • Taxation of small and medium-sized entities • International Tax Planning I: avoidance of double taxation, tax planning, use of contradictions between tax systems • International Tax Planning II: transfer pricing systems, anti-avoidance rules, tax effective supply chain management, advance pricing agreements • Tax Accounting, determination of deferred taxes 		
Information about Teaching and Learning Methods	All courses of this module contain recitation as well as practice elements. In the latter students exercise the application of prescriptions from tax laws as well as tax calculation methods to real-life cases.		
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Responsible: Univ.-Prof. Dr. Norbert Herzig, Department of General Business Administration, Business Taxation Lecturers: <ul style="list-style-type: none"> • Prof. Dr. N. Herzig (Steuerliche Gewinnermittlung und Rechnungslegung) • Prof. Dr. Jörg Bauer (Besteuerung mittelständischer Unternehmen) • Prof. Dr. Thomas Borstell (International Tax Planning I and II) Dr. Rüdiger Loitz (Tax Accounting)		

Module	Selected Issues in Controlling		
Number	20004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Each term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam (60 minutes) <i>or</i> oral exam		
Prerequisites for Admissions	None		
Courses	Lectures and additional seminars held by visiting lecturers		
Language	The course will be held in German		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> • ...acquire specific knowledge about current issues in controlling • ...become familiar with specific problems in controlling of selected companies and apply the acquired knowledge in practical case studies • ...discuss implementation issues regarding the design and implementation of controlling instruments • ...learn the advantages and disadvantages of innovative controlling instruments like Activity-Based Costing, Target Costing and Value based management from a practical perspective 		
Contents	<p>The actual topics of this class will be announced every term. Usually following topics will be covered:</p> <ul style="list-style-type: none"> • 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 		
Information about Teaching and Learning Methods			
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Department of Business Administration and Management Accounting		

Module	Selected Issues in Cooperative Economics		
Number	37010	Workload	180 h
Credit Points	6 CP	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	Written (60 min) or oral (20 min) examination, or presentation (30%) and preparation (70%) of a paper or other form of examination.		
Prerequisites for Admission	None.		
Courses	Lecture with integrated exercise or seminar		
Language	German or English		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... describe, interpret and analyse selected topics in cooperative economics ... Explain the social relevance of cooperative economics against the background of increasing globalisation ... Anticipate and evaluate implementations of decisions for different stakeholders 		
Contents	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	<p>Univ.-Prof. Dr. Hans Jürgen Rösner, Department of Cooperative Studies (bis WS 11/12)</p> <p>Univ.-Prof. Dr. Frank Schulz-Nieswandt Department of Cooperative Studies (ab SS 2012)</p>		

Module	Selected Issues in Corporate Development		
Number	29209	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min or other examination forms (depends on lecturer)		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses can be held in English (see KLIPS/ILIAS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. Dirk Sliwka, General Business Administration, Human Resource Management; Univ.-Prof. Dr. Mark Ebers, General Business Administration, Corporate Development and Organization; Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics; Univ.-Prof. Dr. Bernd Irlenbusch, General Business Administration, Corporate Development and Business Ethics		

Module	Selected Issues in Economic and Social Geography		
Number	50004	Workload	180 h
Credit Points	6 CP	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	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar will be held in German. Additionally the course can be held in English by an foreign guest lecturer (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... recognize different research questions of Economic and Social Geography. ... discover and discuss recent economic, social and ecological problems from the sight of Economic Geography. ... specify, analyse and classify different regional and sectoral topics of economic development. ... evaluate options for actors. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs Economic and Social Geography		

Module	Selected Issues in Economic Psychology		
Number	52014	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min or paper (50%) and presentation (making up 50% of the final mark)		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... illustrate current theories and trends in economic psychology ... state practical implications of these theories ... analyse current issue in economic psychology and develop appropriate solution statements 		
Contents	<ul style="list-style-type: none"> • Selected Issues in Economic Psychology 		
Information about Teaching and Learning Methods			
Additional Information	<p>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 or in the first session.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Selected Issues in Energy Economics I		
Number	35010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	upon announcement
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 60 min <i>or</i> oral exam lasting 15-45 min <i>or</i> presentation (1/3) and paper (making up 2/3 of the final mark)		
Prerequisites for Admissions	Students should be familiar with the contents of the module <i>Energy Economics</i>		
Courses	Lecture and exercise course		
Language	Courses will be held in German or in English (see KLIPS)		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... get to know the concepts and structures of the energy market (i.e. electricity and gas trading). ... analyse the interactions between market and companies as well as apply specific models to answer selected questions. ... discuss the design and economic impact of different market models. 		
Contents	<p>e.g.:</p> <ul style="list-style-type: none"> • Energy trade • Market design questions • Regulation of natural monopolies • Electricity market pricing • Industrial economic questions • Current issues of European energy policy 		
Additional Information	The courses 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, Department of Economics		

Module	Selected Issues in Energy Economics II		
Number	35011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	upon announcement
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam lasting 60 min <i>or</i> oral exam lasting 15-45 min <i>or</i> presentation (1/3) and paper (making up 2/3 of the final mark)		
Prerequisites for Admissions	Students should be familiar with the contents of the module <i>Energy Economics</i>		
Courses	Lecture and exercise course		
Language	Courses will be held in German or in English (see KLIPS)		
Learning Objectives	<p>Students...</p> <p>... .. get to know the concepts and structures of the energy market (i.e. electricity and gas trading).</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 models.</p>		
Contents	<p>e.g.:</p> <ul style="list-style-type: none"> • Energy trade • Market design questions • Regulation of natural monopolies • Electricity market pricing • Industrial economic questions • Current issues of European energy policy 		
Additional Information	The courses 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, Department of Economics		

Module	Selected Issues in Finance		
Number	18009	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 minutes or other examination requirements.		
Prerequisites for Admission	None		
Courses	Lecture and exercise or seminar		
Language	The course can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... illustrate current theories and trends in finance and develop appropriate solution statements ... describe, interpret, and analyse selected issues in Finance according to specific expertise argue from different perspectives and consider interests of different Shareholders and Stakeholders. 		
Contents	<ul style="list-style-type: none"> • The content will be announced prior to the relevant term. 		
Information about Teaching and Learning Methods			
Additional Information	<p>Class dates will be announced via KLIPS shortly before the start of the term (see KLIPS). 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, or as a block course (see KLIPS). The course may be taught by (guest) lecturers (see KLIPS).</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Alexander Kempf, General Business Administration, Finance		

