FACULTY OF MANAGEMENT, ECONOMICS AND SOCIAL SCI-ENCES

UNIVERSITY OF COLOGNE

VICE DEAN OF STUDIES DEPARTMENT

valid for students of the Examination Regulations 2015

(enrolment for winter semester 2020/21 at the latest)



# **MODULE CATALOGUE**

BUSINESS ADMINISTRATION: Supply Chain Management MASTER OF SCIENCE

IN ACCORDANCE WITH THE EXAMINATION REGULATIONS FOR THE SINGLE MAJOR MASTER PROGRAMME IN BUSINESS ADMINISTRATION

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# List of abbreviations

AM	Advanced module	PRES	Presentation
AS	Assignment	PRP	Project Report
С	Course	SI	Studium Integrale
CC	Compulsory course	SM	Specialisation module
СН	Contact hours (= time spent in class)	SPM	Supplementary module
СМ	Core module	SPW	Semester period per week
CS	Case study	SSt	Self-study
EC	Elective course	TP	Term paper
ECTS	Credit point (ECTS)	TPF	Time required for preparation and follow-up
OE	Oral examniation	TR	Credit points transferred from another university
PCR	Practical component report	WL	Workload
РО	Portfolio	WT	Written test
PR	Project		

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#### 1 Business Administration

The job opportunities for graduates from the M.Sc. Business Administration programme combine tasks requiring specialist expertise and responsibility for HR and budget matters in businesses. The specialist expertise is acquired through the chosen major. The management components are covered through content concerning management roles and the requirements they pose with regard to analytical thinking in dynamic contexts, method-driven, target-oriented behaviour, reliability and stress resistance in planning and reporting phases and confident intercultural communication in line with the situation at hand, including English-speaking environments. The communication skills required include those needed for situations in which employees and clients need to be involved, informed or given feedback. The specifics of each major are described in respective module catalogue.

#### 1.1 Content and objectives of the programme

Graduates gain competences on master's level of the German Qualifications Framework for Education Qualifikationsrahmen German Higher Qualifications (Deutscher Hochschulabschlüsse), which correspond to Level 7 of the German Qualification Framework (Deutsche Qualifikationsrahmen). The specific intended learning outcomes are as follows: Graduates have detailed specialist knowledge in their specified specialisations and are able to apply that knowledge in different contexts at various levels of aggregation, including cases in which solutions are sought to business administration problems affecting various areas. They are able to identify special features and differences in terminology and content and assign them to the different concepts and doctrines of the field in question whilst also hypothetically accepting different standpoints and viewing the problem from different perspectives. Graduates contribute their own standpoints to debate and thus help develop joint standpoints within a group or organisation. They actively support the principles of academic discourse, call for arguments to be backed up by methodical and systematic evidence and assess the quality of those arguments. Graduates understand businesses' role and responsibility in society and can cope with the challenges and changes in professional life in an ethically and morally appropriate manner. They are able to keep abreast of research findings, question them and integrate them into their professional context in an innovative way. They can vary solutions according to the situation at hand, taking into account dynamic effects and side effects, which they reflect on and anticipate. Graduates are able to work on new solutions or research questions in a methodically efficient way independently and in a team and to take responsibility for the results of their work and, where necessary, special responsibility for the work of the group. They indicate their own standpoint and that of the group when faced with alternative decisions and assess the alternatives based on variable criteria, i.e. social, ethical

and academic standards. They present the results of their work in a way that is understandable for the target group, using relevant and efficient media formats. They justify them to experts and clients, even where the information available to them is incomplete or unreliable. The major in Supply Chain Management (SCM) impart knowledge about theories and typical patterns of behaviour in the areas of strategy development, logistics and production management, purchasing, service management, intra-company and inter-company planning, optimisation and controlling. Graduates are able to describe and analyse economic questions. Additionally they know the meaning of enterprise value, compliance and social responsibility as well as of the interaction of intra-company functions and inter-company coordination of a supply chain. The SCM major is designed for future executives in national and international context of logistics and production planning, management consultancies and IT service providers.

#### 1.2 Requirements

To be accepted for the Master in Business Administration programme with the Supply Chain Management major, applicants must have successfully completed a bachelor programme, on which they earned at least 180 ECTS credits, or an equivalent programme. In accordance with the Regulations concerning determination of aptitude for the Business Administration programme for the major in Supply Chain Management, a programme is deemed successfully completed if the overall mark was at least 2,7 or international equivalent.

The Bachelor programme must also comply with the following subject-related criteria:

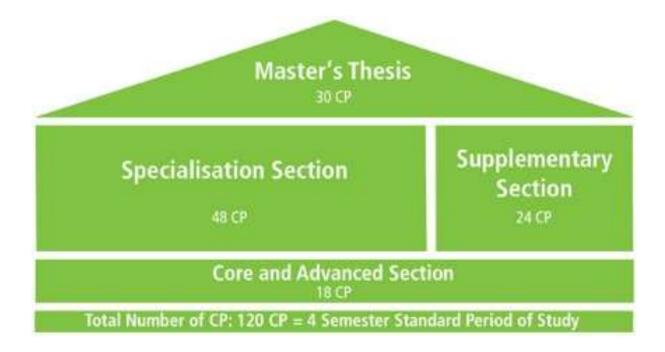
- at least 78 ECTS credits in the field of Business Administration and Economics and
  - o of which at least 48 ECTS in the field of Business Administration and
  - o of which at least 18 ECTS in the field of Economics and
- at least 15 ECTS credits in the field of Statistics and/or Mathematics (methodological expertise only, no user expertise).

Applicants must provide proof that they have an adequate knowledge of German if neither their studies towards their first higher education qualification (e.g. bachelor) nor towards their general qualification for university entrance were conducted in German. Students may commence their studies if they have passed the German language test for admission to higher education (Deutsche Sprachprüfung für den Hochschulzugang/DSH) or an equivalent test. They must prove that they have DSH-2 or DSH-3 level. Proof of English language skills to at least B2 in line with the Common European Framework of Reference for Languages must also be supplied by the deadline for application. The generally established certificates (TOEFL, IELTS, etc.) are accepted.

If the number of applicants who meet the admission requirements is higher than the number of places available on the programme, a selection process is conducted to rank the applicants. The **selection procedure** is based on the result of the applicant's bachelor degree or of a degree recognised as being equivalent and the result of a voluntary aptitude test (TM-WISO or GMAT).

#### 1.3 Programme structure

The Master in Business Administration programme comprises 120 ECTS credits, lasts four terms as the standard period of study and consists of the following subject categories: the core section (18 ECTS credits) consists of basic method modules, chosen by the student. The specialisation section (48 ECTS credits) consists of modules for the respective major and the seminar. In the supplementary section (24 ECTS credits), students can choose from among a wide range of possibilities in the fields of business administration, economics and social sciences. The last section is the master's thesis, carrying 30 ECTS credits.



#### 1.4 Study Abroad Option

The WiSo Faculty offers a broad range of study abroad options within an excellent network of prestigious partner universities worldwide. The so-called Study Abroad Programme (STAP) includes ERASMUS exchanges and provides an opportunity for a single-term stay at one of the WiSo Faculty's partner universities.

Successful STAP applicants benefit from direct contact and organisational support at the partner university and are exempt from paying tuition fees there. The range of universities available depends on the master course on which the student is enrolled – the possible options are listed in the <u>WiSo Exchange (WEX) International Outgoings Portal</u> (access through the student's UoC account only), along with detailed information on each university.

Every year, in addition to the STAP programme, the WiSo Faculty organises an exclusive short-term study option WiSo@NYC which takes place in New York City.

In addition to these options offered by the Faculty, master students can also apply for a non-WiSo exchange, offered by Dezernat 9 – Internationales (Central International Office of the University of Cologne) within the 'fakultätsübergreifende Partnerschaften' framework. Further possibilities are going abroad as a freemover (i.e. as a student who organises his or her stay abroad individually) or participating in short courses or summer schools offered under separate terms and conditions.

For all study abroad options, the <u>International Relations Center</u> (ZIB WiSo) serves as point of information and advice.

#### The Faculty's Study Abroad Programme (STAP):

Master students should plan and submit their application for a term abroad at the beginning of their master course. The STAP main selection round takes place once a year with application deadline 15 January and allows for an application either for fall term or spring term of the following academic year. Detailed information on the selection criteria and the best preparation for a STAP application can be found online in the <a href="STAP Master Application Manual">STAP Master Application Manual</a>. (As an exception, if a certain number of slots are still available for spring term, a secondary STAP selection round will be offered in May, with a limited choice of exchange opportunities):



STAP Master - main selection round (fall term and spring term)

<sup>\*</sup> Alternative offer; if no offer can be given at one of the five preferred universities and if slots at other universities are available.

\*\* End of main selection round. In case any exchange slots become available after 15 March, these slots will be made available in a secondary selection round.

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#### STAP Master - secondary selection round (for spring term only)

Please note: there is no guarantee that a secondary selection round will take place every year, nor should a wide range of exchange opportunities be expected



<sup>\*</sup> Deadline for handing in TOEFLS/IEITS results (if taken until 1 June): 15 June. \*\* Alternative offer: if no offer can be given at one of the five preferred universities and if slots at other universities are available.

#### Credit transfer options from studies abroad:

The WiSo Faculty has put a lot of emphasis on internationalisation in the design of its master courses, offering broad credit transfer options for all kinds of study abroad options. Each master course includes at least one "Studies Abroad" module, with a broad range of courses suitable for credit transfer. In addition, a single course-to-course credit transfer can be considered. For more information on credit transfer rules and regulations, please go to <u>WiSo Credit Transfer Center</u> > Information > Studies Abroad. For any questions regarding credit transfer, students can contact the <u>ZIB WiSo</u> or the <u>WiSo Credit Transfer Center</u>.

## 1.5 Sample study plan

	M.Sc. PROGRAMME IN BUSINESS ADMINSTRATION, MAJOR in Supply Chain Management						
Term	EC / CC	Module Section					
1	EC	Core module I	Core section	6			
1	EC	Core module II	Core section	6			
1	EC	Specialisation module I	Specialisation section	12			
1	EC	Specialisation module II	Specialisation section	6			
				30			
2	EC	Specialisation module III	Specialisation section	6			
2	EC	Specialisation module IV	Specialisation section	12			
2	EC	Supplementary module I	Supplementary section	12			
				30			
3	СС	Core module Management Skills*	Core section	6			
3	EC	Specialisation module V	Specialisation section	6			
3	CC	Specialisation module Seminar	Specialisation section	6			
3	EC	Supplementary module II	Supplementary section	6			
3	EC	Supplementary module III	Supplementary section	6			
				30			
4	CC	Master's thesis Business Administration	Master's thesis	30			
				30			

<sup>\*</sup>An assignment of the module is possible from the first term, there are no professional requirements. The module is offered every term.

	M.Sc. PROGRAMME IN BUSINESS ADMINSTRATION, MAJOR in Supply Chain Management (Studies Abroad included)					
Term	EC/ CC	Module	Section	ECTS		
1	EC	Core Module I	Core section	6		
1	EC	Core Module II	Core section	6		
1	EC	Specialisation Module I	Specialisation section	12		
1	EC	Specialisation Module II	Specialisation section	6		
				30		
2	CC	Core Module Management Skills*	Core section	6		
2	CC	Specialisation Module Seminar	Specialisation section	6		
2	EC	Specialisation Module III	Specialisation section	6		
2	EC	Specialisation Module IV	Specialisation section	12		
Studies	Abroa	d		30		
3	EC	Specialisation Module V	Specialisation section	6		
3	EC	Supplementary Module Studies Abroad I	Supplementary section	12		
3	EC	Supplementary Module Studies Abroad II	Supplementary section	12		
				30		
4	СС	Master's thesis Business Administration	Master's thesis	30		
				30		

<sup>\*</sup>An assignment of the module is possible from the first term, there are no professional requirements. The module is offered every term.

#### 1.6 Modules with mid-term examinations

Some modules have courses that only run for half a term and usually with twice the normal number of classes. For these modules, the term is divided into two roughly equal halves. In the fall, the mid-term usually ends at the beginning of December; in the spring, it is usually in the middle or at the end of May. Often, the examinations for these courses are held mid-term, enabling students to reduce their examination load at the end of term.

The information in the campus management system (KLIPS) regarding the dates of courses and examinations is relevant in this context.

## 2 Support for students

#### 2.1 Calculation of the overall mark

The marks for core and advanced, supplementary and specialisation categories are calculated as the weighted arithmetic mean of the marks for the respective modules, based on the weighting system described in the annexes. In the case of end-of-module examinations consisting of several components, the mark for the module is calculated as specified in the annex.

The overall mark for the degree is calculated as the weighted arithmetic mean of the marks for the subject categories and the mark for the master's thesis. On the Business Administration programme, the weighting for the contributions to the overall mark is as follows:

a) Mark for core and advanced section: 12 of 114 ECTS credits

b) Mark for specialisation section: 48 of 114 ECTS credits

c) Mark for supplementary section: 24 of 114 ECTS credits

d) Mark for master's thesis: 30 of 114 ECTS credits

#### 2.2 Rules for failed attempts

Students may retake module examinations that they have failed. The number of attempts is limited to three per module. Modules offered by faculties other than the Faculty of Management, Economics and Social Sciences ("WiSo Faculty") may be subject to different rules.

After failing an exam three times, the <u>WiSo Student Service Point (WiSSPo)</u> provides information regarding the possibility and the requirements to receiving additional resit attempts. If none of the first three examination attempts were failed due to cheating or to an offence, further two resit attempts can be granted at any point of the programme. Students who have accumulated at least 90 credit points can be granted a further additional attempt. If a student fails an examination in the two additional attempts and the extra attempt for students with 90 points or more, they are deemed to have failed the programme at the final attempt. Where a module examination consists of several components, the candidate must obtain a "bestanden" (pass) mark, or at least an "ausreichend (4,0)" (sufficient) mark, in all of the examination components. All components marked "mangelhaft (5,0)" or "nicht bestanden" (fail) must be retaken.

It is not possible to resit module examinations that have already been passed.

A failed master's thesis can be retaken once, with a new topic. Students must register for their second attempt within six months of the result of their first attempt being announced.

#### 2.3 Subject-specific advice and examination advice

The <u>Wisspo</u> provides general advice on studies, including the possibilities available and the requirements, for all programmes offered by the WiSo Faculty. Further services include the issuing of transcripts of records in German and English, ranking certificates and letters of assignment to the appropriate term of the programme and the application for advanced / higher semester. The <u>Wisspo</u> is also the first place to turn to for students with other questions and problems related to their studies. It can be contacted by phone, in person and, of course, e-mail. Please notice the opening hours and contact data on the website.

**Subject-specific advice** is provided during the designated times by the University's faculty members and associated teaching staff ("akademische Mitarbeiter/innen") involved in the teaching on the programme. The designated times are announced by means of notices in the institutes and on the departments'/institutes' websites.

Legally binding information concerning examinations and examination procedures is provided by the **WiSo Faculty Examination Offices**.

#### 2.4 Other sources of information and advice

"KLIPS 2.0" is the central campus management system of the University of Cologne. At the WiSo faculty, KLIPS 2.0 serves as a student organisation tool. Students should use it as an online course catalogue, for registration and deregistration of courses and examinations, as well as an overview of the complete study programme and calendar. Information on current dates and deadlines of the WiSo faculty, as well as video tutorials and FAQs about KLIPS can be found on the homepage of <a href="WiSo-KLIPS-Support">WiSo-KLIPS-Support</a>. If you have further questions, feel free to contact WiSo-KLIPS-Support via <a href="mailto:e-mai

International students who study at the WiSo Faculty for part of their programme can turn to the <u>International Relations Center</u> ("Zentrum für Internationale Beziehungen" or "ZIB") for help with any questions they have. Cologne University students preparing to study abroad can also contact the ZIB for support. The Center also runs a variety of summer schools, short programmes and Business English courses. The services, courses and people to contact can all be found on the website.

The Faculty's <u>Credit Transfer Centre</u> (Zentrum für die Anrechnung auswärtiger Leistungen) is responsible for recognising credits accumulated in other institutions. This applies both to credits students have gained at other higher education institutions in Germany or abroad prior to studying at the WiSo Faculty, and to (advance) transfer of credits that students plan to accumulate abroad or have already accumulated abroad as part of a WiSo Faculty programme. This system eliminates the need to make individual inquiries to depart-

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ments/institutes and examination offices. Students can find out everything they need to know about the transfer process on the website.

The <u>WiSo Career Service</u> offers advice and support, in cooperation with other partners, for students from the WiSo Faculty looking for an internship or profession that is right for them. It also helps them as they plan their career and apply for jobs. In addition, the WiSo Career Service organises seminars, presentations and special events in cooperation with employers and external and internal experts. All of the necessary information can be found on the website.

The <u>WiSo IT Service</u> runs regular courses dealing with standard software and field-specific programmes.

Students who are having difficulties with their studies or their personal lives can seek help from the **Psychosocial Counselling Service** run by the Kölner Studentenwerk. In addition to counselling, it also provides advice on writing and learning skills plus support for pregnant students and students who have children.

A further service is **Nightline** Köln, the listening and information helpline run by students for students at all of Cologne's institutions of higher education.

The WiSo student council represents the interests of all students from the WiSo faculty. In addition to advice from fellow students it also provides a variety of useful services for studying at the WiSo faculty. Any information can be found at <a href="wiso-buero@uni-koeln.de">wiso-buero@uni-koeln.de</a>.

# 3 Curriculum and module descriptions

#### 3.1 Core and advanced section

In accordance with section 29(1), No. 1 of the Examination Regulations, the examination candidate must obtain 18 ECTS credits in the core and advanced section.

Group	Module	СР	CC/ EC	Requ	ired
	CM Management Skills	6	СС	6	18
nent	CM Supply Chain Analytics I	6	EC	12	
тадеп	CM Supply Chain Analytics II	6	EC		
n Mar	CM Econometrics <sup>1</sup>				
/ Chai	AM Empirical Methods	6	EC		
(Iddns	SpM Empirical Methods and Data Analysis I	6	EC		
CM Supply Chain Analytics I  CM Supply Chain Analytics II  CM Econometrics¹  AM Empirical Methods  SpM Empirical Methods and Data Analysis I  SpM Empirical Methods and Data Analysis III  CM Selected Methods in Economics  CM Applied Econometrics (Business Administration)		6	EC		
ic Met	CM Selected Methods in Economics	6	EC		
Basi	CM Applied Econometrics (Business Administration)	6	EC		
	CM Microeconomics (Business Administration)	6	EC		

<sup>&</sup>lt;sup>1</sup> No examination registration possible, if the core module Econometrics I (1314BMEc01) has already been passed.

## 3.2 Specialisation section

In accordance with section 29(1), No. 2 of the Examination Regulations, the examination candidate must obtain 48 ECTS credits in the specialisation section.

Group	Module	СР	CC/ EC	Required
ge	SpM Supply Chain Strategy	6	EC	Min. 24
Foundation Knowledge	SpM Supply Chain Innovation	6	EC	
on Kn	SpM Selected Issues in Behavioural Supply Chain Management	6	EC	
undati	SpM Supply Chain Operations	6	EC	
For	Specialisation Module Operative Supply Chain Planning	6	EC	
lule	SpM Service Management	6	EC	Max. 18
M o	Specialisation Module Project Management	6	EC	
lective	SpM Supply Chain Business Projects		EC	
ced/E	SpM Selected Issues in Supply Chain Management		EC	
Advanced/Elective Module	Specialisation Module Selected Issues in Supply Chain Management II			
Seminars	တ္ SpM Supply Chain Seminar I		EC	Min. 6
Sem	SpM Supply Chain Seminar II	6	EC	

## 3.3 Supplementary section

In accordance with section 29(1), No. 3 of the Examination Regulations, the examination candidate must obtain 24 ECTS credits in a sub-group of the supplementary section.

