FACULTY OF MANAGEMENT, ECONOMICS AND SOCIAL SCIENCES

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

INTERNATIONAL MANAGEMENT

MASTER OF SCIENCE

IN ACCORDANCE WITH THE EXAMINATION REGULATIONS FOR THE SINGLE MAJOR MASTER PROGRAMME IN INTERNATIONAL MANAGEMENT



Academic Director	Prof. Dr. Marc Fischer
Programme Director	Prof. Dr. Marc Fischer
Editor	Vice Dean of Studies Department - WiSo Faculty
Student Services	WiSo-Student Service Point (WiSSPo) +49 (0) 221 / 470 - 8818 www.wiso.uni-koeln.de/enquiry
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List of abbreviations

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

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1 Master in International Management (CEMS MIM)

The Master in International Management (CEMS MIM) prepares students for the challenges of international competition. The aim of the programme is for students to gradually amass a profound knowledge of the subjects covered as well as acquiring social skills and the ability to seamlessly transfer research findings into practice. Cooperation in and with intercultural teams plays a pivotal role on the programme, and the focus is on a career in a multinational or global company or institution.

In line with these objectives, the programme has an international outlook and places a strong emphasis on application in practice. In addition to subjects, skill seminars and business projects that take an international approach, the programme includes a term at a CEMS institution of higher education in another country.

1.1 Content and objectives of the programme

An additional modern language is a required part of the curriculum. The programme includes a term abroad plus practical components, which are conducted in collaboration with businesses and enable students to apply what they have learnt. This approach ensures that they amass extensive international and practical experience. The practical nature of the programme is underlined by the Business Project (consulting project), carried out in close cooperation with a company. There are also special, compulsory seminars on leadership and social skills. As well as learning the basics of international management, the students specialise in another area of Business Administration or Economics offered at the University of Cologne.

1.2 Requirements

To be accepted for this master programme, applicants must have successfully completed a bachelor programme, on which they earned at least 180 ECTS credits, or an equivalent programme. They must have obtained an overall mark of at least 2,5 upon completion of said programme. The programme must also meet the following requirements:

- at least 16 ECTS credits in the field of Economics and at least 48 ECTS credits in the field of Business Administration and/or Management Studies, plus
- at least 10 ECTS credits in the field of Statistics and/or Mathematics (methodological expertise only, no user expertise).

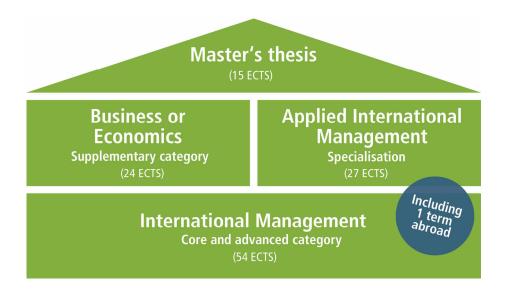
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As today's international business environment requires the ability to communicate in English, the programme is delivered entirely in English. Students must prove that they have C1 Level English skills and a command of a second foreign language defined by **CEMS**.

In addition to the result of the bachelor programme or the programme recognised as equivalent, the selection process is based on the result of an aptitude test (English-language TM-WISO or GMAT) and a selection interview conducted in English.

1.3 Programme structure

The programme is divided into four terms. Students spend the first two terms in Cologne, where they learn the basics of international management. In the second year, one of the terms is spent on a compulsory placement at one of the CEMS academic partner institutions. Which term this is depends on capacity. Individual study plans vary depending on which term the student spends abroad (see the curriculum shown in 3.1).



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1.4 Integrated Study Abroad Semester: Process

An integral part of the study programme is the provision of part of the credit points abroad at one of the CEMS partner universities. The WiSo Faculty is part of the CEMS network with 31 CEMS partner universities worldwide, which forms the basis for numerous international activities and offers an attractive portfolio of international study opportunities and exchange programmes.

Students of the CEMS MIM Master's programme spend their second semester abroad and are free of tuition fees. The allocation of the semester abroad takes place in January of the first academic year. The selection is based on the personal scores of the Master's application and the preference list of the respective students. The number of foreign semester slots per CEMS University depends on the annual slot availability. You can find the exact step-by-step procedure for the distribution of semesters abroad in this **document**.

The <u>CEMS Office Cologne (ZIB WiSo)</u> coordinates all activities concerning international cooperation and exchange for CEMS students. The CEMS Core Courses completed abroad and certain courses in the field of the electives are credited by the examination office of the WiSo Faculty upon application to the CEMS Office Cologne. The respective study plan depends on the semester studied abroad (see study plan in 3.1).

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1.5 Sample study plan

1st yea	1st year: International Management at UoC								
Term	EC/ CC	Module	Section	ECTS					
1	CC	CM Supply Chain Management	Core and advanced	6					
1	CC	CM Corporate Development	Core and advanced	6					
1	CC	CM International Financial Management	Core and advanced	6					
1	EC	1-2 modules from the supplementary section	Supplementary	12					
			Т	otal: 30					
2	EC	1-2 modules from the supplementary section	Supplementary	12					
2	CC	CM CEMS Case Studies	Specialisation	12					
			Т	otal: 24					
2 nd yea	r: CEM	S year (semester abroad in term 3 or 4)							
3	CC	SpM CEMS Global Strategy	Core and advanced	6					
3	CC	SpM CEMS Leadership and Business Skills*	Core and advanced	6					
3	EC	2 or 3 modules from the electives	Core and advanced	12-18					
(3	CC	Master's thesis	Master's thesis	15)					
			Tota	l: 24-45					
4	CC	SpM CEMS Global Leadership	Core and advanced	6					
4	CC	SpM CEMS Business Project	Specialisation	15					
(4	EC	1 module from the electives	Core and advanced	6)					
(4	CC	Master's thesis	Master's thesis	15)					
			Total:	21 - 32					

^{*}The Core module Leadership and Business Skills consists of several seminars and must be completed during the entire CEMS year (3rd and 4th semester).

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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.

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2 Support for students

2.1 Calculation of the overall mark

The marks for each examination are determined by the respective examiners. The overall mark for the master's degree combines the marks for the various categories, weighted based on the respective number of ECTS credits attainable and each section's contribution towards the overall mark for the examinations for which marks are given. The marks for the subject categories are calculated as the mean of the examination results in line with the weighting for each examination in terms of the ECTS credits it contributes to the overall mark for the examinations in the respective section for which marks are given. If the result of a module examination is calculated based on several components, the mark is calculated based on a weighting given in the module description. 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 International Management programme, the weighting for the contributions to the overall mark are as follows:

a) Mark for core and advanced subjects: 48 of 114 ECTS credits

b) Mark for specialisations: 27 of 114 ECTS credits

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

d) Mark for master's thesis: 15 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

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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 note the opening hours and contact details on the homepage.

The <u>CEMS Office Cologne</u> helps with all topics concerning the CEMS MIM programme and gives advice on study planning, credit transfer of CEMS requirements and all other questions concerning the CEMS programme.

Further **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 WiSo-KLIPS-Support. 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 Centre</u> ("Zentrum für Internationale Beziehungen" or "ZIB") for help with any questions they have. Cologne University students preparing to study abroad

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can also contact the ZIB for support. The Centre 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 ZIB's homepage.

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 makes individual inquiries to departments/institutes and examination offices unnecessary.

The WiSo Career Service 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.

The **WiSo IT Service** 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 wiso-buero@uni-koeln.de.

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3 Curriculum and module descriptions

3.1 Core and advanced section

In accordance with section 28(1), No. 1 of the Examination Regulations, the examination candidate must obtain 54 ECTS credits in the core and advanced section.