Module	Selected Issues in Health Care Management		
Number	86008	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Winter term
Attendance	30 h	Independent Studies	150 h
Qualification	To learn how to write a case study in Health Care.		
Module is allocated to	Major Health Economics Minor Health Economics		
Examination requirements	paper and /or oral exam and/ or written exam		
Prerequisites for Admissions	Advanced Health Care Management		
Courses	Seminar (Winter term)		
Language	The course will usually be held in English and only in German in agreement with all participants.		
Learning Objectives	Students ... debate relevant current publications ... analyse case studies and argue from different positions ... discuss current topics from a economic perspective ... identify topics related to research and practice in Healthcare Management		
Contents	Topics related to health care management, putting the main emphasis on: <ul style="list-style-type: none"> • Organisation design and behaviour • Operations management and quantitative methods • Technology 		
Information about Teaching and Learning Methods	Students present their results of the case study in class. If the course is given by a temporary lecturer, the focus should be on topics that can be supported by cooperating with the institution the assistant lecturer works in.		
Additional Information	Minimum number of participants: 10 Maximal number of participants: 15		
Responsible Faculty Member	Univ.-Prof. Dr. Ludwig Kuntz, General Business Administration, Health Care Management		

Module	Selected Issues in Information Systems I & II		
Number	48402/48403	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications			
Module is allocated to	Major Information Systems Minor Information Systems		
Examination Requirements	Written exam or oral exam or combination of written and oral exam and workload in exercises/tests/projects		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/or seminar (depends on lecturer)		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students analyse current issues of Information Systems ... illustrate basic theories of Information Systems and implement them into practice ... express the use of Information Systems in reference to solving economic research questions		
Contents	<ul style="list-style-type: none"> • Current issues of Information Systems 		
Information about Teaching and Learning Methods			
Additional Information	This module is offered by lecturers of the University of Cologne. The courses can be held as a block course. Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. Ulrich Derigs, Information Systems and Operations Research; Univ.-Prof. Dr. Werner Mellis, Information Systems and System Development; Univ.-Prof. Dr. Detlef Schoder, Information Systems and Information Management)		

Module	Selected Issues in Insurance Management		
Number	31008	Workload	180 h
Credit Points	6 CP	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	Written <i>and/or</i> oral exam lasting 60 min <i>and/or</i> paper <i>and/or</i> presentation <i>and/or</i> case study		
Prerequisites for Admission	None		
Courses	Lecture <i>and/or</i> exercise <i>and/or</i> seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse and discuss current topics in insurance business. ... illustrate basic theories of Insurance Management and implement them into practice ... Explain implications of decisions and refer to their conclusions ... argue from different perspectives and consider interests of different Shareholders and Stakeholders. 		
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). Relevant readings will be announced in class or KLIPS. The courses will potentially be held only in the first or in the second half of the semester (see KLIPS).</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Heinrich R. Schradin General Business Administration, Risk Management and Insurance		

Module	Selected Issues in Market and Consumer Psychology		
Number	52015	Workload	180 h
Credit Points	6 CP	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 allocate to	Minor Economic and Social Psychology		
Examination Requirements	Written exam lasting 60 min or paper (50%) and presentation (making up 50% of the final mark)		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <p>...</p> <p>... illustrate basic theories of Market and Consumer Psychology and implement them into practice</p> <p>... analyse current issue 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 		
Information about Teaching and Learning Methods			
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	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Selected Issues in Marketing		
Number	24303	Workload	180 h
Credit Points	6 CP	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		
Prerequisites for Admission	None		
Courses	The module is not offered by the University of Cologne but it is part of the studies during an exchange with a university abroad.		
Language	The courses can be held in German or English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <p>... analyse current issues in the field of marketing and develop appropriate solution statements</p> <p>...</p> <p>... work on case studies/examples argue from different perspectives</p> <p>... derive management relevant implications from case study results.</p>		
Contents	<p>Current topics in marketing, e.g.</p> <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Marketing Research; Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management; Univ.-Prof. Dr. Franziska Völckner, General Business Administration, Marketing and Brand Management		

Module	Selected Issues in Microeconomics, Institutions and Markets		
Number	15602	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualification	Analysis of selected market design problems		
Module is allocated to	Major Economics – Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination requirements	Exam: 60 minutes or oral exam or other form of examination		
Prerequisites for Admissions	Will be announced before the semester starts.		
Courses			
Language	The course is held in German or English.		
Learning Objectives	Students ... use microeconomic concepts to analyze selected problems concerning institutions and markets.		
Contents	<ul style="list-style-type: none"> • Microeconomic concepts and their use when dealing with problems concerning institutions and markets. 		
Information about Teaching and Learning Methods	Information about teaching and learning methods will be announced before the semester starts.		
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Oliver Gürtler, Department of Economics		

Module	Selected Issues in Organisational Psychology		
Number	52016	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> paper (50%) and presentation (making up 50% of the final mark)		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get an overview of current theories and trends in the industrial and organizational psychology as well as of their practical implications. ... illustrate basic theories of Organizational Psychology as well as their practical implications ... analyse current issues in Organizational psychology and develop appropriate solution statements 		
Contents	<ul style="list-style-type: none"> • Selected Issues in Organisational Psychology 		
Information about Teaching and Learning Methods			
Additional Information	<p>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 or in the first session.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Selected Issues in Political Science		
Number	40302	Workload	180 h
Credit Points	6 CP	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	Written exa, lasting 60 min <i>or</i> presentation (passed/failed) in connection with a seminar paper (final mark) <i>or</i> oral exam lasting 20 min <i>or</i> case study <i>or</i> other form of examination		
Prerequisites for Admission	None		
Courses	Lecture or seminar		
Language	The courses can be held in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. Thomas Jäger, Univ.-Prof. Dr. André Kaiser, Univ.-Prof. Dr. Wolfgang Leidhold, Univ.-Prof. Dr. Wolfgang Wessels, Political Science		

Module	Selected Issues in Public Economics		
Number	14009	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	<ul style="list-style-type: none"> • 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 - Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be regularly held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
Additional Information	More information will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Felix Bierbrauer, Chair for Public Economics, Center for Macroeconomic Research (CMR)		