Group	Module	СР	CC/EC	Required
	Specialisation Module Research in Finance (Research Track)	6	EC	24
	Specialisation module Selected Issues in Corporate Development II	6	EC	
	CM Advanced Mathematics	6	EC	
ے	CM Selected Methods in Economics	6	EC	
searc	AM Computational Methods <sup>1</sup>	6	EC	
Business Research	CM Advanced Microeconomics I	6	EC	
usine	CM Advanced Microeconomics II	6	EC	
"	CM Advanced Macroeconomics I		EC	
	CM Advanced Macroeconomics II	6	EC	
	CM Advanced Econometrics I	6	EC	
	CM Advanced Econometrics II	6	EC	
	SpM Controlling I	6	EC	24
	SpM Controlling II	6	EC	
Controlling	SpM Advanced Accounting		EC	
	SpM Selected Issues in Accounting & Taxation I	6	EC	
	SpM Selected Issues in Accounting & Taxation II	6	EC	
	Specialisation module Finance 7	6	EC	

ф	SpM Business Ethics	6	EC	24
oorate Dev	SpM Strategic Development	6	EC	
Corporate Deve- lopment <sup>1</sup>	SpM Strategic Human Resource Management			
၂ ပိ	SpM Strategic Management	6	EC	
	CM Microeconomics (Business Administration)	6	EC	24
vior	SpM Market Design and Behaviour II	6	EC	
Beha	SpM Market Design and Behaviour IV	6	EC	
Design & Behavior	Specialisation Module Behavioral Economics	6	EC	
Des	CM Selected Methods in Economics	6	EC	
	SpM Market Design and Mechanism Design	6	EC	
SS	Specialisation Module Seminar in Energy, Resource and Environmental Economics	6	EC	24
Energy Economics	SuM Energy and Climate Change I	6	EC	
gy Eco	SuM Energy and Climate Change III	6	EC	
Energ	SuM Energy and Climate Change IV		EC	
	Specialisation Module Competition Policy	6	EC	
	Specialisation Module Financial Theory	12	EC	24
	Specialisation Module Financial Institutions Management	12	EC	
	Specialisation Module Finance 2	6	EC	
nce	Specialisation Module Finance 5	6	EC	
Finance	Specialisation Module Finance 7	6	EC	
	Specialisation Module Finance 8	6	EC	
	Specialisation Module Value-Based Management in Insurance	6	EC	
	Specialisation Module Selected Issues in Finance I (6 LP)	6	EC	

	CM Microeconomics (Business Administration)	6	EC	24
Itions	Specialisation module Competition Policy	6	EC	
Markets & Institutions	SpM Media Economics	6	EC	
ets &	CM Health Economics III	6	EC	
Mark	SpM Market Design and Behaviour III	6	EC	
	SpM Market Design and Mechanism Design	6	EC	
	SpM Marketing in Specific Contexts I	6	EC	24
	SpM Marketing in Specific Contexts II		EC	
βL	SpM Marketing in Specific Contexts III  SpM Brand Management  SpM Selected Issues in Marketing  SpM Marketing Performance Management		EC	
arketii			EC	
Ž			EC	
			EC	
	SpM Customer Management	6	EC	
Studies	Studies Abroad I (Master)	12	CC	24
Stuc	Studies Abroad II (Master)	12	CC	

<sup>&</sup>lt;sup>1</sup> No examination registration possible, if the core module Methods (1289BMMe00) has already been passed.

#### 3.4 Extracurricular course programme

In addition to their regular studies Master's students have the opportunity to take part in extra-curricular courses, in which both academic and vocational skills are taught. Thus it can have an academic and a professional orientation, which serve the development of professional competences. The extracurricular course programme intends to promote and impart competences that go beyond specialist knowledge or concern basic scientific or personal attitudes: scientific curiosity, systematic and analytical thinking, dealing with complexity, solution-orientation and other skills, e.g. the ability to work in a team and foreign language skills. The extracurricular course programme is offered jointly by the faculties and the Professional Centre of the University of Cologne and enables students to pursue their own additional interests, to gain insights into other subjects and faculties, to attend events of social importance, to acquire professionally relevant skills and to attend language courses. In addition, students are offered learning and study aids as part of the extracurricular programme, e.g. for scientific work or literature research. Extracurricular courses are not credited, but the participation is noted on the transcript of records.

#### 3.5 Master's thesis

The master's thesis, which carries 30 ECTS credits, is written towards the end of the programme. It is intended to show that the student is capable of conducting academic work on and reflecting on a specific problem related to the subject matter covered on the programme, using the necessary methods and within a specified period. The topic of the master's thesis on the Business Administration programme must come from the specialisation section or from the subject group taken by the candidate in the supplementary section. If the topic relates to the supplementary section, the candidate must already have accumulated 18 ECTS credits in said supplementary section.

Group master's theses are also permitted provided a clear distinction between and assessment of each candidate's contribution is possible. Objective criteria that make a clear distinction possible, such as sections, page numbers or topics, are used to indicate which student made which contribution. The total workload required of each group member must exceed the requirements for individual masters' theses to an appropriate extent. The difficulty and content of a group thesis must meet the same requirements as for theses undertaken individually and independently. The contribution made by each individual must meet the requirements for masters' theses.

To register to do their master's thesis, students must have accumulated a minimum of 60 ECTS credits. They may take no longer than six months to write the thesis. Further, more detailed information on master's theses can be found in the **Examination Regulations**.

## 3.6 Module Descriptions

## 3.6.1 Core and Advanced Section Supply Chain Management

Core Mo	dule Manager	ment Skills	,			
Module Co 1011BMMS		<b>Workload</b> 180h	ECTS Credits	Module Language German and English	Module Availability every term	<b>Duration</b> 1 Term
1	Courses Contact Self- Hours Studies Course Lang			Course Language		
2	<ul> <li>Module Content</li> <li>Models of leadership, communication, presentation, planning, analysis and reflection</li> <li>Rules and techniques for and phases of leadership, communication, presentation, planning, analysis or reflection</li> <li>Requirements, influencing factors and make-or-break criteria concerning the social and methodical aspects of management tasks</li> <li>Disriptive factors and difficulties in the performance of management tasks.</li> <li>Typical management task situations</li> </ul>				tation, planning, anal-	
3	Learning Objectives Students analyse the social and methodical aspects of management tasks in companies for specific situations can distinguish between and analyse the various management task functions in the areas of lea ership, communication, presentation, planning, analysis and reflection define the necessary analytical and organisational tasks within one area of management analyse the requirements for typical management skills from the perspective of one area of management compare suitable approaches and theories based on situational requirements select suitable methods and practise managing the situation using those methods reflect on and assess their own actions and those of others and identify development potential identify any additional requirements and suggest ways of enhancing specific methods.				management. e of one area of man- ets. ethods. elopment potential.	
4	Teaching and L	earning Meth	ods			
5	Module Entry R	-				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP					
7	Prerequisites for Awarding of Credit Points Passing the combined examination.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation  Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development  Master of Science Business Administration - Finance:					

	Core and Advanced Section Finance Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management
9	Module Manager AD Dr. Johannes Antweiler
10	Miscellaneous A range of seminars are offered, each focusing on different aspects of management skills.

CM Suppl	CM Supply Chain Analytics I					
Module Code 1271MBSCA1				Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Predictive Analy	tics		Contact Hours 45h	Self- Studies 135h	Course Language English
2	Module Conten • Introduction D • Introduction P • Methods of De	ata Analysis/Darogramming wi	th Python			
3	Learning Objectives Students understand advanced, specialized theories / methods in the area of data science collect and analyse data material for selected scientific questions using quantitative / qualitative methods communicate continuously and purposefully in diverse teams solve team-internal conflicts and target divergences independently justify and defend (independently developed) positions or problem solutions present scientific results in a way that is appropriate for the target audience develop work processes for real problems and challenges. use techniques of scientific work and good scientific practice.				ntitative / qualitative s.	
4	Teaching and Learning Methods lecture practice					
5	Module Entry R	Requirements				
6	Mode of End-O Written test: PO		mination			
7	Prerequisites for Awarding of Credit Points Passing the module examination					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Core and Advanced Section Supply Chain Management  Master of Science International Management:  Supplementary Section International Management					
9	Prof. Dr. Nicolas	Module Manager Prof. Dr. Nicolas Fugger Area Supply Chain Management				
10	Miscellaneous					

						· ·	
CM Supp	ly Chain Ana	lytics II					
Module Code 1271MBSCA				<b>Module Language</b> English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses Prescriptive Ana	alytics		Contact Hours 45h	Self- Studies 135h	Course Language English	
2	Introduction A     Introduction O	Module Content  Introduction Analytical Modelling Introduction Optimisation Solving Optimisation Case Studies in Python					
3	Students understand ac collect and ar methods communicate solve team-in justify and de present scien develop work	understand advanced, specialized theories / methods in the area of data science / optimisation collect and analyse data material for selected scientific questions using quantitative / qualitative					
4	Teaching and L lecture practice						
5	Module Entry R	Requirements					
6		Mode of End-Of-Module Examination Written test: PO					
7	Prerequisites for	or Awarding o	f Credit Points				
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Core and Advanced Section Supply Chain Management  Master of Science International Management:  Supplementary Section International Management						
9	Module Manage	er					
10	Miscellaneous						

CM Econometrics						
Module Co 1314MBEC		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses Econometrics			Contact Hours 60h	Self- Studies 120h	Course Language English
2		sion model s (LS) method and instrument lihood (ML) mo ited depender			GLS) method	
3	analyse curre collect and ar methods.	dvanced, spec ent questions a nalyse data ma	_	scientific ques		ntitative / qualitative s.
4	Teaching and I lecture practice					
5	Module Entry F	-				
6	Mode of End-O Written test: WT		mination			
7	Prerequisites f		of Credit Points			
8	Core a Master of Scient Core a Master of Arts F Econor Master of Scient Supple Master of Arts F Supple Master of Scient Core a Supple Master of Scient	ce Business A nd Advanced S ce Economics nd Advanced S Regionalstudier mics Master Re ce Sociology a mentary Section ce Business A nd Advanced S mentary Section ce Business A nd Advanced S mentary Section	dministration - Su Section Supply Ch Section Economic of China - Volkswire egional Studies Cound Social Resear on Sociology and shaft: on Political Science dministration - Fin Section Finance on Finance Systems:	s tschaftslehre: hina ch: Social Researd ee	ent	
			on Information Syd dministration - Ma			

	Supplementary Section Marketing Master of Science Business Administration - Corporate Development:
	Supplementary Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Supplementary Section Accounting and Taxation
	Master of Science Business Administration - Marketing:
	Core and Advanced Section Marketing
	Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:
	Economics Master Regional Studies Eastern Europe
	Master of Science Business Administration - Corporate Development:
	Core and Advanced Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Core and Advanced Section Accounting and Taxation
	Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre:
	Economics Master Regional Studies Latin America
9	Module Manager
	UnivProf. Dr. Roman Liesenfeld
10	Miscellaneous

AM Emp	oirical Method	S					
Module Co 1314MAEM		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Empirical Metho	Courses Empirical Methods			Self- Studies 135h	Course Language English	
2	Module Conter Principles of r Parametric an Causal Inferer Specialized ed Machine learr Classification	nodern data and nonparametence conometric too	ric statistical infer	ence			
3	analyse curre collect and ar methods. discuss scien cialists.	dvanced, specent questions analyse data ma	aterial for selected	scientific ques	priate to the situ	nntitative / qualitative uation with (non-) spe	
4	Teaching and I	Teaching and Learning Methods					
5	Module Entry F	-					
6		Mode of End-Of-Module Examination Written test: WT (90)					
7	Prerequisites f		of Credit Points				
8	Core a Master of Scient Specia Supple Master of Arts F Econor Master of Scient Supple Master of Arts F Supple Master of Scient Core a	ce Business And Advanced Sce Economics lization Section mentary Section Master Rose Sociology as mentary Section Politikwissensomentary Sectice Business A	dministration - Su Section Supply Ch : n Economics on n China - Volkswin egional Studies C and Social Resear on Sociology and haft: on Political Science dministration - Fir Section Finance	tschaftslehre: hina ch: Social Researd	ent		
	Supple Master of Scien	-					

	Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Business Administration - Marketing:     Core and Advanced Section Marketing  Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:     Economics Master Regional Studies Eastern Europe  Master of Science Business Administration - Corporate Development:     Core and Advanced Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Core and Advanced Section Accounting and Taxation  Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre:
	Economics Master Regional Studies Latin America
9	Module Manager UnivProf. Dr. Jörg Breitung
10	Miscellaneous

<b>Module Code</b> 1314MSEMD1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	1 '	Courses a) Statistical Inference b) Topics in Econometrics and Statistics I			Self- Studies a) 135h b) 135h	Course Language a) English b) English
2		of probability that nt estimation a othesis testing	neory nd estimation tecl g and selected tes	. , .	naximum likeliho	od)
3	Students	Learning Objectives Students understand advanced, specialised theories / methods.				
4	Teaching and I lecture practice					
5		Module Entry Requirements Recommendation: solid basic knowledge of probability theory				
6	<b>I</b>	Mode of End-Of-Module Examination Written test: WT (90)				
7	-	ten examinatio		A course is to l	be attended; the	written examination
8	Core a Master of Scient Specia Supple Master of Arts F Supple Master of Scient Core a Supple Master of Scient Supple	ce Business And Advanced see Economics lization Section mentary Section Section Business And Advanced see Business Amentary Section Business Amentar	dministration - Su Section Supply Ch : n Economics on haft: on Political Science dministration - Fir Section Finance on Finance on Finance on Information Sy dministration - Ma on Marketing dministration - Co on Corporate Dev	ce nance: stems urketing:	pment:	

	Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation
9	Module Manager UnivProf. Dr. Dominik Wied
10	Miscellaneous

<b>flodule Co</b> 314MSEM		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum-	<b>Duration</b> 1 Term
1	b) Stochastic Mo	Courses a) Time Series Econometrics b) Stochastic Models and Processes c) Topics in Econometrics and Statistics III			Self- Studies a) 135h b) 135h c) 135h	Course Language a) English b) English c) English
2	Module Content a)Time Series Econometrics: • ARMA Models • State-Space Models • Models for Non-Stationary Time Series • Multivariate Time Series Models • Non-Stationarity in Multivariate Time Series  b) Stochastic Models and Processes: • Deepening topics in statistical inference • bootstrap • nonparametric density estimation • nonparametric tests (e.g. for independence) • Brownian motions • Poisson processes • Markov processes					
3	analyse curre	dvanced, spec nt questions a	-		itions using qua	antitative / qualitative
4	Teaching and L lecture practice					
5	Module Entry R		knowledge of pro	bability theory		
6	Mode of End-O Written test: WT		mination			
7	Passing the writ	Prerequisites for Awarding of Credit Points  Passing the written examination of one course. A course is to be attended; the written examination relates to the content of one course.				
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Core and Advanced Section Supply Chain Management					

	Master of Science Economics:
	Specialization Section Economics
	Supplementary Section
	Master of Arts Politikwissenschaft:
	Supplementary Section Political Science
	Master of Science Business Administration - Finance:
	Core and Advanced Section Finance
	Supplementary Section Finance
	Master of Science Information Systems:
	Supplementary Section Information Systems
	Master of Science Business Administration - Marketing:
	Supplementary Section Marketing
	Master of Science Business Administration - Corporate Development:
	Supplementary Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Supplementary Section Accounting and Taxation
	Master of Science Business Administration - Marketing:
	Core and Advanced Section Marketing
	Master of Science Economic Research:
	Specialization Section Economic Research
	Supplementary Section Economic Research
	Master of Science Business Administration - Corporate Development:
	Core and Advanced Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Core and Advanced Section Accounting and Taxation
9	Module Manager
	UnivProf. Dr. Dominik Wied
10	Miscellaneous

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Module Co 1289MBEX	· · ·	<b>Workload</b> 180h	6	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term
1	Courses Experimental Me	ethods		Contact Hours 60h	Self- Studies 120h	Course Language English
2	Module Conten • Experimental • Experimental • Analysing exp	Methods in ec designs				
3	analyse curre assess and d analyse data present scien critically evalu	dvanced, spec nt questions a iscuss findings for selected so tific results in a uate current so	cialized theories / Ind challenges in the sand research rescientific questions a way that is approprial developments work and good so	he area of Mic sults of speciali using quantita opriate for the s and develop	roeconomics. zed methods. tive methods. target audience alternative solu	
4	Teaching and Lecture practice					
5	Module Entry R	•	evel Microeconom	iics, Macroeco	nomics, Mather	matics
6	Mode of End-O Written test: WT		mination			
7	Prerequisites for Passing the modern	_	of Credit Points			
8	Core at Supple Master of Scient Supple Master of Arts P Supple	ce Business And Advanced Smentary Sections Information Mentary Sections Business Amentary Sections Informations Information Info	dministration - Su Section Supply Ch on Supply Chain I dministration - Fir on Finance Systems: on Information Sy dministration - Ma on Marketing dministration - Co on Corporate Dev dministration - Ac on Accounting and haft: on Political Science	lain Management Management Management Mance:  stems rketing:  rporate Develo elopment counting and T d Taxation	ppment:	
	Master of Scien	ce Sociology a	and Social Resear on Sociology and	ch:	ch	

	Master of Science Business Administration - Finance:
9	Module Manager UnivProf. Michael Krause, Ph.D.
10	Miscellaneous

CM Applied Econometrics (Business Administration)						
Module Code 1289MBAEC1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses Applied Econom	Applied Econometrics (Master Business Ad-			Self- Studies 120h	Course Language English
2	Module Content  Statistical Foundations and Testing  Experiments and RCTs  Regression (OLS, dummy variables, omitted variable bias, nonlinear models, binary dependent variables)  Instrumental Variables  Regression Discontinuity  Panel data (Fixed effects, differences-in-differences)					
3	Learning Objectives Students understand advanced, specialized theories / methods in the area of labour markets assess and discuss findings and research results of specialized theories / methods collect and analyse data material for selected scientific questions using quantitative / qualitative methods justify and defend (independently developed) positions or problem solutions discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialists develop work processes for real problems and challenges use techniques of scientific work and good scientific practice.					
4	Teaching and Learning Methods lecture practice					
5	Module Entry Requirements Recommendation: Knowledge of basic econometrics and statistics, basic knowledge of R					
6	Mode of End-Of-Module Examination Written test: WT (60)					
7	Prerequisites for Awarding of Credit Points Passing the module examination					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:					

9	)	Module Manager UnivProf. Dr. Pia Pinger
10	0	Miscellaneous

		Г	1	I	T	T	
Module Code 1289MBMBA1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses Microeconomics	s: Game Theol	ту	Contact Hours 60h	Self- Studies 120h	Course Language English	
2	Module Conten  Non-cooperati  Normal form of Extensive form  Finitely and in Cooperative C	ive Game The pames on games, with finitely repeated ame Theory y-value, bargai pame theory theory, voting	complete and inc ed games ining problem	omplete inform	ation		
3	Learning Objectives Students understand advanced, specialized theories / methods in the area of Game Theory assess and discuss findings and research results of specialized methods analyse data for selected scientific questions using quantitative methods communicate continuously and purposefully in diverse teams critically evaluate current social developments and develop alternative solutions use techniques of scientific work and good scientific practice.						
4	Teaching and Lecture practice						
5	Module Entry F	-	evel Microeconom	ics, Macroeco	nomics, Mather	natics	
6	Mode of End-O Written test: WT		mination				
7	Prerequisites for Passing the mod	_	of Credit Points				
8	Core at Supple Master of Arts P Supple Master of Scient Supple Master of Scient Supple Master of Scient Supple Master of Scient	ce Business A nd Advanced S mentary Secti colitikwissenso mentary Secti ce Business A mentary Secti ce Information mentary Secti ce Business A mentary Secti	dministration - Su Section Supply Ch on Supply Chain I haft: on Political Sciend dministration - Fir on Finance	iain Management  danagement  e ance:  stems rporate Develo	ent		

	Economics Master Regional Studies China Master of Science Sociology and Social Research:
	Supplementary Section Sociology and Social Research
	Master of Science International Management:
	Supplementary Section International Management
	Master of Science Business Administration - Finance:
	Core and Advanced Section Finance
	Master of Science Business Administration - Marketing:
	Core and Advanced Section Marketing
	Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:
	Economics Master Regional Studies Eastern Europe  Master of Science Rusiness Administration Corporate Development:
	Master of Science Business Administration - Corporate Development:  Core and Advanced Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Core and Advanced Section Accounting and Taxation
	Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre:
	Economics Master Regional Studies Latin America
9	Module Manager UnivProf. Dr.' Bettina Rockenbach
10	Miscellaneous