Group	Module	ECTS	CC/EC	Required ECTS
CEMS Core	SpM CEMS Global Strategy	6	СС	36
	SpM CEMS Global Leadership	6	СС	
	CM Supply Chain Management	6	СС	
	SpM CEMS Leadership and Business Skills	6	СС	
	CM Corporate Development	6	СС	
	CM International Financial Management	6	СС	
Elective	SpM Business Ethics	6	EC	18
	SpM Strategic Management	6	EC	
	CM Personal Development	6	EC	
	Specialisation module Competition Policy	6	EC	
	SuM Advanced Economic Psychology II	6	EC	
	SuM Advanced Economic Psychology I	6	EC	
	SuM Introduction to Economic Psychology	12	EC	
	SpM Selected Issues in International Management I	6	EC	
	SpM Selected Issues in International Management II	6	EC	
	SpM Marketing in Specific Contexts II	6	EC	
	Specialisation Module Financial Theory	12	EC	
	Specialisation Module Operative Supply Chain Planning	6	EC	
	Specialisation Module Project Management	6	EC	
	SpM Digital Strategy and Marketing	6	EC	
	Studies Abroad in Management I (Master)	6	EC	
	Studies Abroad in Management II (Master)	6	EC	
	Studies Abroad in Management III (Master)	6	EC	

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3.2 Specialisation section

In accordance with section 28(1), No. 2 of the Examination Regulations, the examination candidate must obtain 27 ECTS credits in the specialisation section.

Group	Module	ECTS	CC/EC	Required ECTS
CEMS Exclusives	SpM CEMS Business Project	15	СС	27
	CM Case Studies	12	СС	

3.3 Supplementary section

In accordance with section 28(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	ECTS	CC/EC	Required ECTS
Accounting, Taxation and Finance	SpM Controlling I	6	EC	24
rillance	SpM Controlling II	6	EC	
	SpM Advanced Accounting	6	EC	
	SpM Selected Issues in Accounting & Taxation I		EC	
Specialisation Module Financial Theory		12	EC	
Specialisation Module Financial Institutions Management		12	EC	
Specialisation Module Finance 2		6	EC	
	Specialisation Module Value-Based Management in Insurance	6	EC	
	Specialisation Module Finance 6	6	EC	
	Specialisation module Finance 8	6	EC	
Corporate Development	SpM Business Ethics	6	EC	24
	SpM Strategic Human Resource Management	6	EC	
	SpM Strategic Management	6	EC	
	CM People Analytics & Econometrics	6	EC	
	SpM Strategic Development	6	EC	
Marketing	SpM Marketing in Specific Contexts I	6	EC	24
	SpM Marketing in Specific Contexts III	6	EC	
	SpM Brand Management	6	EC	
	SpM Marketing Performance Management	6	EC	

	SpM Business Project	12	EC	
	SpM Customer Management	6	EC	
Supply Chain Management	Specialisation Module Project Management	6	EC	24
	CM Supply Chain Analytics I	6	EC	
	CM Supply Chain Analytics II	6	EC	
	SpM Selected Issues in Behavioural Supply Chain Management	6	EC	
	SpM Supply Chain Operations	6	EC	
	SpM Supply Chain Innovation	6	EC	
	SpM Service Management	6	EC	
Economics	CM Microeconomics (Business Administration)	6	EC	24
	CM Macroeconomics	6	EC	
	Specialisation Module Behavioral Economics	6	EC	
	Specialisation Module Seminar Design and Behavior	6	EC	
	Specialisation module: Seminar Markets and Institutions	6	EC	
	SuM Energy and Climate Change I	6	EC	
	SpM Media Economics	6	EC	
	Specialisation Module Seminar in Macroeconomics and Public Policy	6	EC	
	SpM Markets and Economic Policy II	6	EC	

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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.

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3.5 Master's thesis

The master's thesis, which carries 15 ECTS credits, is written towards the end of the programme. It is intended to show that the student is capable of conducting academic work and reflecting on a specific problem related to the subject matter covered by the programme, using the necessary methods and within a specified period. Students must take no longer than three months to write their master's thesis. Students have to oblige by the thesis rules and requirements of their supporting professor. Detailed information concerning the master's thesis is included in the Examination Regulations.

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.

The master's thesis must be written in English. During the first six weeks after registration of the master's thesis, students can hand in an abstract and table of contents to the corresponding department. The CEMS programme allows a partial crediting of the master thesis as a research project. Therefor students need a written confirmation from the department that they have fulfilled the requirements of the abstract and content overview within the given timeline. The students will then hand in this confirmation to the CEMS Office Cologne to receive accreditation for the CEMS certificate. These partial credits for CEMS are only valid if the master thesis is successfully completed.

For further questions, feel free to contact the CEMS Office Cologne.

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3.6 Module descriptions

3.6.1 Core and Advanced Section International Management

						l
Module Code 1289MSCGS1		Workload 180h		Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Global Strategy				Self- Studies 120h	Course Language English
2	Module Content • Key research questions in International Business Strategy • Theoretical approaches in International Business Strategy • Current developments in selected areas of International Business Strategy • Research designs and case studies in the field of International Business Strategy • Empirical and quantitative research in International Business Strategy					ategy
3	analyse curre assess and d collect, syster prepare indep communicate solve team-in justify and de discuss scien cialists present scien develop work	dvanced, specent questions and iscuss findings matize and syntementally a resecontinuously atternal conflicts fend (independent tific results in a processes for	and research res thesize independ earch design for a and purposefully in and target diverg lently developed)	sults of specializently literature of a question. In diverse teams ences indepensions or project and appropriate for the tall challenges.	on selected sci s. dently. oblem solutions oriate to the situ arget audience	entific questions. s. uation with (non-) spe
4	Teaching and L lecture seminar	earning Meth	ods			
5	Module Entry R	Requirements				
	Mode of End-Of-Module Examination Combined examination: WT (60), PRES, TP Written test: PO					
6	Written test: PO		·			
7	Prerequisites for Passing the exa	or Awarding o	of Credit Points			

9	Module Manager UnivProf. Dr. Marc Oliver Bettzüge
10	Miscellaneous

Spivi CE	MS Global Lea	adership				
Module Co 1253MSCG	GL1 180h 6 L	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Global Leadersh	nip	•	Contact Hours 60h	Self- Studies 120h	Course Language English
2	Theoretical apDevelopmentsResearch des	questions in in proaches in in the various in the various igns in intercul	tercultural manag tercultural manag disciplines involv tural managemen earch on intercult	ement ed in intercultu t	•	nt
3	Learning Objectives Students understand advanced, specialized theories / methods 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 / qualitation methods collect, systematize and synthesize independently literature on selected scientific questions prepare independently a research design for a question communicate continuously and purposefully in diverse teams solve team-internal conflicts and target divergences independently justify and defend (independently developed) positions or problem solutions discuss scientific topics in a professional manner and appropriate to the situation with (noncialists present scientific results in a way that is appropriate for the target audience act responsibly considering ecological, social and ethical criteria.					entitative / qualitative entific questions. s. uation with (non-) spe-
4	Teaching and L lecture practice	earning Meth	nods			
5	Module Entry F	Requirements				
6	Mode of End-O Combined exam					
7	Prerequisites for Awarding of Credit Points Passing the examination					
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management					
9	Module Manage UnivProf. Dr. N					
10	Miscellaneous			<u> </u>		

CM Suppl	y Chain Man	agement					
Module Code		Workload 180h	ECTS Credits	Module Language English	Duration 1 Term		
1	Courses Supply Chain Ma	anagement for	CEMS MIM	Contact Hours 45h	Self- Studies 135h	Course Language English	
2	Module Content Supply chain strategy Supply chain process design Network design Inventory management Contract design Capacity and revenue management Information processing in supply chains Behavioral Operations						
3	analyse curre assess and di communicate justify and def act responsibl	dvanced, speci nt questions ar scuss findings continuously a fend (independ y considering o	alized theories / rad challenges of sand research resently industrial developed) ecological, social developments	Strategic Supply sults of specializen diverse teams positions or pro and ethical crit	y Chain Manag zed theories / n s. oblem solutions eria.	nethods.	
4	Teaching and L lecture practice	earning Meth	ods				
5	Module Entry R	equirements					
6	Mode of End-Or Written test: PO	f-Module Exar	mination				
7	Prerequisites for Passing the example of the exampl	_	f Credit Points				
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9	Module Manage UnivProf. Dr. F						
10	Miscellaneous						