Module	Selected Issues in Quantitative Methods		
Number	44303	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected quantitative methods and their applications		
Module is allocated to	Major Economics - Econometrics, Statistics and und Mathematics		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min <i>or</i> combination of exam lasting 60 min (60%) and Other Examination Requirements (exercises/tests/projects) (40%)		
Prerequisites for Admission	Having passed one module in "Advanced Statistics" ("Stochastic Models" or "Statistical Inference") would be recommended.		
Courses	Lecture and exercises		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... elaborate selected quantitative methods and exemplary applications. ... Choose adequate methods for specific problems ... Interpret their results according to an economic topic 		
Contents	<ul style="list-style-type: none"> • Recent quantitative methods • Applications in the economic and social sciences • 		
Information about Teaching and Learning Methods			
Additional Information	Literature will be recommended during lectures.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Selected Issues in Retailing		
	22102	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> other examination forms (depends on lecturer)		
Prerequisites for Admission	None		
Courses	Lecture, exercise or seminar		
Language	The courses can be held in German or in English (see KLIPS).		
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 		
Information about Teaching and Learning Methods			
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	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Module	Selected Issues in Social Policy		
Number	41009	Workload	180 h
Credit Points	6 CP	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	Written (60 min) or oral exam (20 min) or presentation (30 %) and paper (70%) or other form of examination.		
Prerequisites for Admission	None		
Courses	Lecture with exercise or seminar		
Language	German or English		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... describe, interpret and analyse current and selected topics and problems in the field of social policy ... Recognise alternating dependency of different social partners ... Anticipate and evaluate implications of decisions in Social Policy for different Stakeholders ... argue from different perspectives and define their positions against others 		
Contents	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	Univ.-Prof. Dr. Hans J. Rösner (bis WS 11/12), Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy		

Module	Selected Issues in Social Psychology		
Number	52012	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min or paper (50%) and presentation (making up 50% of the final mark)		
Prerequisites for Admission	Basic knowledge in Economic and Social Psychology		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... elaborate current and selected topics and problems as well as of their practical implications in the field of social Psychology ... analyse problems in social psychology and develop appropriate solution statements 		
Contents	<ul style="list-style-type: none"> • Selected Issues in Social Psychology 		
Information about Teaching and Learning Methods			
Additional Information	<p>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 or in the first session.</p>		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Selected Issues in Sociology and Empirical Social Research		
Number	12014	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> presentation (passed/failed) and paper (graded) <i>or</i> oral exam lasting 20 min <i>or</i> case study <i>or</i> other exam		
Prerequisites for Admission	None		
Courses	Lecture or Exercises or Seminar		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students recognise and understand sociologically relevant questions and problems and analyse them in theoretically and methodologically ways. ... use sociological theories and methods as instruments for diagnoses of the present. ... recognise and understand the complexities of social dependencies and learn to assess the direct and indirect consequences of social events and interventions.		
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 <i>or</i> Student presentations, discussion and interpretation of readings in seminar sessions		
Additional Information	The enrollment to the courses takes place in KLIPS. The module session(s) may be announced on short notice prior to the beginning of the course (see KLIPS). Required readings will be announced on KLIPS or the first session. The sessions may be held in the first or second half of the semester only (see KLIPS). A prepared reader will be made available for independent studies.		
Responsible Faculty Member	PD Dr. Ulrich Rosar, Sociology		

Module	Selected Issues in Statistics and Econometrics		
Number	44301	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected quantitative methods and their applications		
Module is allocated to	Minor Statistics and Econometrics		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	Having passed one module in "Advanced Statistics" ("Stochastic Models" or "Statistical Inference") would be preferable.		
Courses	Lecture and exercises		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... exercise selected quantitative methods and exemplary applications. ... Choose adequate methods for specific problems ... Interpret their conclusions according to a specific economic research question 		
Contents	<ul style="list-style-type: none"> • Recent quantitative methods • Applications in the economic and social sciences • e.g. state space models and Kalman filters 		
Information about Teaching and Learning Methods			
Additional Information	The courses will be held every week during the lecture period. Literature will be recommended during lectures.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Selected Issues in Supply Chain Management		
Number	27201	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 90 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and discussion session		
Language	The courses can be held in German or in English (see KLIPS).		
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 		
Information about Teaching and Learning Methods			
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, General Business Administration, Supply Chain Management and Management Science		

Module	Selected Issues in Transport Economics		
Number	46201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics.		
Module is allocated to	Minor Transport and Logistics		
Examination Requirements	Presentation (20%) and seminar paper (making up 80% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss potential and political problems in the transport sector. ... analyse the implementation of theoretical economic concepts for transport related problems. ... analyse current concepts and projects concerning traffic policy with regard to market organisation, transport infrastructure and financing. ... debate selected issues of transport policy, e.g. road pricing, deregulation of air transport, evolution of rail markets, competition in public transport, emission trading in the transport sector. 		
Contents	Current topics for the seminar papers and presentations will be announced in the respective semester.		
Information about Teaching and Learning Methods	Block course		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Transport Economics		

Module	Selected Issues of Macroeconomics, Economic Policy and Public Finance		
Number	15701	Workload	180 h
Credit Points	6 CP	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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 90 min or oral exam or other examination forms		
Prerequisites for Admission	Prerequisites will be announced before the term starts.		
Courses	Will be announced before the term starts.		
Language	The seminar can be held in German or in English. The teaching language of each seminar will be announced before the term starts.		
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.		
Additional Information			
Responsible Faculty Member	Center for Macroeconomic Research (CMR): Univ.-Prof. Dr. Ralph Andereg, Univ.-Prof. Dr. Martin Barbie, Univ.-Jun.-Prof. Dr. Tino Berger Univ.-Prof. Dr. Felix Bierbrauer Univ.-Prof. Helge Braun, Ph.D., Univ.-Prof. Dr. Peter Funk, Univ.-Prof. Dr. Marcus Hagedorn Univ.-Prof. David A. Jaeger, Ph.D. Univ.-Prof. Dr. Susanne Prantl Univ.-Prof. Dr. Alexander Ludwig Univ.-Prof. Dr. Axel Weber		

Module	Selected Media and Technology Issues		
Number	25011	Workload	180 h
Credit Points	6 CP	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	Written exam/ oral exam/ presentation (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Selected Media and Technology Topics		
Number	25008	Workload	180 h
Credit Points	6 CP	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	Written exam/ oral exam/ presentation (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Selected Problems in Retailing		
	22011	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 min <i>or</i> oral exam <i>or</i> seminar paper		
Prerequisites for Admission	None		
Courses	Lecture and/or exercise or a seminar given by visiting lecturers		
Language	The courses will be held in German and/ or in English.		
Learning Objectives	<p>Students...</p> <ul style="list-style-type: none"> ... analyse current problems in of retailing and customer management. ... illustrate current theories in retailing and use them in practice ... balance the application of instruments due to different interests of Shareholders 		
Contents	<p>The contents of the courses can change. Current topics could be for example:</p> <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Werner Reinartz, Seminar für Allgemeine Betriebswirtschaftslehre, Handel und Kundenmanagement (General Business Administration, Retailing and Customer Management)		