# 3.6.2 Specialisation Section Supply Chain Management

SpM Su	pply Chain Stı	rategy				
Module Code 1271MSSSY1		Workload 180h ECTS Credits 6		Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses Supply Chain St	trategy	•	Contact Hours 45h	Self- Studies 135h	Course Language English
2	Module Content Strategy Form Product devel Process Desig Process Simu Applications	nation opment gn				
3	Learning Objectives Students understand advanced, specialized theories / methods for formulation and implementation of egies in the context of supply chain and operations management analyse current questions and challenges in supply chains assess and discuss findings and research results of specialized theories / methods communicate continuously and purposefully in diverse teams justify and defend (independently developed) positions or problem solutions act responsibly considering ecological, social and ethical criteria critically evaluate current social developments and develop alternative solutions.					
4	Teaching and L lecture practice	earning Meth	ods			
5	Module Entry R	Requirements				
6	Mode of End-O Written test: PO		mination			
7	Prerequisites for Passing the mod	_	of Credit Points			
8	Special Master of Science Supple	ce Business A lization Section ce Information mentary Section ce Business A mentary Section ce Business A mentary Section	dministration - Su n Supply Chain M Systems: on Information Sy dministration - Ma	anagement stems irketing: rporate Develo elopment counting and T d Taxation	opment: axation:	

	Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Fabian Sting Area Supply Chain Management
10	Miscellaneous

Module Coo 1271MSSIN 1		<b>Workload</b> 180h	ECTS Credits	Module	Module	LUURATION		
1			6	Language English	Availability every 2nd term - winter term	Duration 1 Term		
	Courses Supply Chain In	novation		Contact Hours 45h	Self- Studies 135h	Course Language English		
2	<ul> <li>Innovation Str</li> <li>Innovation Ma</li> <li>Supply Chain</li> <li>Collaborative Str</li> <li>Applications or</li> </ul>	Module Content Innovation Strategy in Supply Chains Innovation Management in Supply Chains Supply Chain Innovation Processes: Idea Generation, Idea Selection, Idea Implementation Collaborative Supply Chain Innovation Applications of Supply Chain Innovation Strategy Current Technological Changes and Effective Supply Chain Strategies						
3	Learning Objectives Students understand advanced, specialized theories / methods supply chain innovation management analyse current questions and challenges supply chain innovation management assess and discuss findings and research results of specialized theories / methods communicate continuously and purposefully in diverse teams justify and defend (independently developed) positions or problem solutions act responsibly considering ecological, social and ethical criteria critically evaluate current social developments and develop alternative solutions.							
4	Teaching and L lecture practice							
5	Module Entry R	Requirements						
6	Mode of End-O Written test: PO	f-Module Exa	mination					
7	-	Prerequisites for Awarding of Credit Points Passing the module examination						
8	Special Master of Science Supplet Master of Science Supplet Master of Educa Supplet Master of Science Supplet Master of Science Supplet Master of Science Supplet	ce Business Adization Section Section Section Section Section Section Section Section Wirtschaft Mentary Section Secti	dministration - Sun Supply Chain Management: In Management: In International Matspädagogik/Lehration Business Education Systems: In Information Systeministration - Ma	anagement anagement amt an Berufsk ation stems irketing:	ollegs:			

	Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Fabian Sting Area Supply Chain Management
10	Miscellaneous

Module Code 1271MSIBS1		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Behavioural Sup	oply Chain Ma	nagement	Contact Hours 45h	Self- Studies 135h	Course Language English		
2	Behavioural D     Behavioural M	Module Content  • Behavioural Decision Making  • Behavioural Management  • Decision Heuristics						
3	Students understand a assess and d collect and ar methods prepare indep communicate justify and de present scien	understand advanced, specialized theories / methods in Behavioural Operations Management assess and discuss findings and research results of specialized theories / methods collect and analyse data material for selected scientific questions using quantitative / qualitative						
4	Teaching and I lecture practice	_earning MetI	nods					
5	Module Entry F			hain Analytics	I and II should	have been completed		
6	Mode of End-O Written test: PO		ımination					
7	Prerequisites f	_	of Credit Points ion					
8	Specia Master of Scient Supple Master of Scient Supple Master of Educa Supple Master of Scient Supple Master of Scient	ce Business A lization Section Ce Economics mentary Section Wirtschaften Wirtschaften Hormation mentary Section Ecc Information mentary Section Business Amentary Section Business Amentary Section Mentary Me	dministration - Sun Supply Chain M : on al Management: on International M ftspädagogik/Lehr on Business Educ on Systems: on Information Sydeministration - Macon Marketing	anagement anagement amt an Berufsk ation stems irketing:	kollegs:			

	Supplementary Section Accounting and Taxation  Master of Arts Regionalstudien China - Betriebswirtschaftslehre:  Business Administration Master Regional Studies China
9	Module Manager Prof. Dr. Nicolas Fugger Area Supply Chain Management
10	Miscellaneous

•	pply Chain Op			1		T		
Module Code 1271MSSOP1		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term		
1	Courses Supply Chain O	perations		Contact Hours 45h	Self- Studies 135h	Course Language English		
2	<ul><li>Inventory Mar</li><li>Contract Desi</li><li>Capacity and</li></ul>	Module Content Inventory Management Contract Design Capacity and Revenue Management Supply Chain Management						
3	Students understand a analyse curre communicate discuss scien cialists present scien act responsib	understand advanced, specialized theories / methods to control supply chains analyse current questions and challenges in supply chain management communicate continuously and purposefully in diverse teams discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialized.						
4	Teaching and I lecture practice	_earning Meth	nods					
5	Module Entry F		pply Chain Analy	tics I should ha	ve been compl	eted.		
6	Mode of End-O Written test: PO		mination					
7	Prerequisites f	_	of Credit Points on					
8	Specia Master of Scien Supple Master of Scien Supple Master of Educa Supple Master of Scien Supple Master of Scien Supple Master of Scien Supple Master of Scien	ce Business A lization Section ce Economics mentary Section Wirtschaft mentary Section Wirtschaft mentary Section Mind Mind Section Mind Mind Mind Mind Mind Mind Mind Min	dministration - Sun Supply Chain Management: on International Matspädagogik/Lehron Business Educing Systems: on Information - Matspädagogik/Lehron Business Educing Marketing dministration - Co	anagement anagement amt an Berufsk ation stems urketing:	collegs:			
	Supple	mentary Section	on Corporate Dev dministration - Ac	elopment				

	Supplementary Section Accounting and Taxation  Master of Arts Regionalstudien China - Betriebswirtschaftslehre:  Business Administration Master Regional Studies China
9	Module Manager Area Supply Chain Management UnivProf. Dr. Ulrich W. Thonemann
10	Miscellaneous

Special	isation Module	Operativ	e Supply Ch	ain Plannin	ıg		
Module Code 1271OSCP01		<b>Workload</b> 180h	6 <b>L</b> a	Module Language German and English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses Production Man	agement		Contact Hours 45h	Self- Studies 135h	Course Language German	
2	Module Content Supply Chain Demand Plant Program Plant Lotsizing and Inventory Man	Design ning ning Scheduling					
3	Learning Objectives Students acquire knowledge about the problems that occur in production planning and supply cha agement and methods for solving them learn about the relationships between the relevant decision variables and are able to develop, implement and evaluate proposals for practical solutions to specific problems, based on solid theoretical foundations work cooperatively in teams, discuss and present Supply Chain Management topics, recognize the consequences of decision-making, learn to act in a responsible as well as sustainable way and organize autonomously their learning and working processes.						
4	Teaching and L lecture practice						
5	Module Entry R	Requirements					
6	Mode of End-O Written test: WT		mination				
7	Prerequisites for Passing the write	_	of Credit Points				
8	Special Master of Science MA Buster of Science Supple Master of Science MA Buster of Science Core at Master of Education	ce Business A lization Section Ce Mathematik siness and Ecoe Economics mentary Sections Wirtschafts siness and Ecoe Internationand Advanced Station Wirtschaft	dministration - Su n Supply Chain M c: onomics Sciences : on mathematik: onomics Sciences	anagement  Mathematics  Mathematics  Mathematics  nal Managemer  amt an Berufsk	nt		

	I
	Master of Science Information Systems:
	Supplementary Section Information Systems
	Master of Science Business Administration - Marketing:
	Supplementary Section Marketing
	Master of Science Business Administration - Corporate Development:
	Supplementary Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Supplementary Section Accounting and Taxation
	Master of Science Geographie:
	Business Administration Master Geography
	Master of Arts Regionalstudien China - Betriebswirtschaftslehre:
	Business Administration Master Regional Studies China
9	Module Manager
"	AD Dr. Johannes Antweiler
	UnivProf. Dr. Horst Tempelmeier
10	Miscellaneous
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	Guided and structured self-study in working groups with active presentation of results. Registration
	in ILIAS is required. Mandatory reading will be announced in ILIAS.

SpM Se	rvice Manager	nent					
Module Co 1271MSSM		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Advanced Healt	h Care Manage	ement	Contact Hours 60h	Self- Studies 120h	Course Language English	
2	Strategy deve     Instruments and Hospital benched Capacity strate Casemix Optine Capacity planed Strategic decises Multiattributive Coping with under Strategy implese Project managements.	Module Content  Strategy development  Instruments and options  Hospital benchmarking  Capacity strategy  Casemix Optimisation  Capacity planning with queuing theory  Strategic decision making  Multiattributive investment planning  Coping with uncertainty  Strategy implementation  Project management  Discussion of actual Research Paper					
3	Students discuss the m evaluate the u analyse differ develop the p apply method deduce from its	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.					
4	Teaching and L lecture practice						
5	Module Entry R	Requirements					
6	Mode of End-O Written test: WT		mination				
7	-	Prerequisites for Awarding of Credit Points Passing the module examination					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Specialization Section Supply Chain Management  Master of Science International Management:  Supplementary Section International Management  Master of Science Business Administration - Marketing:  Specialization Section Marketing						

9	Module Manager UnivProf. Dr. Ludwig Kuntz Area Supply Chain Management
10	Miscellaneous

Speciali	sation Module	Project	vianagement			
<b>Module Co</b> 1271SMPrj		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term
1	Courses Project Manage	ment	•	Contact Hours 60h	Self- Studies 120h	Course Language English
2	Module Content  Project Definition and Scoping  Project Risk Analysis and Risk Management  Resource Allocation and Budgeting  Project Scheduling  Project Monitoring  Project Portfolio Management  Managing Human Behaviour in Projects					
3	Students understand th understand, r human behavior engage in gro approaches are reflect on thei case studies. Cr apply modern project manager apply real opt recommend p	Learning Objectives Students understand the strategic relevance of project management across industries understand, recognise, and discuss the importance of project complexity, project uncertainty and human behavior in managing projects engage in group and class discourses to evaluate how different project planning and execution approaches are contingent on project environments reflect on their own developed project management skills by applying these in project groups and case studies. Critically reflect on own and peer developed project management solutions apply modern methods of project planning and project execution such as agile or help-based project management systems apply real options thinking to determine the value of uncertain projects recommend project approaches to cope with uncertainty, complexity, and human behavior while accounting for the multidimensional goals of project stakeholders				
4	Teaching and L lecture practice	∟earning Meth	nods			
5	Module Entry F	-	CTS credits from t	he group Found	dation Knowled	ge
6	Mode of End-O Written test: PO		mination			
7	-	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Specialization Section Supply Chain Management  Master of Science Mathematik:     MA Business and Economics Sciences Mathematics  Master of Science Economics:     Supplementary Section  Master of Science Wirtschaftsmathematik:     MA Business and Economics Sciences Mathematics					

	Master of Science International Management:
9	Module Manager UnivProf. Dr. Fabian Sting
10	Miscellaneous

SpM Supp	SpM Supply Chain Business Projects					
Module Code 1271MSSBP1		<b>Workload</b> 360h	ECTS Credits	Module Language German and English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term
1	Courses  a) Business Projects in Supply Chain Management I  b) Business Projects in Supply Chain Management II			Contact Hours a) 60h b) 60h	Self- Studies a) 300h b) 300h	Course Language a) English b) German
2	Module Conten vary, depending		f the practice pro	iect		
3	Learning Objectives Students analyse current questions and challenges in supply chain management collect and analyse data material for selected scientific questions using quantitative / qualitative methods communicate continuously and purposefully in diverse teams solve team-internal conflicts and target divergences independently justify and defend (independently developed) positions or problem solutions evaluate their own action processes in self- and external reflection and identify development potentials act responsibly considering ecological, social and ethical criteria critically evaluate current social developments and develop alternative solutions develop work processes for real problems and challenges use techniques of scientific work and good scientific practice.					
4	Teaching and L Research project	-	ods			
5	Module Entry R Recommendation		sory modules wit	nout the semina	ars should have	e been completed.
6	Mode of End-O Written test: PO		mination			
7	Prerequisites for Awarding of Credit Points  Passing the written examination of one course. A course is to be attended; the written examination relates to the content of one course.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Specialization Section Supply Chain Management					
9	Module Manage Area Supply Ch		ent			
10	Miscellaneous					

		iii Guppiy	Chain Manag	gement				
Module Code 1271MSISP1	•	Workload 180h	ECTS Credits	Module Language German and English	Module Availability irregular	<b>Duration</b> 1 Term		
1	Courses a) Purchasing b) Supply Chain	Games		Contact Hours a) 45h b) 45h	Self- Studies a) 135h b) 135h	Course Language a) German b) English		
2	Selected Issues • Purchasing: S	Module Content Selected Issues in Supply Chain Management: • Purchasing: Strategic Procurement Management • Supply Chain Games: Data Modelling, Databases and Simulation Tools						
3	Students understand ac justify and def	understand advanced, specialized theories / methods in Supply Chain Management justify and defend (independently developed) positions or problem solutions discuss scientific topics in a professional manner and appropriate to the situation with (non-) spe-						
4	Teaching and L lecture practice							
5	Module Entry R Recommendation	-	pply Chain Analyt	ics I and II shou	uld have been	completed.		
6	Mode of End-O Written test: PO		mination					
7	Prerequisites for Passing the write relates to the co	ten examinatio	n of one course.	A course is to b	e attended; the	e written examination		
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:							
	Supple	mentary Section		Module Manager Area Supply Chain Management				
9	Module Manage	er						

Specialisa	Specialisation Module Selected Issues in Supply Chain Management II					
Module Code 1271SMSS02		<b>Workload</b> 360h	ECTS Credits 12	Module Language German and English	Module Availability irregular	<b>Duration</b> 1 Term
1	Courses Selected Issues II	in Supply Cha	in Management	Contact Hours 90h	Self- Studies 270h	Course Language German and English
2	Module Content  • New approaches to supply chain management  • Current problems in the application of supply chain management  • Writing management reports  • Development of presentation skills					
3		olain new deve uate new appro	lopments and appaches and asses inesses.			
4	Teaching and L lecture practice	earning Meth	ods			
5	Module Entry R					
6	Mode of End-Of-Module Examination Written test: PO					
7	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Specialization Section Supply Chain Management					
9	Module Manager Area Supply Chain Management					
10	Miscellaneous					

SpM Supply Chain Seminar I							
Module Code 1271MSSCS1  Workload 180h  6			ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Supply Chain Se	eminar		Contact Hours 30h	Self- Studies 150h	Course Language German and English	
2	Topics from al     Application of	Module Content  • Topics from all areas of supply chain management  • Application of quantitative methods  • Scientific preparation of problem formulation and solution					
3	Learning Objectives Students understand advanced, specialized theories / methods in supply chain management assess and discuss findings and research results of specialized theories / methods write an academic paper on a selected topic and achieve thereby their own scientific contribution evaluate their own action processes in self- and external reflection and identify development potentials act responsibly considering ecological, social and ethical criteria use techniques of scientific work and good scientific practice.						
4	Teaching and L seminar	_earning Meth	ods				
5	Module Entry R Recommendation	-	sory modules sho	ould have been	completed.		
6	Mode of End-O Combined exam						
7	Prerequisites for Awarding of Credit Points Passing the module examination						
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Specialization Section Supply Chain Management						
9	Module Manager UnivProf. Dr. Fabian Sting Area Supply Chain Management						
10	Miscellaneous						

						· .
SpM Supply Chain Seminar II						
Module Code 1271MSSCS2		<b>Workload</b> 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses Supply Chain Se	eminar		Contact Hours 30h	Self- Studies 150h	Course Language German and English
2	Module Content  • Topics from all areas of supply chain management  • Application of quantitative methods  • Scientific preparation of problem formulation and solution					
3	Learning Objectives Students understand advanced, specialized theories / methods in supply chain management assess and discuss findings and research results of specialized theories / methods write an academic paper on a selected topic and achieve thereby their own scientific contribution evaluate their own action processes in self- and external reflection and identify development potentials act responsibly considering ecological, social and ethical criteria use techniques of scientific work and good scientific practice.					
4	Teaching and L seminar	earning Meth	ods			
5	Module Entry R Recommendation	-	sory modules sho	ould have been	completed.	
6	Mode of End-O Combined exam					
7	Prerequisites for Awarding of Credit Points Passing the module examination					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Specialization Section Supply Chain Management					
9	Module Manage Area Supply Ch		ent			
10	Miscellaneous					

## 3.6.3 Supplementary Section Supply Chain Management

Specialisa	ation Module	Research	in Finance	(Research	Track)	
Module Code 1259RiFi01	•	<b>Workload</b> 180h	ECTS Credits 6	Module Language German and English	Module Availability irregular	<b>Duration</b> 1 Term
1	Courses  a) Empirical Research in Corporate Finance b) Empirical Research in Asset Management c) Wissenschaftliches Arbeiten in Finance: Von der der Idee zur Veröffentlichung  Contact Hours a) 60h b) 30h c) 30h				<b>Self- Studies</b> a) 120h b) 150h c) 150h	Course Language a) English b) English c) German
2	Module Content  Empirical Research in Corporate Finance  • Current issues in capital market research, focusing on asset management  • Critical assessment of pivotal studies in this area  • Methodical implementation of empirical investigations  • Guidance on independent research  Empirical Research in Asset Management  • Current issues in capital market research, focusing on asset management  • Critical assessment of pivotal studies in this area  • Methodical implementation of empirical investigations  • Guidance on independent research  Scientific work in Finance: From Idea to Publication  • Development of a research proposal in the field of finance  • Preparation of the proposal for a research paper					
3	Learning Objectives Students develop their own research ideas devise methods for conducting their own research projects formulate their own research proposals and work them out into papers engage in academic discourse.					
4	Teaching and Learning Methods lecture practice seminar					
5	Module Entry Requirements Recommended: Extensive knowledge of finance and statistics. We recommend a minimum of 42 LPs from the Core and Advanced as well as from the Specialization section with a minimum average grade of 2.0.					
6	Mode of End-Of-Module Examination Combined examination: PRES, TP					
7	Prerequisites for Awarding of Credit Points  Passing the combined examination. Only one course must an can be attended; the examination refers to topics of only one course.					

8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Business Administration - Finance:     Specialization Section Finance
9	Module Manager UnivProf. Dr. Dieter Hess UnivProf. Dr. Alexander Kempf Dr. Alexander Pütz
10	Miscellaneous Only one course (a, b, or c) must and can be attended. The courses are offered on an irregular basis.

Module Code 1253SMSC02		<b>Workload</b> 180h	ECTS Credits 6	Module Language German and English	Module Availability irregular	Duration 1 Term		
1	Courses a) Sustainability b) Elective Corp		ment II	Contact Hours a) 30h b) 30h	Self- Studies a) 150h b) 150h	Course Language a) English b) German and English		
2		Module Content Varying topics in the field of corporate development						
3	Students discuss currer perform analy apply theoreti engage in aca	Learning Objectives Students discuss current issues in the field of corporate development perform analyses and make informed decisions about corporate development issues apply theoretical and methodical knowledge to real-life corporate development issues engage in academic discourse hone their social skills by participating in group-based problem-solving processes						
4	Teaching and L	Teaching and Learning Methods seminar						
5	1	Module Entry Requirements No recommendations						
6		Mode of End-Of-Module Examination Written test: WT (60)						
7	Passing the writ	Prerequisites for Awarding of Credit Points  Passing the written examination. Only one course must an can be attended; the examination refers to topics of only one course.						
8	Master of Science Supple Master of Science	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Business Administration - Corporate Development:     Specialization Section Corporate Development						
9	UnivProf. Dr. M UnivProf. Dr. B	Module Manager UnivProf. Dr. Mark Ebers UnivProf. Dr. Bernd Irlenbusch UnivProf. Dr. Dirk Sliwka						
10	Miscellaneous							

valid for students of the ER 2015 (enrolment for winter semester 2020/21 at the latest)

Discuss, develop and implement corporate development methods in teams and with the lecturer.