SpM CE	MS Leadershi	p and Bus	iness Skills					
Module Co 1015MSCL		Workload 180h	ECTS Credits	Module Language English	Duration 2 Terms			
1	Courses Leadership and	Business Skills	5	Contact Hours 120h	Self- Studies 60h	Course Language English		
2	Management Business skills Responsible let	Module Content • Management skills • Business skills • Responsible leadership • Business communication						
3	Students distinguish, di apply those sl communicate reflect on thei	Learning Objectives Students distinguish, discover, and analyse management skills apply those skills in topic-related case studies communicate the learnings by presenting the results of the case studies reflect on their own notions of leadership and compare them with research findings develop an understanding of the leadership role in different intercultural environments.						
4	Teaching and L	earning Meth	ods					
5	Module Entry R	tequirements						
6	Mode of End-O Combined exam							
7	Passing the exa	Prerequisites for Awarding of Credit Points Passing the examination. Part of the seminars have to be done during the term abroad at one of the CEMS partner universities.						
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9		Module Manager UnivProf. Dr. Marc Fischer						
10	Miscellaneous The seminar cor year).	Miscellaneous The seminar consists of several seminars offered throughout the CEMS year (the second master						

CM Corp	orate Develo	pment						
Module Code 1253MBCDV1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Advanced Corpo	orate Developr	nent	Contact Hours 30h	Self- Studies 150h	Course Language English		
2	Examples of top	Module Content Examples of topics that will be covered include: Management, strategy and organisation in multin tional companies, drivers of corporate development, such as company and product life cycle, disrutive innovation, dynamic capabilities, aspiration levels and performance feedback						
3	Learning Objectives Students understand advanced, specialized theories / methods in the areas of enterprise configuration and development, strategic management analyse current questions and challenges in the area of corporate development issues (strategy, organisation, HR, business ethics, etc.) 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 present scientific results in a way that is appropriate for the target audience develop work processes for real problems and challenges.							
4	Teaching and L lecture practice	earning Meth	ods					
5	Module Entry R	Requirements						
6	Mode of End-O Combined exam							
7	Prerequisites for Passing the exa	_	of Credit Points					
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management							
9	Module Manage N.N.	Module Manager						
10	Miscellaneous							

Civi Inter	national Finai	ncial Mana	agement					
Module Code 1259MBIFM1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses International Fina	ancial Manage	ement	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	Basics of InterGlobal financiaManagement of	Module Content • Basics of International Financial Management • Global financial markets and institutions • Management of FX Exposure • Management of multinational companies						
3	Learning Objectives Students understand fundamental theories and methods in the area of international finance analyse current questions and challenges in the area of international finance discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialists evaluate their own action processes in self- and external reflection and identify development potentials.							
4	Teaching and L lecture practice	earning Meth	nods					
5	Module Entry R	equirements						
6	Mode of End-Of Written test: WT		mination					
7	Prerequisites for Passing the example of the exampl	_	of Credit Points					
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9	Module Manager Area Finance							
	Miscellaneous							

SpM Bus	siness Ethics						
Module Code 1253MSBET1				Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term	
1	Courses Managing Busin Organisations	ess Ethics in M	larkets 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 making managers and employees. It draws on standard ethics theories, like teleology, deontology, virt ethics and fairness concepts. Business decisions in organisations and markets are discussed evaluated in the light of these foundations. Case studies are employed to illustrate and apply theoretical concepts.					
3	Students understand ac analyse curre assess and di solve team-in justify and dei evaluate their tentials act responsib	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 po-					
4	Teaching and L lecture practice	earning Meth.	ods				
5	Module Entry R	Requirements					
6	Mode of End-O Written test: WT		nination				
7	Prerequisites for Passing the mod	_					
8	Supple Master of Science	ce Business Ac mentary Section ce Information mentary Section ce Business Ac mentary Section ce Economics: mentary Section ce Gesundheits mentary Section	Iministration - Supon Supply Chain Management of Systems: In Information Systems - Management of Marketing Iministration - Accounting and Accounting and Sokonomie: In Health Economical Systems - Supplement of Management of Man	Management stems rketing: counting and Tale I 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.

				l				
Module Code 1253MSSMG1		Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Strategic Manag	gement (1. Terr	m)	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	FundamentalsBasic conceptBasic 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 di 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 L lecture practice	earning Meth	ods					
5	Module Entry R	Requirements						
6	Mode of End-O Written test: WT		mination					
7	Prerequisites for Passing the mod	_						
8	Supple Master of Sciend Supple Master of Sciend Supple Master of Sciend	ce Business Admentary Section ce Information mentary Section ce Business Admentary Section ce Business Admentary Section mentary Section ce Business Admentary Section ce Business Admenta	dministration - Su on Supply Chain M Systems: on Information Systeministration - Ma on Marketing dministration - Accounting and	Management stems irketing: counting and Ta				

	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

CM Perso	onal Develop	ment						
Module Code 1015MBPDV1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Personal Develo	ppment		Contact Hours 30h	Self- Studies 150h	Course Language English		
2	Models of lead Rules, process and reflection Requirements aspects of managements	Module Content Models of leadership, communication, presentation, strategy, analysis and reflection Rules, processes and techniques of communication, presentation, strategy development, analysis and reflection Requirements, influencing factors and success criteria regarding the social and methodological aspects of management tasks Challenges, difficulties and solutions for managers						
3	Students analyse the so specific situation are familiar with management tast is and reflection analyse the retise managing th evaluate their identify developred.	Learning Objectives						
4	Teaching and L	earning Meth	ods					
5	Module Entry R	Requirements						
6	Mode of End-O							
7	Prerequisites for Passing the exa	_	of Credit Points					
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9	Module Manage CEMS Program							
10	Miscellaneous							

	sation module	•	T					
Module Code 289SMCP00		Workload 180h	ECTS Credits	Module Language English	Module Availability irregular	Duration 1 Term		
1	Courses Competition Poli	су		Contact Hours 60h	Self- Studies 120h	Course Language English		
2	Institutional baMarket power:Unilateral abus	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, bas 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-On Written test: WT		mination					
7	Prerequisites for Passing the written	_	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 Econom Master of Science Special Supplet Master of Arts R	ce Business A mentary Secti- ce Information mentary Secti- colitikwissenso- mentary Secti- ce Business A mentary Secti- ce Business A mentary Secti- ce Mathematik- nics ce Economics ization Secti- mentary Secti- egionalstudier nics Master R ce Wirtschafts	dministration - Su on Supply Chain M Systems: on Information Sys haft: on Political Science dministration - Fin on Finance dministration - Co on Corporate Devict: : : n Economics on n China - Volkswir egional Studies Cl	Management stems ee ance: rporate Develo elopment				

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

SuM Advanced Economic Psychology II								
Module Code 1320MEAEP2)	Workload 180h	ECTS Credits	Duration 1 Term				
1	Courses Organisational E	I Behaviour	L	Contact Hours 30h	Self- Studies 150h	Course Language English		
2	Basic concept Situational infl Interindividual	Module Content • Basic concepts in organisational behaviour • Situational influences on organisational behaviour • Interindividual differences in organisational behaviour • Current developments in organisation research						
3	Learning Objectives Students analyse current questions and challenges in organisational behaviour assess and discuss findings and research results of specialized theories / methods collect, systematize and synthesize independently literature on selected scientific questions write an academic paper on a selected topic and achieve thereby their own scientific contribution justify and defend (independently developed) positions or problem solutions act responsibly considering ecological, social and ethical criteria use techniques of scientific work and good scientific practice.							
4	Teaching and L	earning Meth	ods					
5	Module Entry R	-	to Economic Psy	rchology				
6	Mode of End-O Combined exam							
7	Prerequisites for Passing the mod	_						
8	Other Programmes that Use the Module Master of Science International Management:							
9	Module Manager UnivProf. Dr. Erik Hölzl							
10	Miscellaneous							