Module	Selected Topics in Finance		
Number	21301	Workload	180 h
Credit Points	6 CP	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	Written exam lasting 60 minutes or presentation (50%) and paper (50% of final grade) or case study or other examination requirements.		
Prerequisites for Admission	None		
Courses	Lecture and exercise or seminar		
Language	The course can be held in German or in English (see KLIPS).		
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	Univ.-Prof. Dr. Thomas Hartmann-Wendels, Seminar für Allgemeine Betriebswirtschaftslehre und Bankbetriebslehre (General Business Administration, Bank Management) Univ.-Prof. Dr. Dieter Hess, Seminar für Allgemeine Betriebswirtschaftslehre und Unternehmensfinanzierung (General Business Administration, Corporate Finance) Univ.-Prof. Dr. Alexander Kempf, Seminar für Allgemeine Betriebswirtschaftslehre und Finanzierungslehre (General Business Administration, Finance) Univ.-Prof. Dr. Heinrich Schradin, Seminar für Allgemeine Betriebswirtschaftslehre, Risikomanagement und Versicherungslehre (General Business Administration, Risk Management and Insurance)		

Module	Selected Topics in Marketing		
Number	24005	Workload	180 h
Credit Points	6 CP	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	Written exam <i>or</i> oral exam Mid-term-exam possible.		
Prerequisites for Admission	None		
Courses	Lecture, exercise and/ or seminar given by guests		
Language	The courses can be held in German or English (see KLIPS).		
Learning Objectives	Students analyse current issues in the field of marketing and develop appropriate solution statements ... <i>analyse case studies and</i> 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			
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	Univ.-Prof. Dr. Marc Fischer, General Business Administration, Marketing and Marketing Research; Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management; Univ.-Prof. Dr. Franziska Völckner General Business Administration, Marketing and Brand Management		

Module	Seminar on Energy Economics (Master)		
Number	35201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 Major Economics – Institutions and Markets		
Examination Requirements	Presentation (1/3) and paper (making up 2/3 of the final mark)		
Prerequisites for Admission	Students must be familiar with the contents of the module " Energy Economics ".		
Courses	Block course: Seminar on Energy Economics (Winter term)		
Language	The seminar can be held in German or in English (see KLIPS).		
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			
Additional Information	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, Economics		

Module	Seminar on Self-Help Economics		
Number	37201	Workload	180 h
Credit Points	6 CP	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	Presentation (30%) and paper (making up 70% of the final grade)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... Identify and analyse problems of self-help economics and explain solution methods on self chosen case studies ... can handle methods and techniques necessary for academic presentations. 		
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	Univ.-Prof. Dr. Hans Jürgen Rösner, Department of Cooperative Studies (untill Winter term 11/12) Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative Studies (from Summer term 2012)		

Module	Seminar on Social Policy		
Number	41201	Workload	180 h
Credit Points	6 CP	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	Presentation (30%) and paper (making up 70% of the final grade)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... recognise different areas of social security and compare underlying theoretical concepts. ... apply these concepts to concrete problems. ... discuss possible solutions on the basis of case studies. ... use methods and techniques of academic presentations. 		
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	Univ.-Prof. Dr. Hans J. Rösner (untill Winter term 11/12), Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Social Policy)		

Module	Social Change		
Number	12008	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (usually every WS/SS, see KLIPS)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse social diffusion processes. ... analyse processes of social change at a macro, meso and micro level making use of appropriate theories, data and methods. ... explain theories and models of social change, of the change of organisations, associations and groups, and of structural determinants of individual change processes. ... analyse the change of selected social sub areas, e.g. educational system, family, economy, public policy, health care system. ... apply methods of longitudinal analyses (panel, time series, cohort, and event analysis) and discuss them from a critical angle. ... understand and evaluate relevant sociological, economic and historical data sources of longitudinal research. ... understand and evaluate methodological problems related to the comparability of these data as far as the longitudinal perspective is concerned. ... analyse historical case examples. 		
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	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. Michael Wagner, Sociology		

Module	Social Structure		
Number	12009	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (Winter term 11/12)		
Language	The seminar can be held in German or in English (see KLIPS).		
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> <ul style="list-style-type: none"> - models and findings of the sociology of population, - theories, models and empirical findings regarding the horizontal and vertical differentiation of societies, - main features of the analysis of institutions and organisations, - theories and methods of network analysis as well as pioneering results of empirical research, - models and empirical findings of lifestyle research. <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	Univ.-Prof. Dr. Michael Wagner, Sociology		

Module			
Number	28010	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	The theoretical part in every second term. The practical part in 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	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	1) Theoretical part with Lecture and exercise (Summer term) and 2) Practical part with Lecture and exercise (Summer term/Winter term)		
Language	The courses will be held in German.		
Learning Objectives	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 parts make up the module. The practical part is carried out by practitioners on a regular basis (in every term).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, General Business Administration, Supply Chain Management and Production		

Module	Special Methods of Analysis I		
Number	13012	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term
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	Written exam lasting 60 min and other requirements (exercises). The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models		
Courses	Lecture and exercise (Winter term 2011/12)		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students explain the test-theoretical preconditions and statistical assumptions underlying the models. ... elaborate special methods of analysis from the area of multivariate statistics. ... Choose adequate methods for specific problems ... convert sociological issues into statistical models and interpret their results in the context of the particular question.		
Contents	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) <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Heiner Meulemann, Univ.-Prof. Dr. Michael Wagner, Sociology		

Module	Special Methods of Analysis II		
Number	13013	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term
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	Written exam lasting 60 min and other requirements (exercises). The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models		
Courses	Lecture and exercise (Winter term 2010/11)		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	Students reproduce and define the test-theoretical preconditions and statistical assumptions underlying the models. ... use special methods of analysis and can make use of them. ... convert sociological issues into formal models and interpret their results in the context of the particular question.		
Contents	The module consist of selected formal methods of analysis and statistical models, as for example: <ul style="list-style-type: none"> • 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	Univ.-Prof. Dr. Heiner Meulemann, Univ.-Prof. Dr. Michael Wagner, Sociology		

Module	Special Methods of Collecting Data		
Number	13011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every third term
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	Written exam lasting 60 min and other requirements (exercises). The participation in the module has been successful, if students pass the written exam and exercises. The mark of the module results from the mark obtained in the written exam.		
Prerequisites for Admission	Linear Models		
Courses	Lecture and exercise (Winter term 2011/12)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... have basic knowledge about common methods of sampling. ... 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). ... 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. ... explain in how far it is possible to combine different methods of collecting data. 		
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	Univ.-Prof. Dr. Hans-Jürgen Andreß, Sociology		