					T			
Module Code 1302MBAMT1		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Advanced Mathe	ematics for Ec	onomists	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	Overview of e     Metric and sta     Linear algebra     Differential ca	Module Content  Overview of elementary mathematical concepts  Metric and standardized spaces  Linear algebra  Differential calculus and applications  Convex sets and concave functions  Optimisation						
3	Students apply mathem	Learning Objectives Students apply mathematical argumentation and proof techniques correctly formulate economic problems occurring in research mathematically and solve them.						
4	Teaching and L lecture practice							
5	Module Entry R	Module Entry Requirements none						
6		Mode of End-Of-Module Examination Written test: WT (90)						
7	· ·	Prerequisites for Awarding of Credit Points Passing the module examination						
8	Master of Sciend Supple Master of Sciend	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Economics:     Supplementary Section  Master of Science Economic Research:						
9	Core and Advanced Section Economic Research  Module Manager UnivProf. Dr. Martin Barbie							

valid for students of the ER 2015 (enrolment for winter semester 2020/21 at the latest)

10 Miscellaneous

CM Selected Methods in Economics									
Module Code 1289MBEXE1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term			
1	Courses Experimental Me	ethods		Contact Hours 60h	Self- Studies 120h	Course Language English			
2	Experimental     Experimental	Module Content  • Experimental Methods in economics  • Experimental designs  • Analysing experimental data							
3	Students understand a analyse curre assess and d analyse data present scien critically evalu	Learning Objectives Students understand advanced, specialized theories / methods in the area of experimental Economics analyse current questions and challenges in the area of Microeconomics assess and discuss findings and research results of specialized methods analyse data for selected scientific questions using quantitative methods present scientific results in a way that is appropriate for the target audience critically evaluate current social developments and develop alternative solutions use techniques of scientific work and good scientific practice.							
4	Teaching and L lecture practice								
5		Module Entry Requirements Recommendation: Bachelor Level Microeconomics, Macroeconomics, Mathematics							
6	1	Mode of End-Of-Module Examination Written test: WT (60)							
7	Prerequisites for Passing the modern	_	of Credit Points on						
8	Core at Supple Master of Scient Supple Master of Arts P Supple	ce Business A nd Advanced S mentary Section ce Business A mentary Section ce Information mentary Section ce Business A mentary Section colitikwissensc mentary Section	dministration - Su Section Supply Ch on Supply Chain N dministration - Fin on Finance Systems: on Information Syd dministration - Ma on Marketing dministration - Co on Corporate Dev dministration - Accounting and haft: on Political Science	nain Management Management Manace: stems urketing: rporate Develo elopment counting and T d Taxation	ppment:				
		Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research							

	Master of Science Business Administration - Finance:
9	Module Manager UnivProf. Michael Krause, Ph.D.
10	Miscellaneous

				l	Ī	<u> </u>			
Module Code 1302MACMT1		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term			
1	Courses Computational M	/lethods		Contact Hours 45h	Self- Studies 135h	Course Language English			
2	<ul><li>Programming</li><li>Numerical app</li><li>Numerical sole</li><li>Application to</li></ul>	<ul> <li>Module Content</li> <li>Programming numerical algorithms</li> <li>Numerical approximation</li> <li>Numerical solution of zeroing and optimization problems</li> <li>Application to canonical economic problems</li> <li>Parametrization, solution and simulation of structural economic models</li> </ul>							
3	Students apply numeric economic mode interpret resul	Learning Objectives Students apply numerical methods and programs for the solution and simulation of quantitative structure economic models interpret results of the application of numerical models use the technical language in a way that is appropriate for the target group.							
4	Teaching and L lecture practice								
5	Module Entry R	Module Entry Requirements none							
6		Mode of End-Of-Module Examination Written test: WT (60)							
7	-	Prerequisites for Awarding of Credit Points Passing the module examination							
8	Supple Master of Science Supple Master of Arts R Econor Master of Arts R	ce Business A mentary Section Business Master Religional Business Master Religional Business Master Religional Business A mentary Section Business Master Religional Business Master Religional Business Master Religional Business A mentary Section Business A mentary B	dministration - Su on Supply Chain M dministration - Fin on Finance Systems: on Information - Ma on Marketing dministration - Co on Corporate Dev dministration - Aco on Accounting and on China - Volkswir egional Studies Co on Ost- und Mittele egional Studies Ea	Management inance:  stems rketing:  rporate Develor elopment counting and T d Taxation tschaftslehre: hina uropa - Volksw	opment: axation:				

	Specialization Section Economic Research Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America
9	Module Manager UnivProf. Dr. Andreas Schabert
10	Miscellaneous

CM Advanced Microeconomics I									
Module Code 1289MBAMI1		<b>Workload</b> 180h	ECTS Credits	<b>Module</b> <b>Language</b> English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term			
1	Courses Advanced Micro	economics I		Contact Hours 60h	Self- Studies 120h	Course Language English			
2	• Theory of hou • Theory of the	Module Content  • Theory of household and demand  • Theory of the enterprise and the supply  • Market equilibrium							
3	Students understand m are proficient of individual dec use mathema	understand modern microeconomic concepts are proficient in the most important techniques of microeconomic analysis, such as the analys of individual decision-making behaviour use mathematical models to investigate price formation in markets modify these models to recognize their limitations and to analyse the effects of political interve							
4	Teaching and L lecture practice								
5	1	Module Entry Requirements Recommendation: Good basic knowledge of microeconomics and mathematics							
6		Mode of End-Of-Module Examination Written test: WT (60)							
7		Prerequisites for Awarding of Credit Points Passing the module examination							
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Economics:     Supplementary Section  Master of Science Economic Research:								
	Core a	nd Advanced S	Research: Section Economic n Economic Rese						

9		Module Manager UnivProf. Dr. Johannes Münster
10	0	Miscellaneous

CM Advanced Microeconomics II								
Module Code 1289MBAMI2		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term		
1	Courses Advanced Micro	economics II		Contact Hours 60h	Self- Studies 120h	Course Language English		
2	principle, bargai • Static games	with complete es with comple ning, forward i with incomplet es with incomp s esign and socia	Nash Equilibrio uilibrium, aucti an Nash Equilib	um, one-shot deviatio				
3	Learning Objectives Students acquire and deepen methodological knowledge in the field of modern game theory and mechanism design discuss the latest developments in game theory.							
4	Teaching and L lecture practice							
5	Module Entry R	Module Entry Requirements none						
6	1	Mode of End-Of-Module Examination Written test: WT (60)						
7	Prerequisites for Passing the mod							
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Economics:     Supplementary Section  Master of Science Economic Research:     Core and Advanced Section Economic Research							

	Specialization Section Economic Research			
9	Module Manager UnivProf. Dr. Christoph Schottmüller			
10	Miscellaneous			

CM Adv	anced Macroe	conomics	I					
Module Code 1302MBAMA1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term		
1	Courses Advanced Macro	oeconomics I	•	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	Stylized facts: Dynamic optin Stability and u The canonical Exogenous ar Real business Numeral solut	Module Content     Stylized facts: growth and business cycles     Dynamic optimization in continuous time and in discrete time under uncertainty     Stability and uniqueness of dynamic systems     The canonical neoclassical growth model     Exogenous and endogenous growth     Real business cycles (TFP and fiscal policy shocks)     Numeral solutions, simulation and evaluation of structural models     Calibration and introduction in structural estimation of model parameter						
3	Students analyse and s methodological apply the mat tailor and app growth and busi discuss the st tions parameterize develop analy gain an under	analyse and solve the canonical models of real business cycle and growth theory at an advanced methodological level apply the mathematical and numerical methods necessary to do so tailor and apply these models to answer positive and normative research questions in the areas of growth and business cycle fluctuations discuss the strengths and weaknesses of these models in terms of their assumptions and implications.						
4	Teaching and L lecture practice	earning Meth	ods					
5	Module Entry R	Requirements						
6	Mode of End-O Written test: WT		mination					
7	-	_						
8	Master of Science Supple Master of Science Supple Master of Science Supple Master of Science	Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management:						

valid for students of the ER 2015 (enrolment for winter semester 2020/21 at the latest)

Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation Master of Science Economics: Supplementary Section Master of Science Economic Research: Core and Advanced Section Economic Research Specialization Section Economic Research 9 **Module Manager** Univ.-Prof. Dr. Peter Funk 10 Miscellaneous Useful references are: - Acemoglu, Daron (2008). Introduction to modern economic growth. Princeton University Press. - McCandless, George T. (2008). The ABC of RBCs. Harvard University Press. - King, Robert G. and Sergio T. Rebelo (1999). "Resuscitating real business cycles". Handbook of macroeconomics. Ed. by John B. Taylor and Michael Woodford. Vol. 1. Elsevier, 927-1007. - Chow, Gregory C. (1997). Dynamic economics: optimization by the Lagrange method. Oxford: Oxford University Press. - Ljungqvist, Lars and Thomas J. Sargent (2012). Recursive macroeconomic theory. 3rd ed. Cambridge, MA: MIT Press. - Stokey, Nancy, Robert E. Lucas, and Edward C. Prescott (1989). Recursive methods in economic dynamics. Harvard University Press.

CM Adv	anced Macroe	economics	s II					
Module Code 1302MBAMA2		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term		
1	Courses Advanced Macr	Courses Advanced Macroeconomics II  Contact Hours 60h Self- Studies 120h						
2	Complete man Incomplete m Fiscal policy, Transaction fr Open econom New Keynesia	Module Content  Complete markets and representative agents Incomplete markets and heterogeneous agents Fiscal policy, public debt, and optimal taxation Transaction frictions and monetary policy Open economy macroeconomics New Keynesian macroeconomics Labour market frictions and Labour market fluctuations						
3	Students master core r skill for innovatir deepen their conduct of polic evaluate and markets recognize por plete markets Identify the or offs question and	master core macroeconomic concepts for solving positive and normative problems and acquire skill for innovative research deepen their knowledge of short- and medium-run macroeconomic developments and of efficient conduct of policy measures evaluate and discuss the impact of empirically relevant frictions in goods, financial and labour markets recognize possibilities to enhance social welfare in a general equilibrium framework with incomplete markets Identify the optimal implementation of macroeconomic instruments under relevant policy trade-						
4	Teaching and I lecture practice	Teaching and Learning Methods lecture						
5	Module Entry F	Requirements	:					
6	Mode of End-O Written test: WT		imination					
7	· ·	Prerequisites for Awarding of Credit Points Passing the module examination						
8	Master of Scien Supple Master of Scien Supple Master of Scien Supple Master of Scien	I :						

	Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Economics:     Supplementary Section  Master of Science Economic Research:     Core and Advanced Section Economic Research     Specialization Section Economic Research
9	Module Manager UnivProf. Michael Krause, Ph.D. UnivProf. Dr. Andreas Schabert
10	Miscellaneous Useful references are Ljungqvist, Lars and Thomas J. Sargent (2012). Recursive mac-roeconomic theory. 3rd ed. Cambridge, MA: MIT Press; Gali, J. (2015) Monetary Policy, Inflation, and the Business Cycle An Introduction to the New Keynesian Framework and Its Applications, 2nd ed., Princeton University Press. Schmitt-Grohe, S., and Uribe M. (2017). Open Economy Macroeconomics, Princeton University Press

CM Adv	anced Econor	netrics I						
Module Code 1314MBAEM1		180h 6 <b>Lar</b>		Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term		
1	Courses Advanced Econ	ometrics: Theo	ory	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	The classic line Tests in the classic line Specification of Generalised line Panel data regentime series en Instrument Va	Module Content  The classic linear model  Tests in the classical linear model  Specification of econometric models  Generalised linear model  Panel data regression  Time series econometric methods  Instrument Variables / GMM  Asymptotic Inference						
3	tributions in the methods model econor tions.	nowledge of ec field of empirion mic relationship	al economic rese	arch and to as	sess the proper	rstand scientific con- ties of quantitative tive model specifica-		
4	Teaching and L lecture practice							
5	Module Entry R	Requirements						
6		Mode of End-Of-Module Examination Written test: WT (60)						
7	Prerequisites for Passing the mod	•						
8	Supple Master of Science	ce Business Admentary Section Business Admentary Business Admen	dministration - Su on Supply Chain M dministration - Fin on Finance Systems: on Information Systeministration - Marketing dministration - Co on Corporate Dev dministration - Accon Accounting and	Management ance: stems rketing: rporate Develoelopment counting and T	ppment:			

	Supplementary Section Master of Science Economic Research: Core and Advanced Section Economic Research Specialization Section Economic Research
9	Module Manager UnivProf. Dr. Jörg Breitung
10	Miscellaneous This module presents econometric tools for the analysis of cross-sectional data, time series and panel data at doctoral level.

Evaluation of of Fixed effects and Regression districted as the Robust standary. Structural estimates and Robust standary. Structural estimates and Robust standary. In Indiana and Robust standary. Robust standary. In Indiana and Robust standary. In Indiana and Robust standary. R	t causal effects and difference-i scontinuity des ard errors and c mates with exp	in-difference estir igns clustering	Module Language English  Contact Hours 60h	Module Availability every 2nd term - summer term  Self- Studies 120h	Duration 1 Term  Course Language English					
Module Conten  Evaluation of a Fixed effects a Regression dis Robust standa Structural estil  Learning Object Students implement est discuss situat apply appropri	t causal effects and difference-i scontinuity des ard errors and c mates with exp	in-difference estir igns clustering	<b>Hours</b> 60h	Studies						
Evaluation of of Fixed effects and Regression districted as the Robust standary. Structural estimates and Robust standary. Structural estimates and Robust standary. In Indiana and Robust standary. Robust standary. In Indiana and Robust standary. In Indiana and Robust standary. R	causal effects and difference-i scontinuity des ard errors and o mates with exp	igns clustering	mator							
Students implement esi discuss situat apply appropr				Module Content  • Evaluation of causal effects  • Fixed effects and difference-in-difference estimator  • Regression discontinuity designs  • Robust standard errors and clustering  • Structural estimates with experimental data						
1 '	Learning Objectives Students implement estimation methods and test procedures discuss situation estimation and testing procedures apply appropriate econometric models and the corresponding inference methods carry out empirical studies in modern macro- and microeconometrics report on their approach and their results.									
Teaching and Learning Methods lecture practice										
Module Entry Requirements none										
	Mode of End-Of-Module Examination Combined examination: PRES, TP									
-	_									
Master of Science Supplet Master of Science	ce Business Ac mentary Section ce Business Ac mentary Section ce Information of mentary Section ce Business Ac mentary Section ce Business Ac mentary Section ce Economics: mentary Section ce Economics R	Imministration - Sum Supply Chain Maninistration - Find Finance Systems: Imministration - Maninistration - Maninistration - Conformation - Conformation - Conformation - Action Accounting and Parketing Accounting and Parketing Accounting and Parketing Accounting and Parketing Accounting	Management inance:  stems rketing:  rporate Develoelopment counting and T d Taxation	pment:						
	m. carry out emp report on their  Teaching and L lecture practice  Module Entry R none  Mode of End-O Combined exam  Prerequisites fo Passing the mod Other Programs Master of Science Supples Master of Science Core ar	carry out empirical studies in report on their approach and Teaching and Learning Meth lecture practice  Module Entry Requirements none  Mode of End-Of-Module Exar Combined examination: PRES  Prerequisites for Awarding of Passing the module examination  Other Programmes that Use Master of Science Business Act Supplementary Section Master of Science Information Supplementary Section Master of Science Business Act Supplementary Section Master of Science Economics: Supplementary Section Master of Science Economics: Supplementary Section Master of Science Economic Research S	carry out empirical studies in modern macro report on their approach and their results.  Teaching and Learning Methods lecture practice  Module Entry Requirements none  Mode of End-Of-Module Examination Combined examination: PRES, TP  Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Su Supplementary Section Supply Chain M Master of Science Business Administration - Fin Supplementary Section Finance Master of Science Information Systems: Supplementary Section Information Syst Master of Science Business Administration - Ma Supplementary Section Marketing Master of Science Business Administration - Co Supplementary Section Corporate Dev Master of Science Business Administration - Acc Supplementary Section Accounting and Master of Science Economics: Supplementary Section Master of Science Economic Research: Core and Advanced Section Economic	carry out empirical studies in modern macro- and microecon report on their approach and their results.  Teaching and Learning Methods lecture practice  Module Entry Requirements none  Mode of End-Of-Module Examination Combined examination: PRES, TP  Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management Master of Science Business Administration - Finance: Supplementary Section Finance Master of Science Information Systems:  Supplementary Section Information Systems  Master of Science Business Administration - Marketing: Supplementary Section Marketing  Master of Science Business Administration - Corporate Develor Supplementary Section Corporate Development Master of Science Business Administration - Accounting and Tour Supplementary Section Accounting and Taxation Master of Science Economics: Supplementary Section	carry out empirical studies in modern macro- and microeconometrics report on their approach and their results.  Teaching and Learning Methods lecture practice  Module Entry Requirements none  Mode of End-Of-Module Examination Combined examination: PRES, TP  Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Business Administration - Finance: Supplementary Section Finance Master of Science Business Administration - Marketing: Supplementary Section Information Systems Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation Master of Science Economics: Supplementary Section Master of Science Economics: Supplementary Section Master of Science Economic Research: Core and Advanced Section Economic Research					

9	Module Manager UnivProf. Dr. Jörg Breitung
10	Miscellaneous This module presents econometric tools for the analysis of cross-sectional data, time series and panel data at doctoral level.

SpM Co	ntrolling I							
Module Code 1016MSCON1		Workload ECTS Cred		Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term		
1	Courses Operative Contr	rolling (1. Term	)	Contact Hours 45h	Self- Studies 135h	Course Language English		
2	Fundamentals     Theory, strate	Module Content Fundamentals of controlling Theory, strategies and methods to support controlling activities Controlling instruments						
3	Students understand a communicate discuss scien cialists.	understand advanced, specialized theories / methods in the area of operative controlling communicate continuously and purposefully in diverse teams discuss scientific topics in a professional manner and appropriate to the situation with (non-) spe-						
4	Teaching and I lecture practice							
5	_	Module Entry Requirements Recommendation: Basic knowledge of internal and external accounting, investment, financing and decision theory						
6	Mode of End-O Written test: WT		mination					
7	Prerequisites f		of Credit Points					
8	Supple Master of Scien Supple	ce Business Admentary Section Ce Business Admentary Section Ce Business Admentary Section Ce Economics: Permentary Section Ce Gesundheit Ce Internation Ce Business Admentary Section Ce Business Admentary Section Ce Information Ce I	dministration - Su on Supply Chain Mandinistration - Mandinistration - Co on Marketing dministration - Co on Corporate Dev on sökonomie: on Health Economial Management: on International Midministration - Fire on Finance Systems: on Information Sy	Management irketing: rporate Development nics lanagement lance:	opment:			
	Master of Educa	ation Wirtschaf	on Information Sy tspädagogik/Lehr on Business Educ	amt an Berufsl	kollegs:			

	Master of Science Business Administration - Accounting and Taxation: Specialization Section Accounting and Taxation Supplementary Section Accounting and Taxation Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Carsten Homburg
10	Miscellaneous This course ends in the middle of the semester (1. term). The exam is offered at the end of the course.