SuM Advanced Economic Psychology I								
Module Code 1320MEAEP)	Workload 180h	ECTS Credits	Module Language English	Duration 1 Term			
1	Courses Consumer Beha	viour		Contact Hours 30h	Self- Studies 150h	Course Language English		
2	Basic concept Situational infl Interindividual	Module Content • Basic concepts in consumer behaviour • Situational influences on consumer behaviour • Interindividual differences in consumer behaviour • Current developments in consumer research						
3	Learning Objectives Students analyse current questions and challenges in consumer behaviour assess and discuss findings and research results of specialized theories / methods collect, systematize and synthesize independently literature on selected scientific questions write an academic paper on a selected topic and achieve thereby their own scientific contribution justify and defend (independently developed) positions or problem solutions act responsibly considering ecological, social and ethical criteria use techniques of scientific work and good scientific practice.							
4	Teaching and L	earning Meth	ods					
5	Module Entry R		to Economic Psy	rchology				
6	Mode of End-O Combined exam							
7	Prerequisites for Passing the mod	_						
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development							
9	Module Manager UnivProf. Dr. Erik Hölzl							
10	Miscellaneous							

			Psychology						
Module Code 1320MEIEP1		Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term			
1	Courses Introduction to E	conomic Psyc	hology	Contact Hours 60h	Self- Studies 300h	Course Language English			
2	Module Content Basic concepts in economic psychology Economic psychology and its application in consumer markets, labour markets, and financial markets Economic psychology and its application in macroeconomic contexts Current developments in applied economic psychology								
3	Learning Objectives Students understand advanced, specialized theories / methods in economic psychology collect, systematize and synthesize independently literature on selected scientific questions justify and defend (independently developed) positions or problem solutions use techniques of scientific work and good scientific practice.								
4	Teaching and Learning Methods seminar								
5	Module Entry Requirements none								
6	Mode of End-Of-Module Examination Combined examination: WT (60), PRES								
7	Prerequisites for Awarding of Credit Points Passing the module examination								
8	Other Programmes that Use the Module Master of Science Economics: Supplementary Section Master of Science International Management: Core and Advanced Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development								
9	Module Manager UnivProf. Dr. Erik Hölzl								

SpM Selected Issues in International Management I										
Module Code 1015MSINM1		Workload 180h	ECTS Credits	Module Language English	Module Availability irregular	Duration 1 Term				
1	Courses Selected Issues	in Internationa	l Management 1	Contact Hours 60h	Self- Studies 120h	Course Language English				
2	Module Content Topics in International Management									
3	Learning Objectives Students analyse current issues in the field of international management.									
4	Teaching and Learning Methods lecture practice									
5	Module Entry Requirements none									
6	Mode of End-Of-Module Examination Written test: WT (60)									
7	Prerequisites for Awarding of Credit Points Passing the examination									
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management									
9	Module Manager CEMS Programm Manager									
10	Miscellaneous									

SpM Selected Issues in International Management II							
Module Code 1015MSINM2		Workload 180h	ECTS Credits	Module Language English	Module Availability irregular	Duration 1 Term	
1	Courses Selected Issues in International Management			Contact Hours 30h	Self- Studies 150h	Course Language English	
2	Module Conten Topics in Intern		ement				
3	Learning Object Students analyse curre		e field of internation	onal manageme	ent.		
4	Teaching and L seminar Research project	_	ods				
5	Module Entry R	Requirements					
6	Mode of End-Of-Module Examination Combined examination: PRES, TP						
7	Prerequisites for Awarding of Credit Points depending on course choice						
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9	Module Manager CEMS Programm Manager						
10	Miscellaneous						

SpM Ма	rketing in Spe	cific Cont	exts II					
Module Code 1266MSMSC2		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses a) Retailing b) Practical Appl	ications in Rel	ailing	Contact Hours a) 45h b) 45h	Self- Studies a) 135h b) 135h	Course Language a) English b) English		
2	The module cov both conceptual sions and guest literature in addit	Module Content The module covers key questions and challenges of retailing strategy and operations. 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.						
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 Recommendatio	-	ledge of marketin	g				
6	Mode of End-O		mination					
7	Prerequisites for Passing the writter relates to the control of th	ten examinatio	n of one course.	A course is to b	e attended; the	written examination		
8	Supplet Master of Science Supplet Master of Science Supplet Master of Science Supplet Master of Science Core ar Master of Educa Supplet Master of Science Supplet Master of Science Special Master of Arts R	ce Business Admentary Section Wirtschaft Business Admentary Section Section Business Admiration Busines	dministration - Su on Supply Chain M dministration - Co on Corporate Dev dministration - Accounting and on Accounting and on Il Management: Section Internation tspädagogik/Lehron Business Educ dministration - Ma	Management rporate Development counting and Taxation all Managemer amt an Berufsk ation rketing:	pment: axation: at ollegs:			

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.

Specialis	sation Module	Financial	Theory					
Module Coo 1259SFiTh0	le	Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter 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	Capital market Investment de Portfolio theor Asset pricing Analysis and Equity valuation Multiples approaution Impact of fina M&A activities	 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-Or Written test: PO	f-Module Exar	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						
40	Missallanasus						
10	Miscellaneous						

	Valid for stadelike of the LTV 2010 (efficient for whiter connector 2020/21 at the latesty								
Specialisation Module Operative Supply Chain Planning									
Module Code 1271OSCP01		Workload 180h	ECTS Credits	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term			
1	Courses Production Man	agement		Contact Hours 45h	Self- Studies 135h	Course Language German			
2	Supply ChainDemand PlantProgram PlantLotsizing and	Module Content • Supply Chain Design • Demand Planning • Program Planning • Lotsizing and Scheduling • Inventory Management							
3	Learning Objectives Students acquire knowledge about the problems that occur in production planning and supply chain management 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 decision 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	earning Meth	ods						
5	Module Entry R	Requirements							
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the write	_	f Credit Points						
8	Other Programmes that Use the Module Master of Science Business Administration - 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 Geographie: Business Administration Master Geography Master of Arts Regionalstudien China - Betriebswirtschaftslehre:
9	Business Administration Master Regional Studies China Module Manager AD Dr. Johannes Antweiler UnivProf. Dr. Horst Tempelmeier
10	Miscellaneous 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.

Specialisation Module Project Management								
Module Code 1271SMPrjM		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Project Management			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	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							
4	Teaching and L lecture practice	earning Meth	ods					
5	Module Entry R Recommended:	•	TS credits from th	ne 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: Core and Advanced Section International Management Supplementary Section International Management Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education 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:
	Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Fabian Sting
10	Miscellaneous

SpM Dig	gital Strategy a	and Market	ting					
Module Code 1266MSDSM1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Digital Strategy	and Marketing		Contact Hours 45h	Self- Studies 135h	Course Language English		
2	The emergence data is dramatic range of issues conceptual as w zation of industr etc.) as well as t own knowledge	Module Content The emergence of the internet, mobile devices, the ability to automate tasks and the abundance of data is dramatically changing society and businesses. This module exposes students to a wide range of issues and questions related to this "digital" transformation. The module consists of both conceptual as well as applied tools and frameworks to understand business models and the organization of industries. The module aims at covering both the supply side (infrastructure, operations, etc.) as well as the demand side (customer, marketing, etc.). Students are expected to share their own knowledge and to use ongoing events (e.g., new companies, current news, IPOs, etc.) to apply the concepts they learn.						
3	Students understand edules, and tactical analyse curre as a result of dig assess and di justify and dei act responsib	Learning Objectives Students understand economic and strategic frameworks related to industrial organization, business models, and tactical decisions analyse current questions and challenges related to the ongoing changes in business and society as a result of digital technologies assess and discuss findings and research results of specialised theories / methods 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		edge of marketin	g and economic	os .			
6	Mode of End-O Written test: WT		nination					
7	Prerequisites for Passing the mod							
8	Other Programmes that Use the Module Master of Science International Management:							
9	Module Manage UnivProf. Dr. H							

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

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.