Module	Special Topics in Statistics I & II		
Number	44009 / 44011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	60 h	Independent Studies	120 h
Qualifications	Advanced skills in selected statistical methods and their applications		
Module is allocated to	Minor Statistics and Econometrics Major Economics - Econometrics, Statistics and und Mathematics		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min or combination of written exam 60 min. (60%) and exercises/tests/projects (40% of final grade)		
Prerequisites for Admission	Having passed at least one course in "Advanced Statistics" ("Stochastic models" or "Statistical Inference")		
Courses	Lecture and exercises		
Language	The courses can be held in German or English (see KLIPS).		
Learning Objectives	Students... ... recognises selected statistical methods and transfer it to exemplary applications		
Contents	<ul style="list-style-type: none"> • Recent statistical methodology • Applications in the economic and social sciences • e. g. state space models and Kalman filters 		
Information about Teaching and Learning Methods			
Additional Information	The courses will be held every week during the lecture period. Literature will be recommended during lectures.		
Responsible Faculty Member	Univ.-Prof. Dr. Karl Mosler, Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Specific Economic Policy		
Number	15040	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (SS)
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 – Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Oral exam lasting 20 min (or written exam lasting 60 min if there are too many course members)		
Prerequisites for Admission	At least 6 CP from the area of Microeconomics		
Courses	Lecture and exercise “Economic policy consulting”		
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 		
Information about Teaching and Learning Methods	High demands on students’ own active literature study and reflections.		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Dr. Steffen J. Roth, Institute for Economic Policy at University of Cologne		

Module	Statistical Analysis of Financial Market Data		
Number	44003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Analysis of univariate and multivariate financial market data (e.g. yields on shares or indexes).		
Module is allocated to	Minor Statistics and Econometrics Major Economics - Econometrics, Statistics and und Mathematics Major Finance Minor Finance Minor Asset Management Methods and Techniques		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	Knowledge in Mathematics for Economists, Probability Theory and Statistical Inference		
Courses	Lecture and exercises (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	Students recognise basic terms of statistics of financial markets. ... use descriptive and inferential techniques aiming at the description and analysis of univariate and multivariate financial market data. ... analyse statistical methods aiming at the analysis of financial time series. ... model volatilities. ... use methods aiming at the empirical analysis of the CAPM. ... analyse statistics with the programme EViews.		
Contents	<ul style="list-style-type: none"> • Rates and yields • Univariate and multivariate distribution of yields • Introduction to stochastic processes • Random walk hypothesis • Modelling of volatilities • Calculating and testing in the CAPM 		
Information about Teaching and Learning Methods	Apart from the lecture and several exercises, students have the opportunity to practise with EViews.		
Additional Information	Textbook Schmid/Trede: <i>Finanzmarktstatistik</i> , Springer Verlag The module takes place in the summer term.		
Responsible Faculty Member	Univ.-Prof. Dr. Friedrich Schmid, Economic and Social Statistics		

Module	Strategic Alliances and Networks		
Number	30003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min <i>and/or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture/ Exercise (Summer term)		
Language	The courses will be held in German.		
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	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Strategic Controlling		
Number	2002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Each winter term
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written exam (60 minutes) <i>or</i> oral exam		
Prerequisites for Admissions	None		
Courses	Lectures and tutorials		
Language	The course will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Department of Business Administration and Management Accounting		

Module	Strategic Human Resource Management		
Number	26003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min (75%) and further performance requirements (interactive discussion of case studies) (making up 25% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in 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	Univ.-Prof. Dr. Dirk Sliwka, General Business Administration, Human Resource Management		

Module	Strategic Management		
Number	30001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	If not indicated otherwise, the courses will be held in 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.		
Responsible Faculty Member	Univ.-Prof. Dr. Dr. h.c. Werner Delfmann, General Business Administration, Business Policy and Logistics		

Module	Strategic Management in Retailing		
Number	22001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Usually every second 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	Written exam lasting 60 min or oral exam Mid-term-test or block courses possible.		
Prerequisites for Admission	None		
Courses	Lecture and tutorial (Summer term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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	Univ.-Prof. Dr. Werner Reinartz, General Business Administration, Retailing and Customer Management		

Module	Strategic Management of Networks and Organizations		
Number	29206	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Management of networks and organizations with a focus on the attainment of strategic corporate goals.		
Module is allocated to	Major Corporate Development - Strategy, Organisation and Human Resources Minor Corporate Development - Strategy, Organisation and Human Resources		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lectures and classes/seminars (Winter term)		
Language	In general the courses of this module will be held in English (see KLIPS).		
Learning Objectives	Students develop an economic understanding of management of networks and organizations. ... learn methods to implement strategies in inter-organizational networks. ... apply the taught concepts to concrete case studies.		
Contents	<ul style="list-style-type: none"> • Cooperation in inter-organizational networks • Coordination in inter-organizational networks • Strategies in “networked markets” • Trust, fairness, reciprocity • Organizational structures for embedment in networks • Leadership, authority, and delegation in networks • Corporate social responsibility in networks 		
Information about Teaching and Learning Methods	Interactive discussions of case studies		
Additional Information	This module will start in the winter term 2011/2012. 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	Univ.-Prof. Dr. Bernd Irlenbusch, General Business Administration, Corporate Development and Business Ethics		

Module	Strategy and Innovation Management		
Number	25004	Workload	180 h
Credit Points	6 CP	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	Written exam/ oral exam/ presentation (weights vary in the final mark)		
Prerequisites for Admission	None		
Courses	Seminar		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... know national and international suppliers and technologies of different innovations of media, IS and telecommunication. ... analyse the economic element of this innovation against the background of existing and developing standards of specific competitive behaviours. ... develop corporate strategies and evaluate them. ... create innovative applications and determine in how far they can be successfully used in the market. 		
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	Univ.-Prof. Dr. Claudia Loebbecke, M.B.A., General Business Administration, Media and Technology Management		

Module	Supply Chain Management and Management Science I (Strategy)		
Number	27001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min (50-95%) and/or oral exam (5-50%) and case study (making up 5-50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term, 1. Term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about basic concepts for the realization of strategies in the context of Supply Chain Management. ... analyze and evaluate strategic decisions as well as design aspects in Supply Chains. ... make use of product development methods, which enable them to enhance product planning and product architecture. ... discuss how process design can be put into practice to manufacture products efficiently. ... implement a production process as a team and test their approach in competition to other implementations. ... assess the long term benefits and risks of a technology by using scenario planning. ... analyze and evaluate the daily application of the methods and concepts in real-life operations. <p>...</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, General Business Administration, Supply Chain Management and Management Science		

Module Supply Chain Management and Management Science II (Planning)			
Number	27002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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 Minor Supply Chain Management Minor Retail Management		
Examination Requirements	Written exam lasting 90 min (50-95%) and/or oral exam (5-50%) and case study (making up 5-50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term, 2. Term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyze, evaluate and optimize supply chains. ... achieve instrumental competences through application of up to date concepts, e.g. in the field of revenue management and contract design. ... apply different tools, e.g. simulation software, to solve problem settings. ... enhance their communicative competences during short presentations and group work. ... solve case studies from real world companies to deepen their systemic competences. <p>...</p>		
Contents	<ul style="list-style-type: none"> • Decisions with regard to location • In-company location planning • Heuristics of planning and improvement • Network design • Project management • Negotiations • Applications 		
Information about Teaching and Learning Methods	The module should be attended along with the module Supply Chain Management and Management Science I (Strategy).		
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Jun.-Prof. Dr. Kai Hoberg, General Business Administration, Supply Chain Management and Management Science		