SpM Co	ntrolling II									
Module Code 1016MSCON2		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term				
1	Courses Strategic Contro	olling (2. Term)		Contact Hours 45h	Self- Studies 135h	Course Language English				
2	Introduction to     Conventional     More recent c	Module Content  Introduction to strategic controlling Conventional cost management instruments More recent cost management instruments Benchmarking								
3	Students understand a communicate discuss scien cialists.	understand advanced, specialized theories / methods in the area of strategic controlling communicate continuously and purposefully in diverse teams discuss scientific topics in a professional manner and appropriate to the situation with (non-) spe-								
4	Teaching and I lecture practice									
5		Module Entry Requirements Recommendation: Basic knowledge of internal and external accounting, investment, financing and decision theory								
6	Mode of End-O Written test: WT		mination							
7	-	Prerequisites for Awarding of Credit Points Passing the module examination								
8	Supple Master of Scient	ce Business Admentary Section ce Business Admentary Section ce Economics: mentary Section ce Gesundheit mentary Section ce International mentary Section ce Business Admentary Section ce Business Admentary Section ce Information ce Information ce Information	dministration - Supply Chain Maninistration - Maninistration - Maninistration - Conference on Corporate Devolution - Conference on Health Economical Management:  In Management:  In International Maninistration - Finder Finance Systems:	Management Irketing: Irporate Develo elopment Inics Inics Inics Inice:	-					
		Supplementary Section Information Systems  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:								

	Supplementary Section Business Education  Master of Science Business Administration - Accounting and Taxation:  Specialization Section Accounting and Taxation  Supplementary Section Accounting and Taxation  Master of Arts Regionalstudien China - Betriebswirtschaftslehre:  Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Carsten Homburg
10	Miscellaneous This course starts in the middle of the semester (2. term). The exam is offered at the end of the course.

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Module Code 1016MSAAC1		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Value-based Co	ntrolling		Contact Hours 45h	Self- Studies 135h	Course Language English	
2	Basics of valu Characteristic Effect of capit Shareholder v Discounted ca Value-based i Working capit Risk measure	Module Content  Basics of value-based controlling (including traditional financial indicators)  Characteristics of capital markets  Effect of capital structure on business value  Shareholder value approach  Discounted cash flow (DCF) method  Value-based indicators and their steering  Working capital management, especially cash management  Risk measurement and risk management  Implementation of a value-based strategy  The Ohlson model					
3	analyse curre collect, syster justify and de discuss scien cialists act responsib	dvanced, spec nt questions a matize and syr fend (independ tific topics in a	nthesize independ dently developed)	ently literature positions or pr ner and appro and ethical cri	oblem solutions priate to the situ teria.	s. uation with (non-) spe	
4	Teaching and L lecture practice	Teaching and Learning Methods lecture					
5	Module Entry R	-	ledge of internal a	and external ac	counting, inves	stment and financing	
6	Mode of End-O Written test: WT		mination				
7	<b>I</b>						
8	Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economics: Supplementary Section Master of Science Gesundheitsökonomie:						

	Supplementary Section Health Economics
	Master of Science International Management:
	Supplementary Section International Management
	Master of Science Business Administration - Finance:
	Supplementary Section Finance
	Master of Science Information Systems:
	Supplementary Section Information Systems
	Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:
	Supplementary Section Business Education
	Master of Science Business Administration - Marketing:
	Specialization Section Marketing
	Master of Science Business Administration - Accounting and Taxation:
	Specialization Section Accounting and Taxation
	Supplementary Section Accounting and Taxation
	Master of Arts Regionalstudien China - Betriebswirtschaftslehre:
	Business Administration Master Regional Studies China
9	Module Manager
	UnivProf. Dr. Carsten Homburg
10	Miscellaneous

			10111		ı	
Module Code 1016MSSIS1		ECTS Credits	Module Language German and English	Module Availability every 2nd term - sum- mer term	Duration 1 Term	
Courses a) Tax Accounting b) Financial Service and Real Estate Taxation c) Taxation of Family Business d) Selected Issues in Controlling I e) Annual Audit f) Special Audits			Contact Hours a) 30h b) 30h c) 30h d) 30h e) 30h f) 30h	Self- Studies a) 60h b) 60h c) 60h d) 60h e) 60h f) 60h	Course Language a) English b) English c) German d) English e) German f) German	
		al accounting, fina	ncial accountinຸ	g, auditing or b	usiness taxation	
Learning Objectives Students understand advanced, specialized theories or methods in accounting or taxation analyse current questions and challenges in accounting or taxation assess and discuss findings and research results of specialized theories / methods justify and defend (independently developed) positions or problem solutions discuss topics in a professional manner and appropriate to the situation with specialists develop work processes for real problems and challenges.						
Teaching and L	Teaching and Learning Methods lecture					
Module Entry R	Module Entry Requirements none					
	Mode of End-Of-Module Examination Written test: PO					
1 -	Prerequisites for Awarding of Credit Points  Passing the module examination: Two lectures must be taken. The exam covers the content of two lectures.					
Master of Science Supple	ce Business A mentary Secti ce Business A mentary Secti ce Business A mentary Secti ce Economics mentary Secti ce Internationa mentary Secti ce Business A mentary Secti	administration - Su on Supply Chain I administration - Ma on Marketing administration - Co on Corporate Dev : on al Management: on International Madministration - Fir	Management Irketing: Irporate Develor	J		
	Courses a) Tax Accountin b) Financial Seric) Taxation of Fid d) Selected Issue e) Annual Audit f) Special Audits  Module Content Selected Issues  Learning Object Students understand ad analyse curre assess and di justify and de discuss topics develop work  Teaching and Lelecture  Module Entry Finone  Mode of End-O Written test: PO  Prerequisites for Passing the module Entry Finone  Mode of Science Supple Master of Science Supple	Courses a) Tax Accounting b) Financial Service and Real c) Taxation of Family Busines d) Selected Issues in Controlli e) Annual Audit f) Special Audits  Module Content Selected Issues in manageria  Learning Objectives Students understand advanced, spec analyse current questions a assess and discuss finding justify and defend (indepen discuss topics in a professic develop work processes for  Teaching and Learning Metil lecture  Module Entry Requirements none  Mode of End-Of-Module Exa Written test: PO  Prerequisites for Awarding Passing the module examinat lectures.  Other Programmes that Use Master of Science Business A Supplementary Secti Master of Science Business A Supplementary Secti Master of Science Internation: Supplementary Secti Master of Science Internation: Supplementary Secti Master of Science Business A Supplementary Secti Master of Science Internation: Supplementary Secti Master of Science Business A Supplementary Secti Master of Science Internation: Supplementary Secti Master of Science Business A Supplementary Secti	Courses a) Tax Accounting b) Financial Service and Real Estate Taxation c) Taxation of Family Business d) Selected Issues in Controlling I e) Annual Audit f) Special Audits  Module Content Selected Issues in managerial accounting, final Learning Objectives Students understand advanced, specialized theories of analyse current questions and challenges in a assess and discuss findings and research res justify and defend (independently developed) discuss topics in a professional manner and a develop work processes for real problems an  Teaching and Learning Methods lecture  Module Entry Requirements none  Mode of End-Of-Module Examination Written test: PO  Prerequisites for Awarding of Credit Points Passing the module examination: Two lectures lectures.  Other Programmes that Use the Module Master of Science Business Administration - Su Supplementary Section Supply Chain I Master of Science Business Administration - Ma Supplementary Section Marketing Master of Science Business Administration - Co Supplementary Section Corporate Dev Master of Science International Management: Supplementary Section International M Master of Science Business Administration - Fir Supplementary Section Finance	Workload   180h   BCTS Credits   Contact Language German and English   Courses   A   Tax Accounting   D   Financial Service and Real Estate Taxation   D   30h   D	Courses a) Tax Accounting b) Financial Service and Real Estate Taxation c) Taxation of Family Business d) Selected Issues in Controlling I c) Annual Audit f) Special Audits  Module Content Selected Issues in managerial accounting, financial accounting, auditing or by Learning Objectives Students understand advanced, specialized theories or methods in accounting or tax analyse current questions and challenges in accounting or taxation assess and discuss findings and research results of specialized theories or justify and defend (independently developed) positions or problems solutions discuss topics in a professional manner and appropriate to the situation wit develop work processes for real problems and challenges.  Teaching and Learning Methods lecture  Module Entry Requirements none  Mode of End-Of-Module Examination Written test: PO  Prerequisites for Awarding of Credit Points Passing the module examination: Two lectures must be taken. The exam covelectures.  Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Supply Chain Management Master of Science Business Administration - Corporate Development: Supplementary Section Marketing Master of Science Business Administration - Corporate Development: Supplementary Section International Management Master of Science International Management: Supplementary Section International Management Master of Science International Management: Supplementary Section International Management Supplementary Section International Management Supplementary Section Finance: Supplementary Section Finance	

	Supplementary Section Business Education  Master of Science Business Administration - Accounting and Taxation:  Specialization Section Accounting and Taxation  Supplementary Section Accounting and Taxation
9	Module Manager Area Accounting and Taxation
10	Miscellaneous

SpM Sele	cted Issues i	in Account	ting & Taxat	ion II		
Module Code 1016MSSIS2		Workload 180h ECTS Credits		Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) International Tax Planning b) Taxation of Corporate Groups c) Consolidated Balance Sheets d) Selected Issues in Business Valuation e) Selected Issues in Controlling II			Contact Hours a) 30h b) 30h c) 30h d) 30h e) 30h	Self- Studies a) 60h b) 60h c) 60h d) 60h e) 60h	Course Language a) English b) German c) German d) German e) English
2	Module Conten Selected Issues business taxatio	in managerial	g, auditing , bus	siness valuation or		
3	Learning Objectives Students understand advanced, specialized theories or methods in accounting or taxation analyse current questions and challenges in accounting or taxation assess and discuss findings and research results of specialized theories / methods justify and defend (independently developed) positions or problem solutions discuss topics in a professional manner and appropriate to the situation with specialists develop work processes for real problems and challenges.					
4	Teaching and Learning Methods lecture					
5	Module Entry R None	Requirements				
6	Mode of End-Of-Module Examination Written test: PO					
7	Prerequisites for Awarding of Credit Points  Passing the module examination: Two lectures have to be chosen. The exam covers the content of two lectures.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Specialisation Section Accounting and Taxation					
9	Module Manage Area Accounting					
10	Miscellaneous					

Module Co		Workload	ECTS Credits	Module	Module	Duration		
1259SMFi0	07	180h	6	Language German and English	Availability every 2nd term - sum- mer term	1 Term		
1	Courses Rechnungslegung von Versicherungsunter- nehmen nach HGB und IFRSContact Hours 30hSelf- Studies 60hCourse L German							
2	<ul><li>Accounting sy</li><li>Sources of lav</li><li>HGB, IAS/IFR</li></ul>	Module Content  • Accounting systems  • Sources of law  • HGB, IAS/IFRS accounting methods  • Full fair value accounting						
3	Students analyse insura value claims r explore the im	Learning Objectives Students analyse insurance companies' annual financial statements based on different accounting rules value claims reserves, claims equalization reserves and actuarial reserves explore the impact of different accounting rules on how balance sheet items are valued implement risk-based auditing strategies for insurance companies.						
4	Teaching and L lecture practice							
5		Module Entry Requirements no recommendations						
6	Mode of End-O Written test: WT		mination					
7	Prerequisites for Passing the writ	_	of Credit Points					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Mathematik:     MA Business and Economics Sciences Mathematics  Master of Science Economics:     Supplementary Section  Master of Science Wirtschaftsmathematik:     MA Business and Economics Sciences Mathematics  Master of Science Business Administration - Finance:     Specialization Section Finance							

	Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Geographie: Business Administration Master Geography Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Heinrich R. Schradin
10	Miscellaneous

SpM Bu	siness Ethics							
Module Code 1253MSBET1		Workload 180h  ECTS Credits 6  Module Language English		Language	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Managing Busin Organisations	ness Ethics in I	Markets and	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	This module int managers and e ethics and fairne evaluated in the	Module Content  This module introduces basic business ethics concepts and applies them to decision managers and employees. It draws on standard ethics theories, like teleology, deonto ethics and fairness concepts. Business decisions in organisations and markets are disevaluated in the light of these foundations. Case studies are employed to illustrate an theoretical concepts.						
3	Students understand a analyse curre assess and d solve team-in justify and de evaluate their tentials.	understand advanced, specialized theories / methods analyse current questions and challenges assess and discuss findings and research results of specialized theories / methods solve team-internal conflicts and target divergences independently justify and defend (independently developed) positions or problem solutions evaluate their own action processes in self- and external reflection and identify development potentials act responsibly considering ecological, social and ethical criteria.						
4	Teaching and Lecture	, issue is						
5	Module Entry F	Requirements						
6	Mode of End-O Written test: WT		mination					
7	Prerequisites for Passing the mod	_	of Credit Points on					
8	Supple Master of Science	ce Business A mentary Section ce Information mentary Section Ce Business A mentary Section Ce Economics mentary Section Ce Gesundheit mentary Section Cestion	dministration - Su on Supply Chain M Systems: on Information Systemsion - Ma dministration - Ma on Marketing dministration - Accounting and on Accounting and son sökonomie: on Health Econom	Management stems irketing: counting and T d Taxation				

	Core and Advanced Section International Management Supplementary Section International Management Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Arts Medienwissenschaft: MA Media Management and Economics Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Corporate Development: Specialization Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Bernd Irlenbusch
10	Miscellaneous This module can contain courses which takes place either until the middle of the semester (1. term) or from the middle of the semester (2. term). The required examinations are generally offered after the respective term.

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<b>Module Code</b> 1253MSSDP1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term			
1	Courses Mergers and Ac	quisitions		Contact Hours 60h	Self- Studies 120h	Course Language English			
2		Module Content Key issues of corporate development							
3	Students understand ac analyse curre assess and di justify and de discuss scien cialists.	understand advanced, specialised theories / methods in the area of corporate development analyse current questions and challenges in the area of corporate development assess and discuss findings and research results of specialised theories / methods justify and defend (independently developed) positions or problem solutions discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialised.							
4	Teaching and L lecture practice								
5	Module Entry R None	Module Entry Requirements None							
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the mod	_	of Credit Points						
8	Master of Science Supple Master of Educate Supple Master of Science	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science International Management:     Supplementary Section International Management  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education  Master of Science Business Administration - Corporate Development:     Specialization Section Corporate Development							
9	Module Manage		<u> </u>						
10	Missellanseus	Miscellaneous							

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Module Code 1253MSSHR1		Workload ECTS Credits 180h 6		Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Strategic Humar	n Resource Ma	anagement	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	Module Content The module teaches how Human Resource Management creates economic value and contrit to the implementation of corporate strategies.							
3	Students understand ac analyse curre communicate solve team-in justify and det act responsib	Learning Objectives Students understand advanced, specialized theories / methods analyse current questions and challenges communicate continuously and purposefully in diverse teams solve team-internal conflicts and target divergences independently justify and defend (independently developed) positions or problem solutions act responsibly considering ecological, social and ethical criteria develop work processes for real problems and challenges.						
4	Teaching and L lecture practice							
5	Module Entry R	Module Entry Requirements none						
6		Mode of End-Of-Module Examination Combined examination: WT (60), PRES						
7	Prerequisites for Passing the mod		of Credit Points					
8	Supple Master of Science Supple Master of Education	ce Business A mentary Section ce Information mentary Section ce Business A mentary Section ce Economics: mentary Section ce Gesundheit mentary Section ce International mentary Section mentary Section mentary Section mentary Section	dministration - Su on Supply Chain I Systems: on Information Sy dministration - Ma on Marketing dministration - Ac on Accounting and on sökonomie: on Health Econon al Management: on International M tspädagogik/Lehr on Business Educ	Management stems irketing: counting and T d Taxation hics lanagement amt an Berufsl	<sup>-</sup> axation:			

	Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Corporate Development: Specialization Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Dirk Sliwka
10	Miscellaneous

	ategic Manag		1					
<b>Module Code</b> 1253MSSMG1		Workload 180h	ECTS Credits 6	S Credits   Module   Language   English   every terr		Duration 1 Term		
1	Courses Strategic Manaç	Courses Strategic Management (1. Term)			Self- Studies 120h	Course Language English		
2	Fundamentals     Basic concept     Basic concept	Module Content  Fundamentals of strategic management  Basic concepts and tools for analysing strategic positioning for companies on the market  Basic concepts and tools for analysing competition  Applying theoretical concepts on strategic positioning and competition in case studies						
3	Students analyse curre assess and d collect and ar methods communicate solve team-in justify and de present scien evaluate their tentials act responsib	analyse current questions and challenges assess and discuss findings and research results of specialized theories / methods collect and analyse data material for selected scientific questions using quantitative / qualitative methods communicate continuously and purposefully in diverse teams solve team-internal conflicts and target divergences independently justify and defend (independently developed) positions or problem solutions present scientific results in a way that is appropriate for the target audience evaluate their own action processes in self- and external reflection and identify development potentials act responsibly considering ecological, social and ethical criteria critically evaluate current social developments and develop alternative solutions.						
4	Teaching and I lecture practice	_earning Metl	nods					
5	Module Entry F	Module Entry Requirements none						
6	Mode of End-O Written test: WT		mination					
7		Prerequisites for Awarding of Credit Points Passing the module examination						
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Economics:     Supplementary Section							

	Master of Science Gesundheitsökonomie: Supplementary Section Health Economics
	Master of Science International Management:
	Core and Advanced Section International Management
	Supplementary Section International Management
	Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:
	Supplementary Section Business Education
	Master of Arts Medienwissenschaft:
	MA Media Management and Economics
	Master of Science Economic Research:
	Supplementary Section Economic Research
	Master of Science Business Administration - Corporate Development:
	Specialization Section Corporate Development
	Master of Arts Regionalstudien China - Betriebswirtschaftslehre:
	Business Administration Master Regional Studies China
9	Module Manager
	UnivProf. Dr. Matthias Heinz
10	Miscellaneous

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Module Code 1289MBMBA1		Workload 180h ECTS 0		Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses Microeconomics	Courses Microeconomics: Game TheoryContact Hours 60hSelf- Studies 120hCourse Lar English					
2	Non-cooperati Normal form of Extensive form Finitely and in Cooperative of Core, Shapley Evolutionary of Social choice	Module Content  Non-cooperative Game Theory  Normal form games  Extensive form games, with complete and incomplete information  Finitely and infinitely repeated games  Cooperative Game Theory  Core, Shapley-value, bargaining problem  Evolutionary game theory  Social choice theory, voting  Condorcet-paradox, Arrow-theorem					
3	Students understand and an assess and down analyse data and communicate and critically evaluation	Learning Objectives Students understand advanced, specialized theories / methods in the area of Game Theory assess and discuss findings and research results of specialized methods analyse data for selected scientific questions using quantitative methods communicate continuously and purposefully in diverse teams critically evaluate current social developments and develop alternative solutions use techniques of scientific work and good scientific practice.					
4	Teaching and Lecture practice						
5	1	Module Entry Requirements Recommendation: Bachelor Level Microeconomics, Macroeconomics, Mathematics					
6		Mode of End-Of-Module Examination Written test: WT (60)					
7		Prerequisites for Awarding of Credit Points Passing the module examination					
8	Core at Supple Master of Arts P Supple Master of Scient Supple Master of Scient Supple Master of Scient Supple Master of Scient	ce Business And Advanced Smentary Sectivolitikwissenschentary Sectice Business Amentary Sectice Information mentary Sectice Business A	dministration - Su Section Supply Ch on Supply Chain I haft: on Political Sciend dministration - Fir on Finance	nain Management  de lance: stems rporate Develo	ent		

	Economics Master Regional Studies China
	Master of Science Sociology and Social Research:
	Supplementary Section Sociology and Social Research
	Master of Science International Management:
	Supplementary Section International Management
	Master of Science Business Administration - Finance:
	Core and Advanced Section Finance
	Master of Science Business Administration - Marketing:
	Core and Advanced Section Marketing
	Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:
	Economics Master Regional Studies Eastern Europe
	Master of Science Business Administration - Corporate Development:
	Core and Advanced Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Core and Advanced Section Accounting and Taxation
	Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre:
	Economics Master Regional Studies Latin America
9	Module Manager
	UnivProf. Dr. Bettina Rockenbach
10	Miscellaneous