Studies	Abroad in Ma	nagement	I (Master)					
Module Code 1014SAIM01		Workload 180h	ECTS Credits	Module Language	Module Availability every term	Duration 1 Term		
1	Courses			Contact Hours	Self- Studies	Course Language		
2	Module Conten	•	1					
3	Students describe appr tional perspectiv explain internatence discuss and c and social scien 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	Teaching and L	-	ods					
5	Module Entry R	-						
6	Mode of End-O							
7	Prerequisites for depending on co	_						
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9	Module Manage	ər						
10	be studied at a h procedure for su obtained from th https://www.anre school organised	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.						

Studies	Abroad in Ma	nagement	ii (iviaster)	ı				
Module Code 1014SAIM02		Workload 180h	ad ECTS Credits Module Language		Module Availability every term	Duration 1 Term		
1	Courses			Contact Hours	Self- Studies	Course Language		
2	Module Contender	•	1					
3	Students describe appr tional perspectiv explain internence discuss and co and social scien 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	Teaching and L	-	ods					
5	Module Entry R	-						
6	Mode of End-O TR - depending							
7	Prerequisites for depending on co	_						
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management						
9	Module Manage	er						
10	be studied at a h procedure for su obtained from th https://www.anre school organised	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.						

Studies	Abroad in Ma	nagement	III (Master)						
Module Co 1014SAIMO		Workload 180h	ECTS Credits	Module Language	Module Availability every term	Duration 1 Term			
1	Courses			Contact Hours	Self- Studies	Course Language			
2		Module Content depending on course selection							
3	Students describe appr tional perspectiv explain internence discuss and co and social scien 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	Teaching and L	_	ods						
5	Module Entry R	-	ı						
6	Mode of End-O TR - depending								
7	Prerequisites for depending on co	_							
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management							
9	Module Manage	Module Manager							
10	can be studied a procedure for su obtained from th	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/)							

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

3.6.2 Specialisation Section International Management

Module Co	de	Workload	ECTS Credits	Module	Module	Duration		
1015MSCBP1		450h	15	Language English	Availability every 2nd term - sum- mer term	1 Term		
1	Courses CEMS Business	Project		Contact Hours 60h	Self- Studies 390h	Course Language English		
2	The Business P case of a compa consists of the s pany. A number background known Kick off meetin mid-term comp	Module Content The Business Project is a consultancy-like project that aims to make a contribution to a business case of a company with the analytical results and advice. The main part of the Business Project consists of the student group's project work process and the group's interaction with the case company. A number of supplementary input will be held during the semester, providing students with background knowledge and skills that may be applied in the specific setting of their project: • Kick off meeting • mid-term competition • final presentation						
3	Students work on a pre quired learn, under a take on signifi conduct an ap ness issues.	work on a predefined, real-life business project, in which they apply the expertise they have acquired learn, under academic supervision, how knowledge is transferred from research to business take on significant responsibility in a team conduct an applied project independently and apply the latest research findings to real-life busi-						
4	Teaching and L Research project	_	ods					
5	Module Entry R	equirements						
6	Mode of End-Or Combined exam							
7	-	Prerequisites for Awarding of Credit Points Passing the examination						
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Specialization Section International Management						
9	_	Module Manager UnivProf. Dr. Marc Fischer						
		Miscellaneous						

CM Case Studies								
Module Code 1015MBCST1		Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses a) Case Studies in Accounting b) Case Studies in Marketing			Contact Hours a) 60h b) 60h	Self- Studies a) 300h b) 300h	Course Language a) English b) English		
2	Module Conten Current busines	•	n issues					
3	use the result	conduct case si h findings, und s to derive reco		management.		ndministration issues.		
4	Teaching and L seminar	earning Meth	ods					
5	Module Entry R	Requirements						
6	Mode of End-O							
7	Prerequisites for Awarding of Credit Points Passing the module examination of one course. A course is to be attended; the examination relates to the content of one course.							
8	Other Programmes that Use the Module Master of Science International Management: Specialization Section International Management							
9	Module Manager UnivProf. Dr. Marc Fischer							
10	Miscellaneous							

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

3.6.3 Supplementary Section International Management

SpM Controlling I								
Module Code 1016MSCON1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Operative Contr	olling (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	Learning Objectives Students 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-) specialists develop work processes for real problems and challenges.							
4	Teaching and L lecture practice							
5	Module Entry R Recommendation decision theory	-	edge of internal a	and external ac	counting, inves	tment, financing and		
6	Mode of End-O Written test: WT		nination					
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 - 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 - 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	Duration 1 Term			
1	Courses Strategic Contro	olling (2. Term)		Contact Hours 45h	Self- Studies 135h	Course Language English			
2	Introduction toConventionalMore recent c	Module Content Introduction to strategic controlling Conventional cost management instruments More recent cost management instruments Benchmarking							
3	Students understand ac 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 L lecture practice								
5	Module Entry R Recommendation decision theory	-	edge of internal a	and external ac	counting, inves	tment, financing and			
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the mod	_							
8	Supple Master of Science	ce Business Ac mentary Section ce Business Ac mentary Section ce Business Ac mentary Section ce Economics: mentary Section ce Gesundheits mentary Section ce International mentary Section ce Business Ac mentary Section ce Information	Idministration - Supply Chain Maninistration - Maninistration - Maninistration - Conformate Devolution - Conformation - Conformation - Finance	Management rketing: rporate Developelopment nics anagement ance:					
		•	n Information Sysspädagogik/Lehra		ollegs:				

	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.

SpM Ad	vanced Accou	ınting						
Module Code 1016MSAAC1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Value-based Co	ntrolling		Contact Hours 45h	Self- Studies 135h	Course Language English		
2	Basics of value Characteristics Effect of capita Shareholder v Discounted ca Value-based in Working capita Risk measure Implementatio	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	Students understand ac analyse curre collect, syster justify and def discuss scient cialists.	understand advanced, specialized theories / methods analyse current questions and challenges collect, systematize and synthesize independently literature on selected scientific questions justify and defend (independently developed) positions or problem solutions discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialists act responsibly considering ecological, social and ethical criteria.						
4	Teaching and L lecture practice	earning Meth	nods					
5	Module Entry R Recommendation	-		and external ac	ccounting, inves	stment and financing		
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: 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

•			ting & Taxat	·	ı	ī	
Module Code 1016MSSIS1		Workload 180h	ECTS Credits	Module Language German and English	Module Availability every 2nd term - sum- mer term	Duration 1 Term	
1	Courses a) Tax Accounting b) Financial Service) Taxation of Fad) Selected Issue) Annual Audit f) Special Audits	vice and Real amily Business es in Controlli	S	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	
2	Module Conten Selected Issues		ıl accounting, finaı	ncial accountino	g, auditing or b	usiness taxation	
3	Students understand ac analyse curre assess and di justify and def discuss topics	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 L	earning Meth	nods				
5	Module Entry R	Requirements					
6	Mode of End-O Written test: PO	f-Module Exa	mination				
7			of Credit Points on: Two lectures	must be taken.	The exam cove	ers the content of two	
8	Supplet Master of Science	ce Business A mentary Section ce Business A mentary Section ce Business A mentary Section ce International mentary Section ce Business A mentary Section	dministration - Su on Supply Chain Medinistration - Ma on Marketing dministration - Co on Corporate Dev : on al Management: on International Medinistration - Fir on Finance	Management Irketing: rporate Develogelopment anagement anagement			

	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

Specialisation Module Financial Theory								
Module Code 1259SFiTh0		Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	Duration 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-Or Written test: PO	f-Module Exar	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:
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9	Module Manager UnivProf. Dr. Dieter Hess UnivProf. Dr. Alexander Kempf Dr. Alexander Pütz
10	Miscellaneous

Module Code 1259SFIMa0		Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	′	Courses a) Insurance Economics b) Risk Management (2. Term) Contact Hours a) 60h b) 60h				Course Language a) English b) English
2	Module Content Module content 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 Linsurance 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 variou apply risk mea assess regula are familiar wi assess instruu analyse insura can explain in assess the insura	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 Requirements no recommendations				
6		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 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 Gesundheitsökonomie:
	Supplementary Section Health Economics
	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
	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. Thomas Hartmann-Wendels
	UnivProf. Dr. Heinrich R. Schradin
10	Miscellaneous