Name	Supply Chain Management and Management Science III (Operations)		
Number	27003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 90 min (50-95%) and/or oral exam (5-50%) and case study (making up 5-50% of the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Summer term, 1. Term)		
Language	The courses will be held in 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> <p>...</p>		
Contents	<ul style="list-style-type: none"> • Inventory Management • Contract Design • Capacity and Revenue Management • Data Processing in Supply Chains 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Ulrich W. Thonemann, General Business Administration, Supply Chain Management and Management Science		

Module	Supply Chain Management and Production I (Structures)		
Number	28001	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in 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"> • 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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, General Business Administration, Supply Chain Management and Production		

Module	Supply Chain Management and Production II (Processes)		
Number	28002	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise (Summer term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students</p> <p>... get to know about the relationship between relevant decision variables in production and logistics and</p> <p>... are able to develop and to apply practical and theoretically sound possible solutions for concrete planning problems.</p>		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, General Business Administration, Supply Chain Management and Production		

Module	Supply Chain Management and Production III (Logistics of Materials and Inventory Management)		
Number	28003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min		
Prerequisites for Admission	It is recommended to be familiar with the contents dealt with in the lecture "Production and Logistics".		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in 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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Horst Tempelmeier, General Business Administration, Supply Chain Management and Production		

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Module	Tax Accounting Law		
Number	45007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
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 and Taxation		
Examination Requirements	Written exam lasting 120 min		
Prerequisites for Admission	None		
Courses	Lecture (Winter term)		
Language	The lecture will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... understand the principles of producing a financial balance sheet and tax balance sheet. ... discuss the interdependencies of both balances resulting from the authoritative principle. ... evaluate the changes in the accounting law because of the German Accounting Law Modernization Act (BilMoG). ... draw a comparison between national and international accounting rules. 		
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 		
Information about Teaching and Learning Methods			
Additional Information			
Responsible Faculty Member	Univ.-Prof. Dr. Joachim Henrichs, Corporate Law, Faculty of Law		

Module	Technical Computer Science		
Number	75506	Workload	240 h
Credit Points	8 CP	Recurrence Frequency	Every second term
Attendance	90 h	Independent Studies	150 h
Qualifications	Activities that require data evaluation.		
Module is allocated to	Minor Computer Science		
Examination Requirements	It will be announced whether students will have to pass an oral <i>or</i> a written exam.		
Prerequisites for Admission	Programming course		
Courses	Lecture, exercise (Summer term and Winter term)		
Language	The courses will be held in German.		
Learning Objectives	Computer-generated data and/ or data generated from empirical data collection become more complex and extensive. Advanced methods of visualisation render the evaluation of these data efficient. These methods often use new features of current graphics hardware available in most desktop computers.		
Contents	<p>The first part of the lecture expands basic knowledge about computer graphics by advanced methods and algorithms from the areas of ray tracing, radiosity and (non-photorealistic) rendering. Additionally, concepts from the domains of OpenGL, texturing and scene graphs are presented.</p> <p>The second part of the lecture expands the area of visualisation by parallel visualisation methods, the use of visualisation clusters and power walls, the optimisation of distributed software architecture as well as simulation workflow and visualisation workflow. We will discuss working methods and group conference approaches and, according to their requirements, deduce alternative software architectures.</p> <p>Students will be dealing with exercises related to computer graphics and visualisation.</p>		
Information about Teaching and Learning Methods			
Additional Information	Lecture and exercise start in the summer term and last two terms. Students will have to deal with exercises, among others with those related to programming. The written exam will focus on the contents dealt with in the lecture and during the exercise		
Responsible Faculty Member	Prof. Dr. Ulrich Lang, Computer Science		

Module	The Economic Geography of the European Union		
Number	50007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar (Summer term)		
Language	The seminar will be in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse selected regions and enterprises in Europe. ... point out regional disparities and regional learning processes. ... evaluate concepts of European regional planning and regional policy. ... apply theoretical concepts, such as some of international value-added chains and of Global Chain Governance, to empirical examples of particular cases. ... 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. ... prepare themselves for autonomous analyses in selected European regions, in multinational companies or organisations, the strategies of which impact on the spatial development. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

Module	The Political System of the EU: Strategic and Conceptual Approaches (Lecture and Exercise)		
Number	10015	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60h	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	Written exam lasting 60 min		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... capture, reading intensely, the essential landmarks of the process of integration. ... allocate the current development of the European system to a theoretical, strategic and conceptual background. ... analyse the basic tendencies of the development of the political system of the European Union. ... discuss current and relevant academic debates about the deepening and expansion of the European system. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Wolfgang Wessels, Political Science; Contact: Katharina Eckert M.A., Political Science		

Module	The Psychology of Strategic Interactions, Negotiations and Selling		
Number	52011	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min <i>or</i> paper (50%) and presentation (making up 50% of the final mark)		
Prerequisites for Admission	Basic knowledge in economic and social psychology		
Courses	Seminar (Winter term)		
Language	The seminar will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced in class.		
Responsible Faculty Member	Univ.-Prof. Dr. Detlef Fetchenhauer, Univ.-Prof. Dr. Erik Hölzl, Economic and Social Psychology		

Module	Theories on Leadership and Motivation		
Number	29207	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	every second term
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	Written exam lasting 60 min (75%) and coursework (making up 25% in the final mark)		
Prerequisites for Admission	None		
Courses	Lecture and tutorial (Winter term)		
Language	The courses will be held in English.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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 		
Information about Teaching and Learning Methods			
Additional Information	Relevant readings will be announced in class.		
Responsible Faculty Member	Jun.-Prof. Dr. Torsten Biemann, General Business Administration, Human Resource Management		

Module	Theory and Policy of Media Economics		
Number	15039	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Students get prepared for activities where a deep theoretical understanding of processes and interrelations in media markets is necessary, e.g. in associations, in the world of media or in the field of marketing.		
Module is allocated to	Major Economics - Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	At least 6 credit points from the area of microeconomics		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse strategies for content-providers and content-users in media markets. ... evaluate models concerned with the theory of competition in order to solve problems in media companies. ... evaluate alternative market institutions with regard to strategic incentives. ... evaluate strategic challenges for media companies. ... conceive strategies in order to answer current issues in marketing. ... apply the theoretical knowledge they have acquired to concrete issues which come up in media companies. ... enhance the analytical as well as the theoretical knowledge they have about models by dealing with real issues. 		
Contents	<ul style="list-style-type: none"> • Content-providers and content-users in media markets • Strategic challenges of media companies 		
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	N.N., Economics		