<b>Module Code</b> 1289MSMDB2		Workload 180h	ECTS Credits	Module Language	Module Availability	<b>Duration</b> 1 Term	
				English	irregular		
1	Courses Economic Engin	CoursesContact Hours 45hSelf- Studies 135hCourse Language English					
2	Evaluation of t and incentive sy     Analysis of rel specific designs	Discussion of practical applications of economic engineering in matching markets, auctions and					
3	write an acad	nt questions ar emic paper on ems in markets	with respect to d	and achieve the ifferent affected	ereby their own d groups in a p	scientific contribution ofessional manner. ernative solutions.	
4	Teaching and L lecture practice						
5	-	Module Entry Requirements no recommendation					
6	Mode of End-Of-Module Examination Combined examination: PRES, TP						
7	Prerequisites for Awarding of Credit Points Passing the module examination						
8	Master of Science Supplete Master of Arts P Supplete Master of Science	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:     Supplementary Section Political Science  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Economics:     Specialization Section Economics     Supplementary Section  Master of Science Sociology and Social Research:     Supplementary Section Sociology and Social Research					
9	Module Manage		n Sociology and	Judiai Researd	111		

valid for students of the ER 2015 (enrolment for winter semester 2020/21 at the latest)

10 Miscellaneous

SpM Ma	rket Design a	nd Behavi	our IV				
Module Code 1289MSMDB4		Workload 180h 6	ECTS Credits	Module Language German	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses a) Auction Theo b) Contract Theo	•	Contact Hours a) 60h b) 45h	Self- Studies a) 120h b) 135h	Course Language a) English b) German		
2	Contract Theory Principal-ager Moral hazard, Hold-up proble Incomplete co  Auction Theory Auctions with nue equivalence nisms, efficient in	Module Content Contract Theory: Principal-agent models Moral hazard, adverse selection Hold-up problem Incomplete contracts ///  Auction Theory (winter semester, until 2022/23): Auctions with "private values": second-price auctions, first-price auctions, reservation prices, revenue equivalence theorem, extensions Mechanism design: revelation principle, optimal mechanisms, efficient mechanisms Auctions with "interdependent values": comparisons of auction proceeds, linkage principle					
3	Students understand ac analyse ques assess finding	Learning Objectives Students understand advanced, specialized methods of formal institutional economics analyse questions and challenges in situations with asymmetric information assess findings and research results in the theory of economic incentives solve contract-theoretic problems independently.					
4	Teaching and L lecture practice						
5	1	Module Entry Requirements no recommendation					
6		Mode of End-Of-Module Examination Written test: WT (60)					
7	-	Prerequisites for Awarding of Credit Points Passing the module examination in one of the courses offered.					
8	Supple Master of Arts P Supple Master of Science Supple Master of Science Supple Master of Science	ce Business A mentary Secti- colitikwissensc mentary Secti- ce Business A mentary Secti- ce Information mentary Secti- ce Business A mentary Secti-	dministration - Su on Supply Chain M haft: on Political Science dministration - Fin on Finance Systems: on Information Systemsinistration - Co on Corporate Dev	Management  e ance: stems rporate Develo			

	Specialization Section Economics Supplementary Section  Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research
9	Module Manager UnivProf. Dr. Patrick W. Schmitz
10	Miscellaneous

are based on finition to bounded concept.  Learning Object Students understand be apply advance challenge arg  Teaching and Lecture practice  Module Entry F	ept of the homedings from emrationality theoretives ehavioural moded microeconduments critica	npirical and experi pries, focusing on dels and formal a pmic concepts.	mental researd those theories	h. The lectures	Course Language English  I theory concepts that provide an introducthomo economicus				
Using the conceare based on finition to bounded concept.  Learning Object Students understand be apply advance challenge arg  Teaching and Lecture practice	ept of the hom dings from em rationality theoretives ehavioural more de microeconouments critica earning Metroeconouments	npirical and experi pries, focusing on dels and formal a pmic concepts.	mental researd those theories	h. The lectures	provide an introduc-				
Students understand be apply advance challenge arg  Feaching and Lecture practice  Module Entry F	ehavioural moded microecond uments critica	omic concepts. lly.	rguments.						
ecture practice Module Entry R		nods							
_				Teaching and Learning Methods lecture practice					
Module Entry Requirements Recommended: Core modules in Microeconomics									
Mode of End-Of-Module Examination Written test: WT (60)									
Prerequisites for Awarding of Credit Points Passing the written test.									
Supple Master of Arts P Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Science Special Supple Master of Science Special Supple Master of Science Supple Master of Science Supple	ce Business A mentary Section colitikwissensol mentary Section ce Business A mentary Section ce Business A mentary Section ce Economics: lization Section mentary Section mentary Section ce Sociology a mentary Section ce International	dministration - Su on Supply Chain I haft: on Political Science dministration - Fir on Finance Systems: on Information Sy dministration - Co on Corporate Dev : in Economics on and Social Resear on Sociology and al Management:	Management ce nance: stems rporate Develo elopment ch: Social Researe	pment:					
M M	Supple aster of Science Supple aster of Science Specia Supple aster of Science Supple aster of Science Supple aster of Science Supple aster of Science Supple	Supplementary Sections aster of Science Information Supplementary Sections aster of Science Business A Supplementary Sections aster of Science Economics Specialization Section Supplementary Sections aster of Science Sociology a Supplementary Sections Supplementary Sections Supplementary Sections Supplementary Sections Supplementary Sections	Supplementary Section Finance aster of Science Information Systems: Supplementary Section Information Sy aster of Science Business Administration - Co Supplementary Section Corporate Dev aster of Science Economics: Specialization Section Economics Supplementary Section aster of Science Sociology and Social Resear Supplementary Section Sociology and aster of Science International Management: Supplementary Section International M aster of Science Economic Research:	aster of Science Information Systems:     Supplementary Section Information Systems aster of Science Business Administration - Corporate Develor     Supplementary Section Corporate Development aster of Science Economics:     Specialization Section Economics     Supplementary Section aster of Science Sociology and Social Research:     Supplementary Section Sociology and Social Research aster of Science International Management:     Supplementary Section International Management aster of Science Economic Research:	Supplementary Section Finance aster of Science Information Systems:     Supplementary Section Information Systems aster of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development aster of Science Economics:     Specialization Section Economics     Supplementary Section aster of Science Sociology and Social Research:     Supplementary Section Sociology and Social Research aster of Science International Management:     Supplementary Section International Management				

9	Module Manager Fachbereich Mikroökonomik JunProf. Dr. Frederik Schwerter
10	Miscellaneous

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Module Co 1289MBEX	· · ·	<b>Workload</b> 180h	6	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term			
1	Courses Experimental Me	CoursesContact HoursSelf- Studies 120hCourse Language English							
2	Experimental     Experimental	Module Content  Experimental Methods in economics  Experimental designs  Analysing experimental data							
3	Students understand a analyse curre assess and d analyse data present scien critically evalu	Learning Objectives Students understand advanced, specialized theories / methods in the area of experimental Economics analyse current questions and challenges in the area of Microeconomics assess and discuss findings and research results of specialized methods analyse data for selected scientific questions using quantitative methods present scientific results in a way that is appropriate for the target audience critically evaluate current social developments and develop alternative solutions use techniques of scientific work and good scientific practice.							
4	Teaching and Lecture practice								
5	· ·	Module Entry Requirements Recommendation: Bachelor Level Microeconomics, Macroeconomics, Mathematics							
6		Mode of End-Of-Module Examination Written test: WT (60)							
7	· ·	Prerequisites for Awarding of Credit Points Passing the module examination							
8	Core at Supple Master of Scient Supple Master of Arts P Supple	ce Business And Advanced Smentary Sections Information Mentary Sections Business Amentary Sections Informations Information Info	dministration - Su Section Supply Ch on Supply Chain I dministration - Fir on Finance Systems: on Information Sy dministration - Ma on Marketing dministration - Co on Corporate Dev dministration - Ac on Accounting and haft: on Political Science	lain Management Management Management Mance:  stems rketing:  rporate Develo elopment counting and T d Taxation	ppment:				
	Master of Scien	Supplementary Section Political Science  Master of Science Sociology and Social Research:  Supplementary Section Sociology and Social Research							

	Master of Science Business Administration - Finance:
9	Module Manager UnivProf. Michael Krause, Ph.D.
10	Miscellaneous

			1	1		
Module Code 1289MSMMD1		<b>Workload</b> 180h	ECTS Credits 6	<b>Module</b> <b>Language</b> English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses Matching and M Practice	Matching and Market Design: Theory and			Self- Studies 135h	Course Language English
2	Module Conten Matching Marke		n Design with and	without mone	tary transfers	
3	transfers analyse existi empirical analys	eading theoretion		pased on a por	-	d without monetary
4	Teaching and L lecture practice					
5		Module Entry Requirements Recommendation: Knowledge of game theory				
6	Mode of End-O Combined exam					
7	Prerequisites for Passing the mod	•				
8	Master of Scient Supple Master of Arts P Supple Master of Scient	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:     Supplementary Section Political Science  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Economics:     Specialization Section Economics     Supplementary Section  Master of Science Sociology and Social Research:     Supplementary Section Sociology and Social Research  Master of Science Economic Research:				
9	Module Manage	Specialization Section Economic Research  Module Manager  JnivProf. Dr. Alexander Westkamp				

valid for students of the ER 2015 (enrolment for winter semester 2020/21 at the latest)

10 Miscellaneous

Specialisa nomics	ation Module	e Seminar i	in Energy, R	esource ai	nd Environ	mental Eco-
Module Code 1289SMSE00		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term
1	Courses Seminar in Ener mental Economi	•••	and Environ-	Contact Hours 30h	Self- Studies 150h	Course Language English
2	Varying topics f • Energy econo • Environmenta • Resource eco	Module Content Varying topics from the areas of: • Energy economics • Environmental economics • Resource economics • Climate change economics				
3	mental, resource independently gained on the pi critically exam	kills necessary e or climate cha y analyse curre rogramme. nine the subjec	ange economics. nt issues in resea	arch and praction	ce, using the ed	f energy, environ- conomics knowledge marise their findings in h the other seminar
4	Teaching and L	earning Meth	ods			
5	Module Entry R	=				
6	Mode of End-O Combined exam					
7	Prerequisites for Passing the com					
8	Supple Master of Science Supple Master of Science Special Master of Arts P	ce Business Admentary Section ce Information mentary Section ce Economics: lization Section olitikwissensch	dministration - Su on Supply Chain M Systems: on Information Sys a Economics	Management stems	nagement:	
9	Module Manage UnivProf. Dr. N		tzüge			
10	Miscellaneous					

	<u> </u>	ate Chang							
Module Code 1289MEECC1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term			
1	Courses Energy Markets	urses ergy Markets and Regulation			Self- Studies 135h	Course Language English			
2	Economic mo     Short- and lon     Market design     Institutions an	Module Content							
3	Learning Objectives Students understand advanced, specialized theories / methods in the area of energy economics discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialists act responsibly considering ecological, social and ethical criteria critically evaluate current political, institutional, technological, and social developments.					uation with (non-) spe			
4	Teaching and L lecture practice								
5	Module Entry F	Requirements							
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the modern	_	of Credit Points						
8	Supple Master of Science Supple Master of Science Specia Master of Arts P Supple Master of Science Supple Master of Science	ce Business Admentary Section Conformation Mentary Section Sec	dministration - Su on Supply Chain M Systems: on Information Systems on Economics naft: on Political Science of Management: on International M	Management stems ce anagement	nagement:				
9	Module Manage UnivProf. Dr. M		tzüge						
10	Miscellaneous								

SuM Ener	gy and Clim	ate Chang	e III			
Module Code 1289MEECC3		Workload 180h ECTS Credits 6 Module Langue English			Module Availability irregular	<b>Duration</b> 1 Term
1	Courses Quantitative Methods in Energy Economics			Contact Hours 30h	Self- Studies 150h	Course Language English
2	Module Content  • Numerical approaches to energy market modelling  • Optimisation problems in energy economics  • Empirical methods in energy economics					
3	Learning Objectives Students learn how to apply quantitative methods for analysing problems in energy economics collect and analyse data material for selected scientific questions using quantitative / qualitative methods write an academic paper on a selected topic and achieve thereby their own scientific contribution present scientific results in a way that is appropriate for the target audience use techniques of scientific work and good scientific practice.					
4	Teaching and Learning Methods seminar					
5	1	Module Entry Requirements Recommendation: SuM Energy and Climate Change I				
6	Mode of End-O Combined exam					
7	Prerequisites for Passing the modern	_				
8	Supple Master of Science Supple Master of Science Special Master of Arts P Supple Master of Science	ce Business Admentary Section ce Information mentary Section Section Section olitikwissenschappen Beconomic Reconomic Reconomi	dministration - Sup on Supply Chain M Systems: on Information Sys on Economics on Folitical Science	Management stems	nagement:	
9	Module Manage UnivProf. Dr. M		tzüge			
10	Miscellaneous					

SuM Ener	gy and Clim	ate Chang	e IV			
Module Code 1289MEECC4		<b>Workload</b> 180h	ECTS Credits	Module Language English	<b>Duration</b> 1 Term	
1	Courses Model UNFCCC	Courses  Model UNFCCC - Climate Change Strategy			Self- Studies 135h	Course Language English
2	Module Content  • Economics of climate change  • Resource economics  • Fundamentals of energy economics  • Environmental economics  • Economics and politics of international climate change agreements					
3	Learning Objectives Students analyse current questions and challenges in the area of energy economics and climate policy write an academic paper on a selected topic and achieve thereby their own scientific contribution communicate continuously and purposefully in diverse teams justify and defend (independently developed) positions or problem solutions develop work processes for real problems and challenges.					scientific contribution.
4	Teaching and Learning Methods lecture practice					
5	Module Entry R	Requirements				
6	Mode of End-O Written test: PO	f-Module Exa	nination			
7	Prerequisites for Passing the mod	•				
8	Supple Master of Science Supple Master of Science Special Master of Arts P Supple Master of Science	ce Business Admentary Section ce Information mentary Section ce Economics: lization Section folitikwissenschappentary Section ce Economic Reconomic Reconomi	Iministration - Supon Supply Chain M Systems: In Information Systems: Economics Inft: In Political Science	Management stems	nagement:	
9	Module Manage UnivProf. Dr. N		tzüge			
10	Miscellaneous					

Module Code 1289SMCP00		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability irregular	<b>Duration</b> 1 Term	
1	Courses Competition Poli	on Policy  Contact Hours 60h  Self- Studies 120h  Course Lan English					
2	Institutional ba     Market power:     Unilateral abuses	Module Content Institutional background: competition policy in Germany, the EU and the US Market power: theory and measurement Unilateral abuse of market power: horizontal and vertical restraints on competition Multilateral abuse of market power: cartels and implicit agreements					
3	Students recognise, ba discuss the ca assess, evalu	Learning Objectives Students recognise, based on models of competition theory, how competitive markets work discuss the causes of market power and its effects in terms of welfare economics assess, evaluate and debate cases that illustrate competition policy in practice and use competition theory to analyse them.					
4	Teaching and L lecture practice						
5	-	Module Entry Requirements No recommendations					
6		Mode of End-Of-Module Examination Written test: WT (90)					
7	Prerequisites for Passing the write	_	of Credit Points				
8	Supplet Master of Science Supplet Master of Arts P Supplet Master of Science Supplet Master of Science Supplet Master of Science Econom Master of Science Special Supplet Master of Arts R	ce Business A mentary Section Information Incontary Section Incontary	dministration - Su on Supply Chain M Systems: on Information Systems: on Political Science dministration - Find on Finance dministration - Co on Corporate Device: : in Economics on in China - Volkswire egional Studies C mathematik:	Management stems e ance: rporate Develo elopment tschaftslehre:			

	Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:
9	Module Manager UnivProf. Dr. Christoph Schottmüller
10	Miscellaneous

Specialis	sation Module	Financial	Theory			
Module Code 1259SFiTh0		Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses a) Capital Market Theory (1. Term) b) Corporate Finance Theory (1. Term)			Contact Hours a) 60h b) 60h	Self- Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content  Capital markets and consumption Investment decisions given certainity and uncertainity Portfolio theory Asset pricing models Analysis and valuation of forwards, futures, and options 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					
3	Learning Objectives Students analyse investment decisions understand asset pricing models determine the value of securities and derivatives use different methods of valuing companies and individual assets learn how to analyse annual accounts in order to extract value relevant information recognize different theories explaining M&A-activities analyse manager interests in mergers and acquisitions.					
4	Teaching and L lecture practice	_earning Meth	ods			
5	Module Entry R					
6	Mode of End-O Written test: PO		mination			
7	Prerequisites for Awarding of Credit Points  Passing the written test. Both courses must be attended; the examination refers to topics of both courses.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development					

	Master of Science Business Administration - Accounting and Taxation:
	Supplementary Section Accounting and Taxation
	Master of Science Mathematik:
	MA Business and Economics Sciences Mathematics
	Master of Science Economics:
	Supplementary Section
	Master of Science Wirtschaftsmathematik:
	MA Business and Economics Sciences Mathematics
	Master of Science International Management:
	Core and Advanced Section International Management
	Supplementary Section International Management
	Master of Science Business Administration - Finance:
	Specialization Section Finance
	Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:
	Supplementary Section Business Education
	Master of Science Geographie:
	Business Administration Master Geography
	Master of Arts Regionalstudien China - Betriebswirtschaftslehre:
	Business Administration Master Regional Studies China
9	Module Manager
	UnivProf. Dr. Dieter Hess
	UnivProf. Dr. Alexander Kempf
	Dr. Alexander Pütz
10	Miscellaneous

<b>lodule Co</b> 259SFIMa		<b>Workload</b> 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses a) Insurance Economics b) Risk Management (2. Term)			Contact Hours a) 60h b) 60h	Self- Studies a) 120h b) 120h	Course Language a) English b) English	
2	Module content  1. Risk Manage  • Risk control of  • Risk and risk of  • Management  • Management  • Management  2. Insurance Ecce  • Insurance der  • Production the  • Market balance  • Basics of sect  • Claim settleme	Module Content  1. Risk Management  Risk control on perfect and imperfect financial markets  Risk and risk measures  Management of liquidity risk  Management of interest rate risk  Management of default risk  2. Insurance Economics  Insurance demand theory  Production theory in insurance  Market balance in regard to information symmetry and asymmetry  Basics of sector-specific tariff calculation and reserve creation  Claim settlement  Introduction to solvency standards					
3	Students analyse vario apply risk me assess regula are familiar w assess instru analyse insur can explain ir assess the in	Learning Objectives Students analyse various risk measures in terms of effective risk/return management apply risk measures to decision-making problems in bank operations assess regulatory standards intended to limit risk are familiar with the methods for measuring market and default risks assess instruments for controlling market and default risks analyse insurance supply and demand can explain information symmetry and asymmetry assess the institutional parameters for insurance markets calculate premiums and reserves in life and indemnity insurance.					
4	Teaching and L lecture practice						
5	Module Entry F						
6	1	Mode of End-Of-Module Examination Written test: PO					
7		Prerequisites for Awarding of Credit Points  Passing the written test. Both courses must be attended; the examination refers to topics of both courses.					
8	Other Program	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:					

10	Miscellaneous
9	Module Manager UnivProf. Dr. Thomas Hartmann-Wendels UnivProf. Dr. Heinrich R. Schradin
	Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
	Master of Science Geographie:  Business Administration Master Geography
	Supplementary Section Business Education
	Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:
	Specialization Section Finance
	Master of Science Business Administration - Finance:
	Supplementary Section International Management
	Master of Science International Management:
	MA Business and Economics Sciences Mathematics
	Master of Science Wirtschaftsmathematik:
	Supplementary Section Health Economics
	Master of Science Gesundheitsökonomie:
	Supplementary Section
	MA Business and Economics Sciences Mathematics  Master of Science Economics:
	Master of Science Mathematik:  MA Business and Economics Sciences Mathematics
	Supplementary Section Accounting and Taxation
	Master of Science Business Administration - Accounting and Taxation:
	Supplementary Section Corporate Development
	Master of Science Business Administration - Corporate Development:
	Supplementary Section Marketing
	Master of Science Business Administration - Marketing:
	Supplementary Section Information Systems
	Master of Science Information Systems:

Speciali	sation Module	Fillance					
Module Code 1259SMFi09		<b>Workload</b> 180h	ECTS Credits	Module Language German and English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Fixed Income M	anagement	•	Contact Hours 60h	Self- Studies 120h	Course Language English	
2	Module Content  • Market for Fixed Income securities  • Trading strategies  • Types of bonds and risk factors  • Yield curves  • Bond valuation and management  • Interest rate derivatives						
3	Students outline how th analyse vario value bonds a calculate the weigh the ant risk managemen compare port answer critica work on pract class.	outline how the Fixed Income market operates analyse various investment styles and their prospects of success value bonds and bond portfolios calculate the risks involved in bonds weigh the anticipated return against the risk taken in order to ensure professional and responsi risk management compare portfolio management strategies answer critical questions confidently work on practical exercises in small groups to discuss the knowledge and methods learned in class agree on suitable methods for solving the practical exercises within the small groups and justify					
4	Teaching and L lecture practice	∟earning Meth	nods				
5	Module Entry F	-	n Module Financia	l Theory			
6	1	Mode of End-Of-Module Examination Written test: WT (60)					
7	Prerequisites for Awarding of Credit Points Passing the written test.						
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development						

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<b>Module Code</b> 1259SMFi10		<b>Workload</b> 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Insurance			Contact Hours 60h	Self- Studies 120h	Course Language German	
2	Part A: Reinsur Reinsurance a Forms of tradi Financial Rein Alternative Ris Part B: Manage Management Construction of	Module Content Part A: Reinsurance and ART Reinsurance and Alternative Risk Transfer Forms of traditional Reinsurance Financial Reinsurance Alternative Risk Transfer Part B: Management of groups and mutual principle Management of groups and mutual principle Construction of insurance groups Risk Management and insurance groups					
3	analyse curre assess and d discuss scien	dvanced, spec nt questions a iscuss findings tific topics in a	cialized theories / ind challenges in the sand research research research researchessional mane evelopments in fin-	he area of finar sults of specializ ner and approp	nce. zed theories / n	nethods.	
4	Teaching and L lecture practice						
5	Module Entry R	-					
6	Mode of End-O Written test: WT		mination				
7	-	_	of Credit Points courses must be a	attended; the ex	xamination refe	ers to topics of both	
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Mathematik:     MA Business and Economics Sciences Mathematics						

	Master of Science Economics:     Supplementary Section  Master of Science Wirtschaftsmathematik:     MA Business and Economics Sciences Mathematics  Master of Science Business Administration - Finance:     Specialization Section Finance     Supplementary Section Finance  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education
9	Module Manager UnivProf. Dr. Heinrich R. Schradin
10	Miscellaneous

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<b>Module Code</b> 1259SMFi07		<b>Workload</b> 180h	6	Module Language German and English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Rechnungslegur nehmen nach H	-	herungsunter-	Contact Hours 30h	Self- Studies 60h	Course Language German		
2	Accounting sy     Sources of lav     HGB, IAS/IFR	Module Content  • Accounting systems  • Sources of law  • HGB, IAS/IFRS accounting methods  • Full fair value accounting						
3	Students analyse insur value claims i explore the in	Learning Objectives Students analyse insurance companies' annual financial statements based on different accounting rules value claims reserves, claims equalization reserves and actuarial reserves explore the impact of different accounting rules on how balance sheet items are valued implement risk-based auditing strategies for insurance companies.						
4	Teaching and L lecture practice							
5	1	Module Entry Requirements no recommendations						
6	Mode of End-O Written test: WT		amination					
7		Prerequisites for Awarding of Credit Points Passing the written test.						
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Mathematik:     MA Business and Economics Sciences Mathematics  Master of Science Economics:     Supplementary Section  Master of Science Wirtschaftsmathematik:     MA Business and Economics Sciences Mathematics  Master of Science Business Administration - Finance:     Specialization Section Finance							

	Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Geographie: Business Administration Master Geography Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Heinrich R. Schradin
10	Miscellaneous

Specialisation module Finance 8							
Module Co 1259SMFi0	de	Workload 180h	ECTS Credits	Module Availability every 2nd term - sum-	<b>Duration</b> 1 Term		
1	Courses Asset Managem	nent		Contact Hours 60h	mer term Self- Studies 120h	Course Language English	
2	Investment pro	Module Content  Investment process and design of equity funds Trading strategies for equity funds Risk factors					
3	Students outline the ins analyse vario value stock, b calculate the weigh the ant risk managemer compare port answer critica work on pract class.	outline the institutional framework related to asset management analyse various investment styles and their prospects of success value stock, bonds and combined stock/bond portfolios calculate the risks involved in stocks and bonds weigh the anticipated return against the risk taken in order to ensure professional and responsible risk management compare portfolio management strategies answer critical questions confidently work on practical exercises in small groups to discuss the knowledge and methods learned in class agree on suitable methods for solving the practical exercises within the small groups and justify their decision.					
4	Teaching and L lecture practice	earning Meth	nods				
5	Module Entry F		n Module Financia	l Theory			
6	Mode of End-O Written test: WT		mination				
7	Prerequisites for Passing the write		of Credit Points				
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Mathematik:						

	MA Business and Economics Sciences Mathematics Master of Science Wirtschaftsmathematik:     MA Business and Economics Sciences Mathematics Master of Science International Management:     Supplementary Section International Management Master of Science Business Administration - Finance:     Specialization Section Finance     Supplementary Section Finance Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education Master of Science Geographie:     Business Administration Master Geography Master of Arts Regionalstudien China - Betriebswirtschaftslehre:     Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Alexander Kempf Dr. Alexander Pütz
10	Miscellaneous

Module Code 1259SMVB00		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability irregular	<b>Duration</b> 1 Term		
1	Courses Value-Based Ma ory and Practice	-	Insurance - The-	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	<ul> <li>Introduction in</li> <li>Insurance Ris</li> <li>Risk Modellin</li> <li>Risk Manage</li> <li>Risk-based C</li> <li>Decision-mak</li> <li>Trends and C</li> </ul>	Module Content  Introduction in Insurance Management  Insurance Risk and Production Technology  Risk Modelling and Risk Measurement  Risk Management and Shareholder Wealth  Risk-based Capital Allocation  Decision-making in a Value-Based Management Framework  Trends and Challenges in the Insurance Industry  Trends and Challenges in the Insurance Industry						
3	Students learn methods learn methods model cash fle analyze the ri assess differe assess differe	Learning Objectives Students learn methods for managing and evaluating insurance companies learn methods of value-based management in insurance companies model cash flows of insurance companies analyze the risk situation of insurance companies assess different methods for calculating the capital requirements assess different methods for risk capital allocation learn fundamentals of asset liability management.						
4	Teaching and L lecture practice							
5	Module Entry R	Module Entry Requirements none						
6		Mode of End-Of-Module Examination Written test: WT (60)						
7	-	Prerequisites for Awarding of Credit Points Passing the written examination.						
8	Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Science	ce Business Amentary Section ce Information mentary Section ce Business Amentary Section ce Busin ce Business Amentary Section ce Business Amentary Section ce Bu	dministration - Su on Supply Chain M Systems: on Information Sy- dministration - Ma on Marketing dministration - Co on Corporate Dev dministration - Accon Accounting and	Management stems rketing: rporate Develo elopment counting and Ta	pment:			

	Master of Science Wirtschaftsmathematik:  MA Business and Economics Sciences Mathematics  Master of Science International Management:  Supplementary Section International Management  Master of Science Business Administration - Finance:  Specialization Section Finance  Supplementary Section Finance  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:  Supplementary Section Business Education
9	Module Manager Dr. Muhammed Altuntas UnivProf. Dr. Heinrich R. Schradin
10	Miscellaneous

Specialisation Module Selected Issues in Finance I (6 LP)							
Module Code 1259SliF01		<b>Workload</b> 180h	ECTS Credits	Module Language German	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses a) Management b) Management term)	-		Contact Hours a) 30h b) 60h	Self- Studies a) 150h b) 120h	Course Language a) German	
2	a) Management • Main contents of controlling de rate margins on mittee's capital a b) Management • Institutional Ed • Financing of I • Special Featu	Module Content  a) Management of building societies:  • Main contents of the Building and Loan Associations Act (Bauspar-kassengesetz) • Basic theo of controlling depositors groups • Risk categories relevant for building societies • Managing interrate margins on a depositor group level • Management of liquidity risks • Impact of the Basel Cormittee's capital accords on building societies  b) Management of Leasing Companies:  • Institutional Economic Analysis of Leases  • Financing of Leasing Companies  • Special Features of Accounting for Leasing Contracts  • Calculation of Net Asset Value					
3	Students analyse the the standard standar	Learning Objectives Students analyse the theoretical fundamentals of the leasing business recognise the special features of leasing in term in term of business administration assess different refinancing possibilities for leasing companies calculate net asset value in order to value leasing portfolios discuss the special features of accounting for leasing contracts apply financial controlling instruments to leasing companies' return/risk control activities develop an understanding for the managerial tasks in a leasing company					
4	Teaching and L lecture practice						
5		Module Entry Requirements No recommendations					
6		Mode of End-Of-Module Examination Written test: WT (60)					
7	1 -	Prerequisites for Awarding of Credit Points Passing the written test in one of the courses.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Business Administration - Corporate Development:						

	Supplementary Section Corporate Development Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Finance: Specialization Section Finance Supplementary Section Finance
9	Module Manager UnivProf. Dr. Thomas Hartmann-Wendels
10	Miscellaneous

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Module Code 1289MBMBA1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term
1	Courses Microeconomics	Courses Microeconomics: Game Theory			Self- Studies 120h	Course Language English
2	Module Content  Non-cooperative Game Theory  Normal form games  Extensive form games, with complete and incomplete information  Finitely and infinitely repeated games  Cooperative Game Theory  Core, Shapley-value, bargaining problem  Evolutionary game theory  Social choice theory, voting  Condorcet-paradox, Arrow-theorem					
3	Learning Objectives Students understand advanced, specialized theories / methods in the area of Game Theory assess and discuss findings and research results of specialized methods analyse data for selected scientific questions using quantitative methods communicate continuously and purposefully in diverse teams critically evaluate current social developments and develop alternative solutions use techniques of scientific work and good scientific practice.					
4	Teaching and Lecture practice					
5	Module Entry F	-	evel Microeconom	nics, Macroeco	nomics, Mather	natics
6	Mode of End-O Written test: WT		mination			
7	Prerequisites for Passing the mod	_	of Credit Points			
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:         Core and Advanced Section Supply Chain Management         Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:         Supplementary Section Political Science  Master of Science Business Administration - Finance:         Supplementary Section Finance  Master of Science Information Systems:         Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:         Supplementary Section Corporate Development  Master of Arts Regionalstudien China - Volkswirtschaftslehre:					

	Economics Master Regional Studies China Master of Science Sociology and Social Research:
	Supplementary Section Sociology and Social Research
	Master of Science International Management:
	Supplementary Section International Management
	Master of Science Business Administration - Finance:
	Core and Advanced Section Finance
	Master of Science Business Administration - Marketing:
	Core and Advanced Section Marketing
	Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:
	Economics Master Regional Studies Eastern Europe
	Master of Science Business Administration - Corporate Development:  Core and Advanced Section Corporate Development
	Master of Science Business Administration - Accounting and Taxation:
	Core and Advanced Section Accounting and Taxation
	Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre:
	Economics Master Regional Studies Latin America
9	Module Manager UnivProf. Dr. Bettina Rockenbach
10	Miscellaneous

Module Code 1289SMCP00		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability irregular	<b>Duration</b> 1 Term	
1	Courses Competition Poli	Courses Competition Policy Competition Policy Contact Hours 60h Self- Studies 120h Course Langua English				Course Language English	
2	Institutional ba     Market power:     Unilateral abuses	Module Content Institutional background: competition policy in Germany, the EU and the US Market power: theory and measurement Unilateral abuse of market power: horizontal and vertical restraints on competition Multilateral abuse of market power: cartels and implicit agreements					
3	Students recognise, ba discuss the ca assess, evalu	Learning Objectives Students recognise, based on models of competition theory, how competitive markets work discuss the causes of market power and its effects in terms of welfare economics assess, evaluate and debate cases that illustrate competition policy in practice and use competition theory to analyse them.					
4	Teaching and L lecture practice						
5	-	Module Entry Requirements No recommendations					
6		Mode of End-Of-Module Examination Written test: WT (90)					
7	· ·	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Supplet Master of Science Supplet Master of Arts P Supplet Master of Science Supplet Master of Science Supplet Master of Science Econom Master of Science Special Supplet Master of Arts R	ce Business A mentary Section Information Incontary Section Incontary	dministration - Su on Supply Chain M Systems: on Information Systems: on Political Science dministration - Find on Finance dministration - Co on Corporate Device: : in Economics on in China - Volkswire egional Studies C mathematik:	Management stems e ance: rporate Develo elopment tschaftslehre:			

	Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:
9	Module Manager UnivProf. Dr. Christoph Schottmüller
10	Miscellaneous

SpM Me	dia Economic	s					
Module Code 1289MSMEC1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses Media Economi	cs		Contact Hours 60h	Self- Studies 120h	Course Language English	
2	<ul><li>Characteristic</li><li>Cost and reve</li><li>Digital transfo</li></ul>	Module Content  Characteristics of media markets  Cost and revenue structures on media markets  Digital transformation of media markets  Political economy of media markets					
3	Students analyse curre assess and d	Learning Objectives Students analyse current questions and challenges assess and discuss findings and research results of specialised theories / methods critically evaluate current social developments and develop alternative solutions.					
4	Teaching and I lecture practice	1					
5	Module Entry F	Module Entry Requirements None					
6		Mode of End-Of-Module Examination Written test: WT (60)					
7	l l	Prerequisites for Awarding of Credit Points Passing the module examination					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:     Supplementary Section Political Science  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Economics:     Specialization Section Economics     Supplementary Section  Master of Science International Management:     Supplementary Section International Management  Master of Science Business Administration - Marketing:     Supplementary Section Marketing  Master of Science Economic Research:						
	Supple	mentary Secti	Researcn: on Economic Res ftspädagogik/Lehr		collegs:		

	Supplementary Section Business Education
9	Module Manager UnivProf. Dr. Johannes Münster
10	Miscellaneous

CM Health Economics III						
Module Code 1282MBHHE3		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Information prob	Courses Information problems in healthcare markets Information problems in healthcare markets  Contact Hours 5tudies 120h  Course Lang English				Course Language English
2	Relevant play     Relationships	Module Content Relevant players on these markets, their goals and factors influencing decisions Relationships between the players and implications in terms of health care market design Analysis of existing health care systems in Europe and the rest of the world				
3	Students analyse curre assess and di justify and de	Learning Objectives Students analyse current questions and challenges assess and discuss findings and research results of specialized theories / methods justify and defend (independently developed) positions or problem solutions critically evaluate current social developments and develop alternative solutions.				
4	Teaching and L lecture practice					
5	Module Entry R	Module Entry Requirements none				
6	1	Mode of End-Of-Module Examination Written test: WT (60)				
7	·	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:     Supplementary Section Political Science  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Economics:     Specialization Section Economics     Supplementary Section  Master of Science Gesundheitsökonomie:     Core and Advanced Section Health Economics  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education					
	Master of Science	ce Economic R				

9	Module Manager UnivProf. Dr. Christoph Schottmüller	
10	Miscellaneous	

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<b>Module Code</b> 1289MSMDB3		<b>Workload</b> 180h	ECTS Credits 6	<b>Module Language</b> English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term
1	Courses Economics of In	Courses Economics of Innovation			Self- Studies 135h	Course Language English
2	Module Content Core and current research in the field Economics of Innovation: Ideas and knowledge production, adoption and diffusion of technologies Competition in product markets, market entry, innovation, and economic growth Innovation, productivity, and reallocation Intellectual property rights, science and basic research Mobility of innovators and high-skilled individuals Decision-making of inventors and entrepreneurs Artificial intelligence, automation, and digital transformation  Empirical modelling and econometric methods: Potential outcomes, treatments, assignment mechanisms, and identification of causal effects Difference-in-differences methods, methods using instrumental variables Propensity-score and matching methods, non- and semi-parametric models, machine learning				n of causal effects	
3	Learning Objectives Students understand advanced methods in the field Economics of Innovation extend and use their knowledge of econometrics, economic theory, and data sources assess and evaluate quantitative findings and research results present and discuss scientific contributions, including their own contributions are introduced to new research questions use techniques of scientific work and good scientific practice.					
4	Teaching and Learning Methods lecture practice					
5	Recommendation  Methods in the I	Module Entry Requirements Recommendation: CMs Econometrics, Microeconomics, and Macroeconomics and AM Empirical Methods in the M.Sc. Economics or the CMs Advanced Econometrics I and II, Advanced Microeconomics I, and Advanced Macroeconomics I in the M.Sc. Economic Research				
6		Mode of End-Of-Module Examination Written test: PO				
7	-	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:  Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:  Supplementary Section Political Science  Master of Science Business Administration - Finance:  Supplementary Section Finance					

	Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Economics:     Specialization Section Economics     Supplementary Section
9	Module Manager UnivProf. Dr.' Susanne Prantl
10	Miscellaneous See the relevant online systems and www.ieam.uni-koeln.de for further information.

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Module Code 1289MSMMD1		<b>Workload</b> 180h	ECTS Credits 6	<b>Module Language</b> English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term		
1	Courses Matching and M Practice	Matching and Market Design: Theory and Hours Studies English						
2	Module Conten Matching Marke		n Design with and	without monet	ary transfers			
3	Students understand le transfers analyse existi empirical analys	understand leading theoretical models of mechanism market design with and without monetary						
4	Teaching and L lecture practice							
5	1	Module Entry Requirements Recommendation: Knowledge of game theory						
6		Mode of End-Of-Module Examination Combined examination: PRES, TP						
7		Prerequisites for Awarding of Credit Points Passing the module examination						
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Arts Politikwissenschaft:     Supplementary Section Political Science  Master of Science Business Administration - Finance:     Supplementary Section Finance  Master of Science Information Systems:     Supplementary Section Information Systems  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Economics:     Specialization Section Economics     Supplementary Section  Master of Science Sociology and Social Research:     Supplementary Section Sociology and Social Research  Master of Science Economic Research:     Supplementary Section Foonomic Research							
9		er	Specialization Section Economic Research  Module Manager					

valid for students of the ER 2015 (enrolment for winter semester 2020/21 at the latest)

10 Miscellaneous

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<b>Module Co</b> 1266MSMS		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term	
1	neurship	a) Business Model Innovation and Entrepre- Hours Studies a) English					
2	The module cov products. It cons case studies, dis their own readin	Module Content  The module covers specific topics in marketing such as the management and marketing of new products. It consists of both conceptual and applied elements, including presentations by studen case studies, discussions and guest speakers from industry. Students are expected to engage ir their own reading of the literature in addition to attending lectures and participating in exercises. Furthermore, they are expected to organzie their learning processes independently.					
3	Learning Objectives Students assess and discuss findings and research results of specialized theories / methods communicate continuously and purposefully in diverse teams justify and defend (independently developed) positions or problem solutions evaluate their own action processes in self- and external reflection and identify developme tentials.					S.	
4	Teaching and L lecture practice						
5	Recommendation	Module Entry Requirements Recommendation: Basic knowledge of marketing and multivariate methods (e.g., regression analysis, analysis of variance)					
6		Mode of End-Of-Module Examination Oral examination: PRES					
7	1 -	examination	of Credit Points of one course. A c	ourse is to be	attended; the o	ral examination relate	
8	Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Educa	ce Business A mentary Secti ce Business A mentary Secti ce Business A mentary Secti ce Economics mentary Secti ce Internationa mentary Secti ution Wirtschaft mentary Secti	dministration - Su on Supply Chain M dministration - Co on Corporate Dev dministration - Ac on Accounting and : on al Management: on International M ftspädagogik/Lehr on Business Educ	Management rporate Development counting and T d Taxation anagement amt an Berufskation	pment: axation:		

	Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr.' Franziska Völckner
10	Miscellaneous  This module may consist of at least one course that takes place either until the middle of the semester (1. term) or from the middle of the semester onwards (2. term). You can find this information in the KLIPS entry of the corresponding course. The corresponding examinations of courses that take place in the 1. term are often offered in the middle of the semester.