Specialisation Module Finance 2						
Module Code 1259SMFi09		Workload 180h	ECTS Credits	Module Language German and English	Module Availability every 2nd term - sum- mer term	Duration 1 Term
1	Courses Fixed Income Ma	CoursesContact Hours 60hSelf- Studies 120hCourse L English				Course Language English
2	Market for FixeTrading strateTypes of boneYield curvesBond valuatio	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 variou value bonds a calculate the u weigh the anti risk managemer compare portu answer critica work on pract class agree on suita their decision.	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 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						
5	Module Entry R Recommended:		ı Module Financia	l Theory		
6		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					

Specialisation Module Value-Based Management in Insurance						
Module Code 1259SMVB00		Workload 180h	ECTS Credits	Module Language English	Module Availability irregular	Duration 1 Term
1		Courses Value-Based Management in Insurance - The ory and Practice			Self- Studies 120h	Course Language English
2	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	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 Learning Methods lecture practice					
5	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	Supplei Master of Science	ce Business Amentary Section ce Information mentary Section ce Business Amentary Section ce Business Amentary Section ce Business Amentary Section ce Business Amentary Section ce Mathematik siness and Economic Section con the section ce Mathematik siness and Economic Section ce	dministration - Su on Supply Chain M Systems: on Information Systemsion - Ma dministration - Ma on Marketing dministration - Co on Corporate Dev dministration - Accounting and con Accounting and con Corporate Sciences	Management stems rketing: rporate Develoelopment counting and Taxation	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

	isation Module					
Module Code 1259SMFi06		Workload 180h	ECTS Credits	Module Language German and English	Module Availability every 2nd term - sum- mer term	Duration 1 Term
1	Courses a) Banking, Pricing & Analytics (winter term) b) Empirical Finance Contact Hours a) 60h b) 60h b) 120h Course Langua a) German b) English					
2	Empirical Analy Selected basic ries Test methods Use of regress parameters for is Banking, Pricing Profitability an Risk-based ca Rating/scoring IRBA and poo Credit pricing Maturity transi Cash flow mod Risk manager	Module Content Empirical Analytics: Selected basic and advanced econometric methods, particularly OLS, FGLS, panel and time stries Test methods for assessing the quality of estimated and forecast results Use of regression models as part of analysis of theoretical models and estimation/forecasting of parameters for issues of relevance in the real world Banking, Pricing & Analytics (winter term): Profitability analysis in banks Risk-based capital allocation Rating/scoring models IRBA and pool rating systems Credit pricing • Funds transfer pricing models Maturity transformation risks Cash flow modelling Risk management reporting Business performance planning				
3	Students are familiar w distinguish be interpret analy performance independently ket models, estil	are familiar with strategies with which to collect, prepare and evaluate corporate data distinguish between selected econometric methods based on this knowledge interpret analysis strategies in order to evaluate the influence of specific factors on corporate				
4	Teaching and L lecture practice					
5		Module Entry Requirements Recommended: Basic knowledge of statistics				
6		Mode of End-Of-Module Examination Combined examination: OE, PR				
7	=	Prerequisites for Awarding of Credit Points Passing the written test in one course.				
8	8 Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management					

	Master of Science Business Administration - Finance: Specialization Section Finance Supplementary Section Finance Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China
9	Module Manager UnivProf. Dr. Dieter Hess
10	Miscellaneous The course "Banking, Pricing & Analytics" is an additional offer which can only be made in the winter term.

				l		<u> </u>
Module Code 1259SMFi08		Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - sum- mer term	Duration 1 Term
1	Courses Asset Managem	Courses Asset Management Contact Hours 60h 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 agree on suita their decision.	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				
4	Teaching and L lecture practice					
5		Module Entry Requirements Recommended: Specialisation Module Financial Theory				
6		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 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

SpM Business Ethics								
Module Code 1253MSBET1				Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Managing Busin Organisations	ess Ethics in N	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 making of managers and employees. It draws on standard ethics theories, like teleology, deontology, virtue ethics and fairness concepts. Business decisions in organisations and markets are discussed and evaluated in the light of these foundations. Case studies are employed to illustrate and apply the theoretical concepts.						
3	Students understand ac analyse curre assess and di solve team-in justify and de evaluate their tentials act responsible	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 po-						
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 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
	2 a a mara de la mara
9	Module Manager
	UnivProf. Dr. Bernd Irlenbusch
	Only-1 for Dr. Derna menbasch
10	Miscellaneous
10	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.

PIVI Stra	ategic Human	Resource	i wanayeme	iit.			
Module Code 1253MSSHR1		Workload 180h ECTS Cred 6	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term	
1	Courses Strategic Humar	n Resource Ma	nagement	Contact Hours 60h	Self- Studies 120h	Course Language English	
2	The module tea	Module Content The module teaches how Human Resource Management creates economic value and contributes to the implementation of corporate strategies.					
3	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	equirements					
6	Mode of End-On Combined exam						
7	Prerequisites for Passing the mod						
8	Supplet Master of Science Supplet Master of Educa	ce Business Admentary Section ce Information mentary Section ce Business Admentary Section ce Business Admentary Section ce Economics: mentary Section ce Gesundheit mentary Section ce International	dministration - Su on Supply Chain N Systems: on Information Sy dministration - Ma on Marketing dministration - Ac on Accounting and on sökonomie: on Health Econon I Management: on International M spädagogik/Lehr	Management stems irketing: counting and T d Taxation nics anagement	⁻ 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

CroM Ctro	tonio Monon					the latesty
SpM Strategic Manag Module Code 1253MSSMG1		Workload 180h	ECTS Credits	Module Availability every 2nd term - winter term	Duration 1 Term	
1	Courses Strategic Manag	I gement (1. Terr	n)	Contact Hours 60h	Self- Studies 120h	Course Language English
2	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	Learning Objectives Students 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 develop work processes for real problems and challenges.					
4	Teaching and L lecture practice	Teaching and Learning Methods lecture				
5	Module Entry R	Requirements				
6	Mode of End-O Written test: WT		mination			
7	Prerequisites for Passing the modern					
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

	<u> </u>							
CM Peopl	CM People Analytics & Econometrics							
Module Code 1253MBPAE1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	CoursesContactSelf-Course LaPeople Analytics & EconometricsHoursStudiesEnglish30h150h							
2	The modules tra	Module Content The modules trains students to analyze company data using statistical software in order to evaluate the impact of management practices.						
3	Students understand ad analyse curre assess and di collect and an methods discuss scient cialists evaluate their tentials act responsible	understand advanced, specialized theories / methods 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 discuss scientific topics in a professional manner and appropriate to the situation with (non-) specialists evaluate their own action processes in self- and external reflection and identify development potentials act responsibly considering ecological, social and ethical criteria develop work processes for real problems and challenges.						
4	Teaching and L lecture practice	earning Meth	ods					
5	Module Entry R Recommendation	-	edge of statistics					
6	Mode of End-O	Mode of End-Of-Module Examination Project Paper						
7	-	Prerequisites for Awarding of Credit Points Passing the module examination						
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development							
9	Module Manage UnivProf. Dr. D							
10	Miscellaneous							

Spivi Str	ategic Develo	pment					
Module Code 1253MSSDP1		Workload 180h ECTS Credits 6		Module Language English	Module Availability every 2nd term - winter term	Duration 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-) spe-					
4	Teaching and L lecture practice						
5	Module Entry R	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	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						
10	Miscellaneous						

Madula Ca	مام	NA/a wisi a a ai	FOTO Credite	Module	Madula	Duration	
Module Code 1266MSMSC1		Workload 180h	ECTS Credits	Language English	Module Availability every 2nd term - sum- mer term	1 Term	
1	Courses a) Business Model Innovation and Entrepreneurship b) Cases in (Digital) Marketing Contact Hours a) 45h b) 45h b) 135h Course Langua a) English b) English b) 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 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 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 development potentials.						
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	Passing the oral	Prerequisites for Awarding of Credit Points Passing the oral examination of one course. A course is to be attended; the oral examination related to the content of one course.					
8	Supple Master of Science Supple Master of Educa	ce Business A mentary Section ce Business A mentary Section ce Business A mentary Section ce Economics: mentary Section mentary Section mentary Section mentary Section	dministration - Su on Supply Chain Medministration - Co on Corporate Develonistration - Accounting and on Accounting and on Management: on International Metspädagogik/Lehron Business Educ	Management rporate Develoelopment counting and 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.