Module	Theory and Policy of the Labour Market		
Number	15071	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term
Attendance	60 h	Independent Studies	120 h
Qualifications	Activities that require a basic understanding of the institutions of the labour market and of the range of tools of labour market policy, for example in associations, human resources departments and policy advice.		
Module is allocated to	Major Economics - Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 60 min		
Prerequisites for Admission	At least 6 credit points from the area of microeconomics.		
Courses	Lecture and exercise (WS)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... learn about facts and prevailing conditions of the labour market. ... analyse the institutional organisation of the labour market. ... analyse issues related to the labour market by means of models of institutional economics. ... discuss incentive effects of the range of tools of labour market policy. ... develop problem-solving skills. ... position themselves to current issues in labour market policy. 		
Contents	<ul style="list-style-type: none"> • New institutional economics and labour market • Contract theory • Incentive effects of instruments of labour market policy • Economic analysis of labour market policy 		
Information about Teaching and Learning Methods	Lecture and exercise; discourse-oriented learning in groups		
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	N.N., Economics Lecturer: Dr. Frank C. May		

Module	Theory and Policy of Transport Economics		
Number	15072	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every term
Attendance	60 h	Independent Studies	120 h
Qualifications	Internal/ external consultancy, planning staff, departments of logistics		
Module is allocated to	Minor Transport and Logistics Major Economics - Microeconomics, Institutions and Markets Minor Institutions and Markets		
Examination Requirements	Written exam lasting 90 min or oral exams		
Prerequisites for Admission	None		
Courses	Lecture and exercise		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... discuss the system of objectives of transport economics. ... analyse competition as regulation principle of transport economics. ... determine the need for regulation of traffic operations as well as the infrastructure of transport and the theoretical concepts of regulation. ... become familiar with theories and methods of the macroeconomic optimisation of capital spending decisions in the infrastructure of transport. ... analyse financial strategies and also the need for fiscal reforms in transport economics. ... describe the macroeconomic effects of the traffic sector (economic situation, employment, growth and distribution). 		
Contents	<ul style="list-style-type: none"> • System of objectives of transport policy • Competition in transport markets as regulation principle • Public law and regulations of traffic operations • Regulation of access to the infrastructure of transport • Financial strategies, fiscal reform and pricing in the infrastructure of transport • Transport sector and macroeconomics (economic situation, employment, growth, distribution) 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Herbert Baum, Transport Economics		

Module	Theory of Action and Decision Making Theory		
Number	12013	Workload	180 h
Credit Points	6 CP	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	Presentation and paper: The participation in the module has been successful, if students give a presentation and hand in a paper meeting the requirements. The mark of the module results from the mark obtained for the paper.		
Prerequisites for Admission	Media Studies, Regional Studies China, Regional Studies Latin America, Regional Studies East Europe and Middle Europe: Linear Models Other studies: None		
Courses	Seminar (Winter term 2010/11)		
Language	The seminar can be held in German or in English (see KLIPS).		
Learning Objectives	Students are familiar with the different theories of and approaches to human behaviour when it comes to decision making. ... game theoretic models and their application to strategic situations of decision making. ... paradoxes and anomalies of behaviour when it comes to decision making. ... the according experimental designs that are used in decision research.		
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	Univ.-Prof. Dr. Karsten Hank, Sociology		

Name	Theory of Taxation and Tax Policy		
Number	14002	Working Hours	180 h
Credit Points	6 CP	At Regular Intervals	every two terms
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.		
The module is allocated to	Major Economics - Macroeconomics, Economic Policy and Public Finance Minor Economic Policy and Public Finance		
Examination Requirements	Written exam lasting 60 min <i>or</i> oral exam lasting 20 min		
Prerequisites for Admission	None		
Courses	Lecture and Exercise Sessions (Winter term)		
Language	Courses will be regularly be held in German.		
Learning Objectives	<p>Students will learn the following skills:</p> <p>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.</p> <p>Methodical: (i) an information-economic understanding of the basics of a modern theory of taxation (ii) ability to read professional journals</p>		
Content	<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 		
Information About Teaching and Learning Methods			
Additional Information	Additional information will be provided at the beginning of the term.		
Faculty	Univ.-Prof. Dr. Felix Bierbrauer, Chair for Public Economics, Center for Macroeconomic Research (CMR)		

Module	Thesis		
Number	42301	Workload	180 h
Credit Points	6 CP	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	Presentation and other requirements (draft paper, plan of analysis, proposal) The participation in the module has been successful if students give a presentation and hand in a concept paper, plan of analysis and proposal meeting the requirements. The mark of the module results from the mark obtained for the proposal.		
Prerequisites for Admission	None		
Courses	Master thesis colloquium and advanced seminar for degree candidates		
Language	The courses will be held in German.		
Learning Objectives	Students evaluate and discuss current research works. ... conceptualise sociological research works and structure the way they are put into practice. ... present research concepts in oral and written form. ... Argument about current research questions		
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	Univ.-Prof. Dr. Karsten Hank, Sociology		

Module	The Third Sector and the Idea of Cooperative Self-Help		
Number	37007	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (winter term)
Attendance	30 h	Independent Studies	150 h
Qualifications	Activities in national and international self-help organisations and in the third sector.		
Module is allocated to	Minor Self-Help Economics		
Examination Requirements	Written exam lasting 60 min or oral exam lasting 20 min (oral exam if there are no more than 15 participants)		
Prerequisites for Admission	None		
Courses	Lecture with integrated tutorial: Third sector, State, Markets, Families and Cooperative Self-Help (winter term)		
Language	German		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... gain an overview of different theoretical approaches that aim at explaining the welfare production of the third sector, state, markets and families and cooperative self-help. ... learn to assess the different levels of these theoretical approaches. ... discuss current academic questions against the background of selected qualitative and quantitative methods. ... design a research outline for a current issue related to cooperative self-help. ... have no difficulties in making use of and presenting research concepts and research results. 		
Contents	<ul style="list-style-type: none"> • Theoretical approaches to cooperative self-help • Research concepts of cooperative self-help • The way the third sector works • The third sector in comparative studies • Presentation techniques 		
Information about Teaching and Learning Methods	The tutorial focuses on reading (basic) texts and on presentation techniques; compulsory reading will be announced in time so that students can get prepared.		
Additional Information	Team giving the lecture: Prof. Dr. Frank Schulz-Nieswandt und Dr. Ursula Köstler, Department of Cooperative Studies		
Responsible Faculty Member	Univ.-Prof. Dr. Frank Schulz-Nieswandt, Department of Cooperative Studies		