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<b>Module Co</b> 1266MSMS		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
1	Courses a) Retailing b) Practical App	lications in Ref	ailing	Contact Hours a) 45h b) 45h	Self- Studies a) 135h b) 135h	Course Language a) English b) English	
2	The module covboth conceptual sions and guest literature in addi	Module Content  The module covers key questions and challenges of retailing strategy and operations. It consists both conceptual and applied elements, including presentations by students, case studies, discussions and guest speakers from industry. Students are expected to engage in their own reading of literature in addition to attending lectures and participating in exercises. Furthermore, they are expected to organize their learning processes independently.					
3	Students understand ac analyse curre	Learning Objectives Students understand advanced, specialized theories, concepts, and methods in the domain of retailing analyse current questions and challenges in the area of retailing assess and discuss findings and research results of specialized theories / methods.					
4	Teaching and L lecture practice						
5	Module Entry R Recommendation	-	ledge of marketin	g			
6	Mode of End-O Written test: WT		mination				
7	Passing the writ	Prerequisites for Awarding of Credit Points  Passing the written examination of one course. A course is to be attended; the written examination relates to the content of one course.					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science Economics:     Supplementary Section  Master of Science International Management:     Core and Advanced Section International Management  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education  Master of Science Business Administration - Marketing:     Specialization Section Marketing  Master of Arts Regionalstudien China - Betriebswirtschaftslehre:     Business Administration Master Regional Studies China						

9	Module Manager UnivProf. Dr. Werner Reinartz
10	Miscellaneous  This module may consist of at least one course that takes place either until the middle of the semester (1. term) or from the middle of the semester onwards (2. term). You can find this information in the KLIPS entry of the corresponding course. The corresponding examinations of courses that take place in the 1. term are often offered in the middle of the semester.

<b>Op</b>	rketing in Spe		<u> </u>	T	1	ı	
Module Code 1266MSMSC3		<b>Workload</b> 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
1	Courses Services and Me	edia Marketing		Contact Hours 45h	Self- Studies 135h	Course Language English	
2	The module cor guest speakers exercises, stude	Module Content  The module contains conceptual and applied elements, including discussions and presentations guest speakers from the world of marketing. In addition to attending lectures and participating in exercises, students are required to organise their own learning and working processes independ ly and self-responsibly.					
3	Students analyse curre services assess and di	analyse current questions and challenges associated with the management of specific product					
4	Teaching and L lecture practice	1					
5	· ·	Module Entry Requirements Recommendation: Basic knowledge of multivariate methods					
6	Mode of End-O Written test: WT		mination				
7		Prerequisites for Awarding of Credit Points Passing the module examination					
8	Supple Master of Science Supple Master of Educate Supple Master of Science Supple Master of Educate Supple Master of Science	ce Business Armentary Section Business Armentary Section Business Armentary Section Economics: mentary Section Business Armentary Section Business Armentary Section Wirtschaft mentary Section Business Armentary Section Business Armentary Section Business Armization Section Sect	dministration - Su on Supply Chain M dministration - Co on Corporate Dev dministration - Acc on Accounting and on sökonomie: on Health Economal Management: on International M tspädagogik/Lehra on Business Educ dministration - Man n Marketing	Management rporate Develoelopment counting and T d Taxation anagement amt an Berufskation rketing:	axation:		

9	Module Manager UnivProf. Dr. Marc Fischer
10	Miscellaneous  This module may consist of at least one course that takes place either until the middle of the semester (1. term) or from the middle of the semester onwards (2. term). You can find this information in the KLIPS entry of the corresponding course. The corresponding examinations of courses that take place in the 1. term are often offered in the middle of the semester.

and Managem	ent					
ode IG1	Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	<b>Duration</b> 1 Term	
Courses Brand Managen	nent		Contact Hours 45h	Self- Studies 135h	Course Language English	
The module covboth conceptual sions and guest literature in addi	vers key quest and applied e speakers from tion to attendir	by students, cand to engage in t	ase studies, discus- heir own reading of the			
Learning Objectives Students understand advanced, specialized marketing theories, concepts, and methods in the domain brand management assess and discuss findings and research results of specialized marketing theories, concept methods in the domain of brand management act responsibly considering ecological, social and ethical criteria.						
Teaching and L lecture practice						
Recommendation	Module Entry Requirements Recommendation: Basic knowledge of marketing and multivariate methods (e.g., regression and sis, analysis of variance)					
		mination				
	_					
Master of Science Supple Master of Educate Supple Master of Arts Master of Arts Master of Master of Master M	ce Business Amentary Section Business Amentary Section Business Amentary Section Economics: mentary Section Economics attion Wirtschaft mentary Section Wirtschaft mentary Section Mirtschaft mentary Mir	dministration - Supply Chain Mon Supply Chain Modministration - Coordinate Device on Accounting and International Mon Business Educination and Economic	Management rporate Develoelopment counting and T d Taxation anagement amt an Berufskation	opment: axation:		
,	Courses Brand Managen  Module Content The module content The module content The module content Sions and guest literature in addit pected to organi  Learning Object Students understand and brand managem assess and destend methods in the content of th	Courses Brand Management  Module Content The module covers key quest both conceptual and applied e sions and guest speakers from literature in addition to attendir pected to organise their learning pected to organise their learning pected to organise their learning methods in the domain of brand management.  assess and discuss findings methods in the domain of brand material material methods in the domain of brand methods in the domain of brand material methods in the domain of	de G1 Workload 180h ECTS Credits 6  Courses Brand Management  Module Content The module covers key questions and challeng both conceptual and applied elements, including sions and guest speakers from industry. Studen literature in addition to attending lectures and papected to organise their learning processes inde Learning Objectives Students understand advanced, specialized marketing brand management assess and discuss findings and research resmethods in the domain of brand management act responsibly considering ecological, social  Teaching and Learning Methods lecture practice  Module Entry Requirements Recommendation: Basic knowledge of marketing sis, analysis of variance)  Mode of End-Of-Module Examination Written test: WT (60)  Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Su Supplementary Section Supply Chain Master of Science Business Administration - Co Supplementary Section Corporate Dev Master of Science Business Administration - Ac Supplementary Section Accounting and Master of Science Economics: Supplementary Section Accounting and Master of Science Economics: Supplementary Section International Master of Science International Management: Supplementary Section Business Education Wirtschaftspädagogik/Lehr.	de G1	de G1	

	Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr.' Franziska Völckner
10	Miscellaneous  This module may consist of at least one course that takes place either until the middle of the semester (1. term) or from the middle of the semester onwards (2. term). You can find this information in the KLIPS entry of the corresponding course. The corresponding examinations of courses that take place in the 1. term are often offered in the middle of the semester.

SpM Sel	ected Issues	in Marketii	ng				
Module Code 1266MSSIM1		<b>Workload</b> 180h	ECTS Credits	Module Language English	Module Availability irregular	<b>Duration</b> 1 Term	
1	Courses Selected Issues	in Marketing		Contact Hours 45h	Self- Studies 135h	Course Language English	
2	Module Conten Current marketi						
3	Students understand a	Learning Objectives Students understand advanced, specialized theories / methods in the area of marketing analyse current questions and challenges in the area of marketing.					
4	lecture practice seminar	practice					
5	- I	Module Entry Requirements Recommendation: Basic knowledge of marketing and multivariate methods					
6		Mode of End-Of-Module Examination Combined examination: PRES, TP					
7		Prerequisites for Awarding of Credit Points Passing the module examination					
8	Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education  Master of Science Business Administration - Marketing:     Specialization Section Marketing  Master of Arts Regionalstudien China - Betriebswirtschaftslehre:     Business Administration Master Regional Studies China						
9	Module Manage Area Marketing						
10	Miscellaneous						

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o <b>de</b> PF1	<b>Workload</b> 180h	6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
Courses Marketing Perfo	Courses Marketing Performance Management  Contact Hours 45h  Course Language English						
The module dea ceptual and app world of marketi independently a	Module Content  The module deals with central questions of marketing performance management and includes c ceptual and applied elements, including presentations by guest speakers and discussions from the world of marketing. Students are required to organise their own learning and working processes independently and self-responsibly in addition to attending lectures and participating in exercises addition, it is expected that students read the related literature.						
Students analyse curre activities in finar assess and d methods in the o	analyse current questions and challenges that arise when quantifying and evaluating marketin activities in financial terms assess and discuss findings and research results of specialised marketing theories, concepts methods in the domain of marketing performance management.						
Teaching and L lecture practice	1						
1	-	edge of marketin	g and multivaria	ate methods			
		mination					
-	_						
Other Programmes that Use the Module  Master of Science Business Administration - Supply Chain Management:     Supplementary Section Supply Chain Management  Master of Science Business Administration - Corporate Development:     Supplementary Section Corporate Development  Master of Science Business Administration - Accounting and Taxation:     Supplementary Section Accounting and Taxation  Master of Science International Management:     Supplementary Section International Management  Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:     Supplementary Section Business Education  Master of Arts Medienwissenschaft:     MA Media Management and Economics  Master of Science Business Administration - Marketing:     Specialization Section Marketing  Master of Arts Regionalstudien China - Betriebswirtschaftslehre:							
	Courses Marketing Perform  Module Conter The module de ceptual and appropriet independently a addition, it is expected by the content of the	Courses Marketing Performance Manage  Module Content The module deals with central ceptual and applied elements, world of marketing. Students a independently and self-respondidition, it is expected that stu  Learning Objectives Students analyse current questions an activities in financial terms assess and discuss findings methods in the domain of mark act responsibly considering  Teaching and Learning Metholecture practice  Module Entry Requirements Recommendation: basic knowled Mode of End-Of-Module Examination  Written test: WT (60)  Prerequisites for Awarding of Passing the module examination  Other Programmes that Use Master of Science Business Active Supplementary Section Master of Science International Supplementary Section Master of Science International Supplementary Section Master of Education Wirtschaft Supplementary Section	Courses Marketing Performance Management  Module Content The module deals with central questions of mar ceptual and applied elements, including present world of marketing. Students are required to orgindependently and self-responsibly in addition to addition, it is expected that students read the re  Learning Objectives Students analyse current questions and challenges that activities in financial terms assess and discuss findings and research resmethods in the domain of marketing performanc act responsibly considering ecological, social  Teaching and Learning Methods lecture practice  Module Entry Requirements Recommendation: basic knowledge of marketing Written test: WT (60)  Prerequisites for Awarding of Credit Points Passing the module examination  Other Programmes that Use the Module Master of Science Business Administration - Su Supplementary Section Supply Chain Master of Science Business Administration - Ac Supplementary Section Corporate Dev Master of Science Business Administration - Ac Supplementary Section Accounting and Master of Science International Management: Supplementary Section International Master of Education Wirtschaftspädagogik/Lehr. Supplementary Section Business Educ	Courses   Marketing Performance Management   Contact Hours   45h	Module   Module   ECTS Credits   English   Module   Availability   every 2nd   term - winter   term   winter   term		

9	Module Manager UnivProf. Dr. Marc Fischer
10	Miscellaneous This module may consist of at least one course that takes place either until the middle of the semester (1. term) or from the middle of the semester onwards (2. term). You can find this information in the KLIPS entry of the corresponding course. The corresponding examinations of courses that take place in the 1. term are often offered in the middle of the semester.

stomer Manag	gement					
Module Code 1266MSCMG1		ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	<b>Duration</b> 1 Term	
Courses Customer Mana	gement		Contact Hours 45h	Self- Studies 135h	Course Language English	
The module covboth conceptual sions and guest literature in addi	Module Content  The module covers key questions and challenges of customer management (CRM). It consists of both conceptual and applied elements, including presentations by students, case studies, discussions and guest speakers from industry. Students are expected to engage in their own reading of the literature in addition to attending lectures and participating in exercises. Furthermore, they are expected to organize their learning processes independently.					
Students understand accustomer manag analyse curre assess and di	Learning Objectives Students understand advanced, specialized marketing theories, concepts, and methods in the domain of customer management analyse current questions and challenges in the area of customer management assess and discuss findings and research results of specialized theories / methods act responsibly considering ecological, social and ethical criteria.					
Teaching and L lecture practice	1.5.5					
1	Module Entry Requirements Recommendation: Basic knowledge in marketing					
	Mode of End-Of-Module Examination Written test: WT (60)					
Prerequisites for Awarding of Credit Points Passing the module examination						
Master of Science Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Educate Supple Master of Arts M	ce Business A mentary Section ce Business A mentary Section ce Business A mentary Section mentary Section ation Wirtschaft mentary Section Medienwissens	dministration - Su on Supply Chain M dministration - Co on Corporate Dev dministration - Acc on Accounting and al Management: on International M tspädagogik/Lehra on Business Educ chaft:	Management rporate Develo elopment counting and T d Taxation anagement amt an Berufskeation	pment: axation:		
	Courses Customer Mana  Module Content The module content The module content Sions and guest literature in adding pected to organi  Learning Object Students understand and customer manage analyse curres assess and described in act responsib  Teaching and Lecture practice  Module Entry For Recommendation  Mode of End-Omega Written test: WT  Prerequisites for Passing the mode of Science Supplement Supplem	Courses Customer Management  Module Content The module covers key quest both conceptual and applied e sions and guest speakers from literature in addition to attending pected to organize their learning.  Learning Objectives Students understand advanced, spectustomer management analyse current questions a assess and discuss findings act responsibly considering.  Teaching and Learning Methelecture practice  Module Entry Requirements Recommendation: Basic known Mode of End-Of-Module Examination Recommendation: Basic known Mode of End-Of-Module Examination Passing the module examination Passing the module examination Supplementary Section Master of Science Business A Supplementary Section Master of Science International Supplementary Section Master of Education Wirtschaft Supplementary Section Master of Arts Medienwissens	Courses Customer Management  Module Content The module covers key questions and challeng both conceptual and applied elements, including sions and guest speakers from industry. Studen literature in addition to attending lectures and papected to organize their learning processes index students understand advanced, specialized marketing customer management analyse current questions and challenges in total seasons and discuss findings and research r	Courses   Customer Management   Contact Hours   45h	de MGI  Module 180h  BCTS Credits 6	

9	Module Manager UnivProf. Dr. Werner Reinartz
10	Miscellaneous This module may consist of at least one course that takes place either until the middle of the semester (1. term) or from the middle of the semester onwards (2. term). You can find this information in the KLIPS entry of the corresponding course. The corresponding examinations of courses that take place in the 1. term are often offered in the middle of the semester.

<b>Module Code</b> 1014SAEr01		<b>Workload</b> 360h	ECTS Credits 12	Module Language	Module Availability every term	<b>Duration</b> 1 Term			
1	Courses			Contact Hours	Self- Studies	Course Language			
2		Module Content Depends on chosen course							
3	Students describe appr tional perspective explain intern ence discuss and c and social science develop new	describe approaches to business administration, economics and social sciences from an international perspective explain international issues in the areas of business administration, economics and social science discuss and compare different theories and approaches in business administration, economics							
4		Teaching and Learning Methods depending on course choice							
5		Module Entry Requirements No recommendations							
6		Mode of End-Of-Module Examination TR - depending on course selection							
7	· ·	Prerequisites for Awarding of Credit Points Depends on chosen course							
8	Supple Master of Science Supple Master of Science Supple Master of Arts P Supple Master of Science Supple Master of Educate Supple Master of Science Supple	ce Business Admentary Section ce Economics: mentary Section ce Sociology at mentary Section ce Business Admentary Section Wirtschaft mentary Section Ce Information mentary Section ce Business Admentary Section ce Economic Section ce Business Admentary Section ce Economic Sect	dministration - Su on Supply Chain M on on Social Resear on Sociology and naft: on Political Science dministration - Fin on Finance spädagogik/Lehra on Business Educa Systems: on Information Systems: on Information - Ma on Marketing dministration - Co on Corporate Dev	Management ch: Social Researc ee ance: amt an Berufsk ation stems rketing: rporate Develogelopment	ollegs:				
	Master of Science	Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation							

9	Module Manager
10	Miscellaneous Language: can be held in English or in any language offered at the host university. This module can be studied at a higher education institution in another country. There is a standardised crediting procedure for such cases. Information about course crediting (deadlines and procedures) can be obtained from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungwiso.uni-koeln.de/) This module can also be taken as part of a summer school organised by the WiSo Faculty. In this case, students must register for the examination in accordance with the rules of the WiSo Faculty prior to embarking on the module.

					1			
Module Code 1014SAEr02		<b>Workload</b> 360h	ECTS Credits 12	Module Language	Module Availability every term	<b>Duration</b> 1 Term		
1	Courses			Contact Hours	Self- Studies	Course Language		
2		Module Content Depends on chosen course						
3	Students describe appr tional perspective explain internence discuss and county and social science develop new i	describe approaches to business administration, economics and social sciences from an international perspective explain international issues in the areas of business administration, economics and social science discuss and compare different theories and approaches in business administration, economics and social science develop new intellectual perspectives with regard to their own education are better equipped to deal with the dynamic, global dimensions of their professional future in an						
4	1	Teaching and Learning Methods depending on course choice						
5		Module Entry Requirements No recommendations						
6		Mode of End-Of-Module Examination TR - depending on course selection						
7	1 -	Prerequisites for Awarding of Credit Points Depends on chosen course.						
8	Supple Master of Science Supple Master of Arts P Supple Master of Science Supple Master of Educate Supple Master of Science Supple	ce Business Ac mentary Section ce Sociology and mentary Section colitikwissensch mentary Section ce Business Ac mentary Section ce Information mentary Section ce Business Ac mentary Section ce Business Ac mentary Section ce Business Ac mentary Section	Iministration - Sun Supply Chain Mond Social Resear on Sociology and paft:  Imministration - Finding Finance  Impinistration - Finance  Impinistration Education  Impinistration Systems:  Imministration - Maininistration - Maininistration - Maininistration - Maininistration - Maininistration - Maininistration - Systems:	Management ch: Social Research e ance: amt an Berufsk ation stems rketing: rporate Develoelopment	ch ollegs: pment:			

9	Module Manager
10	Miscellaneous  Language: Can be offered in English or in any language possible at the host university. This module can be studied at a higher education institution in another country. There is a standardised crediting procedure for such cases. Information about course crediting (deadlines and procedures) can be obtained from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungwiso.uni-koeln.de/) This module can also be taken as part of a summer school organised by the WiSo Faculty. In this case, students must register for the examination in accordance with the rules of the WiSo Faculty prior to embarking on the module.

# 3.6.4 Masterthesis

Master 1	Thesis in Busine	ess Admini	stration				
Module Code 1015MaBA00		<b>Workload</b> 900h	ECTS Credits 30	Module Language German and English	Module Availability every term	<b>Duration</b> 1 Term	
1	Courses			Contact Hours	Self- Studies	Course Language	
2	The topic of the specialisation setion. If the topic	Module Content  The topic of the master's thesis on the Business Administration programme must come from the specialisation section or from the subject group taken by the candidate in the supplementary section. If the topic relates to the supplementary section, the candidate must already have accumulated 18 ECTS credits in said supplementary section.					
3	Students are familiar w of it through thei identify quest work on these formulate thei research draw up a res organise and independently discuss theori sons with an inte	are familiar with current debate on international management theory and methods and make use of it through their own independent research work.  identify questions and issues that meet academic requirements.  work on these questions independently, using the main primary and secondary literature.  formulate theoretical and methodical (qualitative and/or quantitative) approaches to academ-ic research.  draw up a research plan and implement it independently.  organise and design an academic research process.  independently collect relevant data and evaluate them in a methodically competent manner.  discuss theoretical and methodical problems in depth with teaching staff, other students and persons with an interest in the field.  critically assess research findings and derive conclusions from them that are relevant to re-search					
4	Teaching and L Master's Thesis	Teaching and Learning Methods Master's Thesis					
5		Module Entry Requirements 60 ECTS credits obtained					
6		Mode of End-Of-Module Examination Written test 6 months					
7	·	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Master Master of Science Master Master of Science Master Master of Science Master	ce Business A Thesis ce Business A thesis ce Business A thesis ce Business A thesis	the Module dministration - Su dministration - Fin dministration - Ma dministration - Co dministration - Acc	ance: rketing: rporate Develo	oment:		

	Master Thesis
9	Module Manager AD Dr. Johannes Antweiler
10	Miscellaneous The master's thesis may be written in German or English.