			I	I	ı	l	
Module Code 1266MSMSC3		Workload 180h	ECTS Credits 6	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Services and Me	Courses Services and Media Marketing Contact Hours 45h Self- Studies 135h Course Language English					
2	The module cor guest speakers t exercises, stude	Module Content The module contains conceptual and applied elements, including discussions and presentations of 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 independently and self-responsibly.					
3	Students analyse currel services assess and di	analyse current questions and challenges associated with the management of specific products					
4	Teaching and L lecture practice						
5	_	Module Entry Requirements Recommendation: Basic knowledge of multivariate methods					
6	Mode of End-Or Written test: WT		mination				
7		Prerequisites for Awarding of Credit Points Passing the module examination					
8	Supplet Master of Science Supplet Master of Educate Supplet	ce Business Admentary Section	Iministration - Sup on Supply Chain Maninistration - Co on Corporate Devo dministration - Acc on Accounting and on sökonomie:	Management rporate Developelopment counting and Ta d Taxation aics anagement amt an Berufsk ation	pment: 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.

ind Managem	ent						
Module Code 1266MSBMG1				ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term
Courses Brand Managem	nent		Contact Hours 45h	Self- Studies 135h	Course Language English		
The module cover both conceptual sions and guest literature in addi	Module Content The module covers key questions and challenges of building and managing brands. 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 organise their learning processes independently.						
Students understand ac brand managem assess and di methods in the c	Learning Objectives Students understand advanced, specialized marketing theories, concepts, and methods in the domain of brand management assess and discuss findings and research results of specialized marketing theories, concepts, and methods in the domain of brand management act responsibly considering ecological, social and ethical criteria.						
Teaching and L lecture practice							
Recommendation	n: Basic knov		g and multivar	iate methods (e	.g., regression analy-		
		ımination					
Master of Science Supplet Master of Educate Supplet Master of Arts M MA Me	ce Business A mentary Secti ce Business A mentary Secti ce Economics mentary Secti ce International mentary Secti ation Wirtscha mentary Secti dedienwissens dia Managem	administration - Su on Supply Chain Madministration - Co on Corporate Devadministration - Accounting and : on Accounting and : on al Management: on International Matspädagogik/Lehron Business Educational Matspädagogik/Lehron Business Educat	Management rporate Development counting and T d Taxation anagement amt an Berufslation	opment: axation:			
	Courses Brand Managen Module Content The module could both conceptual sions and guest literature in addit pected to organic literature in addit pected to organic students understand and brand managem assess and dimethods in the compactice material material lecture practice Module Entry File Recommendation is, analysis of the module sis, analysis of the m	Courses Brand Management Module Content The module covers key questoth conceptual and applied esions and guest speakers from literature in addition to attending pected to organise their learning Dependent of the pected to organise their learning methods in the domain of brand management. assess and discuss findings methods in the domain of brand management. assess and discuss findings methods in the domain of brand management. Teaching and Learning Methods in the domain of brand management. Module Entry Requirements Recommendation: Basic knowns is, analysis of variance) Mode of End-Of-Module Examinate Written test: WT (60) Prerequisites for Awarding Passing the module examinate Other Programmes that Use Master of Science Business And Supplementary Section Master of Science Business And Supplementary Section Master of Science Economics Supplementary Section Master of Science Internations Supplementary Section Master of Education Wirtscham Supplementary Section Master of Arts Medienwissens Master of Arts Medienwissens Master of Arts Medienwissens Master of Arts Medienwissens Medienwissens Master of Arts Medienwissens Me	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 marketin 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 - Acc Supplementary Section Accounting and Master of Science Economics: Supplementary Section International Master of Science Economics: Supplementary Section International Master of Science International Management: Supplementary Section International Master of Science International Management: Supplementary Section Business Educidused Master of Arts Medienwissenschaft:	de G1 Workload 180h ECTS Credits 6 English Courses Brand Management Contact Hours 45h Module Content The module covers key questions and challenges of building a both conceptual and applied elements, including presentations sions and guest speakers from industry. Students are expecte literature in addition to attending lectures and participating in e pected to organise their learning processes independently. Learning Objectives Students understand advanced, specialized marketing theories, conc brand management assess and discuss findings and research results of speciali methods in the domain of brand management act responsibly considering ecological, social and ethical cri Teaching and Learning Methods lecture practice Module Entry Requirements Recommendation: Basic knowledge of marketing and multivar 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 - Supply Chain Management Master of Science Business Administration - Accounting and T Supplementary Section Supply Chain Management Master of Science Business Administration - Accounting and T Supplementary Section Accounting and Taxation Master of Science Economics: Supplementary Section International Management Master of Science International Management: Supplementary Section International Management Master of Science International Management: Supplementary Section Business Education	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.

	rketing Perfor					T T	
Module Code 1266MSMPF1		Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term	
1	Courses Marketing Perfo	rmance Mana	gement	Contact Hours 45h	Self- Studies 135h	Course Language English	
2	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 conceptual 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. In addition, it is expected that students read the related literature.					
3	Students analyse curre activities in finar assess and di methods in the d	Learning Objectives Students analyse current questions and challenges that arise when quantifying and evaluating marketing activities in financial terms assess and discuss findings and research results of specialised marketing theories, concepts, and methods in the domain of marketing performance management act responsibly considering ecological, social and ethical criteria.					
4	Teaching and L lecture practice	Teaching and Learning Methods lecture					
5	Module Entry R	-	ledge of marketin	g and multivaria	ate 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 Science Supple Master of Science Supple Master of Educat Supple Master of Arts M	ce Business A mentary Section ce Business A mentary Section ce Business A mentary Section mentary Section mentary Section mentary Section dia Managementary	dministration - Supply Chain I dministration - Co on Corporate Dev dministration - Ac on Accounting and al Management: on International M tspädagogik/Lehr on Business Educ chaft: ent and Economic	Management rporate Development counting and Taxation amt an Berufskeation	pment: 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.

SnM Rusi	ness Project						
Module Code 1266MSBPR1)	Workload 360h				Duration 1 Term	
1	Courses a) Business Proj b) Applied Rese		-	Contact Hours a) 30h b) 30h	Self- Studies a) 330h b) 330h	Course Language a) English b) English	
2	The module inc case studies, dis for which they the	Module Content The module includes conceptual and applied elements, including presentations by the students, case studies, discussions and guest speakers from industry. Students work on real-world problems for which they then present solutions using the skills and knowledge they have acquired during the program. Students are required to do their own reading independently in addition to attending working sessions.					
3	Learning Objectives Students collect and analyse data material for selected scientific questions using quantitative / qualitative methods collect, systematize and synthesize independently literature on selected scientific questions communicate continuously and purposefully in diverse teams justify and defend (independently developed) positions or problem solutions develop work processes for real problems and challenges.						
4	Teaching and L lecture practice seminar Research project	Teaching and Learning Methods lecture practice seminar					
5	-	Module Entry Requirements Recommendation: Basic knowledge in marketing					
6		Mode of End-Of-Module Examination Combined examination: PRES, TP					
7	Prerequisites for Awarding of Credit Points Passing the oral examination of one course. A course is to be attended; the oral examination relates to the content of one course.						
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Specialization Section Marketing						
9	Module Manage Area Marketing	er					
10	Miscellaneous						

-	stomer Manag						
Module Code 1266MSCMG1		Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term	
1	Courses Customer Mana	Courses Customer Management			Self- Studies 135h	Course Language English	
2	both conceptual sions and guest literature in addi	vers key quest and applied e speakers from tion to attendir	lements, including n industry. Studen	presentations ts are expected articipating in ex	by students, ca d to engage in t	CRM). It consists of ase studies, discus- heir own reading of the ermore, they are ex-	
3	Students understand accustomer manaccustomer manaccus analyse currecus 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.					
4	Teaching and L lecture practice						
5	Module Entry R	-	ledge in marketin	g			
6	Mode of End-O Written test: WT		mination				
7		Prerequisites for Awarding of Credit Points Passing the module examination					
8	Supplet Master of Science Supplet Master of Science Supplet Master of Science Supplet Master of Educate Supplet Master of Arts M MA Met Master of Science	ce Business Amentary Section Business Amentary Section Business Amentary Section Business Amentary Section Wirtschaft mentary Section Wirtschaft mentary Section Businessens dia Managementary Managementary Section Managementary Manag	dministration - Supply Chain Manistration - Coordinate Deviction - Accounting and Management: on International Maspädagogik/Lehrabn Business Educional trand Economic dministration - Main - Main - Main - Main - Main - Main - Supplement - Main - Coordinate - Main - Main - Main - Main - Main - Main - Coordinate - Main - Main - Main - Coordinate - Main - Main - Coordinate - Main - Coordinate - Main - Coordinate - Main - Coordinate - Coordina	Management rporate Development counting and Taxation amagement amt an Berufsk ation	pment: axation:		

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.