Module	Topics in Advanced Financial Reporting		
Number	19303	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second term (summer term)
Attendance	60 h	Independent Studies	120 h
Qualification	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	Written or oral exam		
Prerequisites for Admissions	It is assumed that students have basic knowledge of accounting including book-keeping, accounting principles and concepts, technical terms (e.g., journal, ledger, trial balance, assets and liabilities), and financial statement preparation. Furthermore, students should have a basic knowledge of econometrics (e.g., provided by textbooks such as Wooldridge, Introductory Econometrics. A modern approach, latest edition) Recommended: Internationale Accounting		
Courses	Lecture and Exercises		
Language	The course will regularly be held in English.		
Learning Objectives	<p>Students</p> <ul style="list-style-type: none"> ... learn how to use relevant legal sources (accounting standards, interpretations) ... develop the technical skills needed to apply accounting rules and procedures on which economic events are mapped into the financial statements. ... learn how judgment and choice among different accounting methods and accounting regulation can influence the reported numbers ... apply the acquired knowledge to selected case studies and example cases. ... learn how to read and interpret accounting based empirical research papers 		
Contents	<ul style="list-style-type: none"> • Topics in IFRS and/or US-GAAP (optional local GAAP) e.g., <ul style="list-style-type: none"> ○ 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	Assistant Prof. Dr. Soenke Sievers, Accounting Area		

Module	Topics in Economic History		
Number	51004	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Irregular
Attendance	30 h	Independent Studies	150 h
Qualifications	Evaluation and classification of economic issues on the basis of historical facts and analyses; finding solutions for economic issues arising in companies or political institutions.		
Module is allocated to	Minor Economic and Social History		
Examination Requirements	Written exam lasting 90 min or paper		
Prerequisites for Admission	None		
Courses	Lecture or Seminar		
Language	The course can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... get an account of economic and social change in Europe and Germany. ... analyse the economic development of the major European economies via a comparative approach. ... discuss central aspects in the economic development of the modern world. 		
Contents	<ul style="list-style-type: none"> • Current Literature and Topics in Economic History 		
Information about Teaching and Learning Methods			
Additional Information	Required readings will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Burhop, Economic and Business History		

Module	Trends in Supply Chain Management		
Number	27004	Workload	180 h
Credit Points	6 CP	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	Major Supply Chain Management		
Examination Requirements	Written exam lasting 90 min or oral exam		
Prerequisites for Admission	None		
Courses	Lecture and discussion session		
Language	The courses can be held in German or in English (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... become familiar with current developments in Supply Chain Management. ... regard new concepts from a critical angle. ... analyse a concrete example in cooperation with a company. ... suggest possible opportunities for action for the companies involved. ... describe a current concept in Supply Chain Management. ... discuss advantages and disadvantages of several concepts. ... write a paper about their topic. ... present their results in class. 		
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 		
Information about Teaching and Learning Methods			
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, General Business Administration, Supply Chain Management and Management Science		

Modules V

Module	Value-Based Controlling		
Number	20003	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Each 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	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lectures and tutorials		
Language	The Course will be held in 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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term		
Responsible Faculty Member	Univ.-Prof. Dr. Carsten Homburg, Department of Business Administration and Management Accounting		

Module	Value-Based Management of Insurance Companies		
Number	31005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam lasting 60 min <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture: Conception and Methods of Value-Based Management of Insurance Companies and Lecture: Insurers and the Capital Markets (Winter term)		
Language	English .		
Learning Objectives	Students get to know the three steps of managing an insurance company. ... Analyse the methods of value-based management in insurance companies. ... to model cash flows of insurance companies. ... analyse the risk situation of insurance companies. ... calculate capital requirements with different methods ... allocate the capital requirements to the different lines of business. ... apply methods to evaluate life insurances and non-life insurance companies ... are familiar with the basics methods of Asset Liability Management and capital management.		
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	Univ.-Prof. Dr. Heinrich R. Schradin, General Business Administration, Risk Management and Insurance		

Module	Vocational Education and Training Systems		
Number	49201	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam		
Prerequisites for Admission	None		
Courses	Lecture and exercise (Winter term)		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... 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. ... 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. ... describe learning locations in a detailed way (schools, companies, educational establishments of independent bodies) and analyse conditions and types of their cooperation. ... apply hermeneutic methods and system comparison in order to analyse current issues in vocational educational policy. ... analyse trends in the development of European educational policy and their consequences. ... apply techniques of abstraction, context analysis and comparison of criteria in order to analyse education systems. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director, Vocational, Economics and Social Education		

Modules W

Module	Workplace based Learning and Teaching		
Number	49202	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Written exam <i>or</i> oral exam		
Prerequisites for Admission	None		
Courses	Lecture and seminar		
Language	The courses will be held in German.		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse models of demand analysis, acquisition as well as selection and qualifications of trainees and apply them to different types of human resources development. ... apply legal benchmarks of the Vocational Training Act in order to organise operational education. ... explain the points of view of employers and employees regarding vocational training and further education in organisations, taking into consideration the workers' council. ... analyse education in organisations in the context of concepts of Critical Theory. ... give reasons for different forms of induction and support of new members of staff in companies and of human resource development. ... 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. ... describe the structure and functions of exams and their organisation, take mock exams and simulate giving feedback concerning performance and exam performance. ... 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. ... make a distinction between approaches to the standardisation of professional training and of human resources development. 		
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 		
Information about Teaching and Learning Methods			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Managing director, Institut für Berufs-, Wirtschafts- und Sozialpädagogik (Vocational, Economics and Social Education)		

Module	World Economy and Regional Development		
Number	50005	Workload	180 h
Credit Points	6 CP	Recurrence Frequency	Every second 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	Presentation (30%) and paper (making up 70% of the final mark)		
Prerequisites for Admission	None		
Courses	Seminar (Summer term)		
Language	The seminar will be held in German. Additionally the course can be held in English by an foreign guest lecturer (see KLIPS).		
Learning Objectives	<p>Students ...</p> <ul style="list-style-type: none"> ... analyse selected regions and companies against the background of current theories of economic geography ("globalisation", "localisation"). ... apply theoretical concepts regarding international division of work and authorities to empirical case examples. ... analyse current area relevant structures and processes in "newly industrialising countries" and in the "Third World". ... specify regional dependencies and regional learning processes. ... evaluate concepts of regional planning and regional policy for "newly industrialising countries" and "Third World Countries". ... 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. 		
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			
Additional Information	Required reading will be announced at the beginning of the term.		
Responsible Faculty Member	Univ.-Prof. Dr. Martina Fuchs, Economic and Social Geography		

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