Speciali	sation Module	Project I	Management					
Module Code 1271SMPrjM		Workload 180h 6	ECTS Credits	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term		
1	Courses Project Management			Contact Hours 60h	Self- Studies 120h	Course Language English		
2	 Project Definit Project Risk A Resource Allo Project Sched Project Monito Project Portfol 	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	understand, rehuman behavior engage in gro approaches are reflect on thei case studies. Cr apply modern project manager apply real opt recommend p	e strategic relectory and class of contingent on rown develop itically reflect of methods of prent systems ions thinking to topical approace.	projects. discourses to eval project environme ed project manag on own and peer or oject planning an o determine the veches to cope with	tance of project uate how differ ents ement skills by developed project exect alue of uncerta uncertainty, co	et complexity, perent project plan applying these ect managementation such as again in projects. mplexity, and h	roject uncertainty and nning and execution in project groups and		
4	Teaching and L lecture practice							
5	Module Entry R Recommended:		CTS credits from t	ne group Foun	dation Knowled	ge		
6	Mode of End-O Written test: PO	Mode of End-Of-Module Examination Written test: PO						
7	-	Prerequisites for Awarding of Credit Points Passing the written test.						
8	Special Master of Science MA Bus Master of Science Supplet Master of Science	ce Business A ization Section Section Ce Mathematik siness and Ecoce Economics: mentary Section Wirtschafts	dministration - Sun Supply Chain Must on Mus	anagement Mathematics	nagement:			

	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 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
	UnivProf. Dr. Fabian Sting
10	Miscellaneous

CM Suppl	CM Supply Chain Analytics I							
Module Code 1271MBSCA1		Workload 180h ECTS Credits 6		Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Predictive Analytics			Contact Hours 45h	Self- Studies 135h	Course Language English		
2	Introduction D Introduction Pi	Module Content Introduction Data Analysis/Data Science Introduction Programming with Python Methods of Demand Forecasting						
3	collect and an methods communicate solve team-int justify and def present scient	dvanced, specialyse data marcontinuously atternal conflicts rend (independitific results in a processes for	and purposefully in and target diverg ently developed) way that is appro	scientific quest n diverse teams ences indepen positions or pro opriate for the to	tions using qua s. dently. oblem solutions arget audience.	ntitative / qualitative		
4	Teaching and L lecture practice	earning Meth	ods					
5	Module Entry R	equirements						
6	Mode of End-On Written test: PO	f-Module Exar	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	Module Manager Prof. Dr. Nicolas Fugger Area Supply Chain Management							
10	Miscellaneous							

CM Supp	CM Supply Chain Analytics II								
Module Code 1271MBSCA2		Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 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	Learning Objectives Students understand advanced, specialized theories / methods in the area of data science / optimisation 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.								
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 fo	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								
	•								

	180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum-	Duration 1 Term		
Courses Behavioural Sup	oply Chain Mai	nagement	Contact Hours 45h	Self- Studies 135h	Course Language English		
Behavioural D Behavioural M	Module Content • Behavioural Decision Making • Behavioural Management • Decision Heuristics						
Students understand ac assess and di collect and an methods prepare indep communicate justify and dei 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 methods prepare independently a research design for a question communicate continuously and purposefully in diverse teams justify and defend (independently developed) positions or problem solutions present scientific results in a way that is appropriate for the target audience.						
Teaching and L lecture practice							
	-	nodules Supply C	hain Analytics	I and II should I	have been completed		
	f-Module Exa	mination					
	_						
Master of Science Special Master of Science Supplee Master of Science Supplee Master of Educate Supplee Master of Science Supplee Master of Science Supplee Master of Science Supplee Master of Science	ce Business A ization Section Section Section Section Mirtschaften Wirtschaften Information Mentary Section Mirtschaften Information Mentary Section Section Section Section Mirtschaften Business Amentary Section Business Amentary Section Business Amentary Section Business Amentary Section Sect	dministration - Sun Supply Chain Management: on International Matspädagogik/Lehron Business Education Information Sydministration - Matspin Marketing dministration - Code	anagement lanagement amt an Berufsk lation stems arketing:	collegs:			
	Module Content Behavioural D Behavioural D Behavioural M Decision Heur Learning Object Students understand ac assess and di collect and an methods. prepare indept communicate justify and deft present scient use technique Teaching and L lecture practice Module Entry R Recommendation Mode of End-O Written test: PO Prerequisites for Passing the mod Other Programs Master of Science Supples	Module Content Behavioural Decision Making Behavioural Management Decision Heuristics Learning Objectives Students understand advanced, speciming and discuss findings collect and analyse data material methods. prepare independently a result of science Business A Supplementary Section Master of Science Bu	Module Content Behavioural Decision Making Behavioural Decision Making Behavioural Management Decision Heuristics Learning Objectives Students understand advanced, specialized theories / i assess and discuss findings and research resulter and analyse data material for selected methods. unprepare independently a research design for i communicate continuously and purposefully i i justify and defend (independently developed) i present scientific results in a way that is approximate to the selecture practice work and good so the selecture practice Module Entry Requirements Recommendation: The basic modules Supply Compared to the selecture practice work and good selecture practice Mode of End-Of-Module Examination Written test: PO Prerequisites for Awarding of Credit Points Passing the module examination Other Programmes that Use the Module Master of Science Business Administration - Supplementary Section Supply Chain Master of Science International Management: Supplementary Section International Master of Education Wirtschaftspädagogik/Lehr Supplementary Section Business Educe Master of Science Information Systems: Supplementary Section Marketing Master of Science Business Administration - Masupplementary Section Marketing Master of Science Business Administration - Cosupplementary Section Corporate Dev	Module Content	Module Content Behavioural Decision Making Behavioural Decision Making Behavioural Decision Making Behavioural Management Decision Heuristics		

	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

Inventory Man Contract Desig Capacity and Supply Chain Learning Object Students understand ac analyse curre	i t nagement gn Revenue Man Management	ECTS Credits 6	Module Language English Contact Hours 45h	Module Availability every 2nd term - summer term Self- Studies 135h	Duration 1 Term Course Language English							
Module Content Inventory Man Contract Desig Capacity and Supply Chain Learning Object Students understand ac analyse curre	i t nagement gn Revenue Man Management	agement	Hours	Studies								
Inventory Man Contract Desig Capacity and Supply Chain Learning Object Students understand ac analyse curre	nagement gn Revenue Man Management	agement		•								
Students understand ad analyse curre	ctives				Module Content Inventory Management Contract Design Capacity and Revenue Management Supply Chain Management							
discuss scient cialists present scient 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-) spe-											
Teaching and Learning Methods lecture practice												
			tics I should ha	ve been compl	eted.							
Mode of End-O Written test: PO		mination										
Master of Science Special Master of Science Supple Master of Science Supple Master of Educa Supple Master of Science Supple Master of Science Supple Master of Science Supple	ce Business A lization Section Section Section Section Mentary Section Wirtschaft mentary Section Mentary Section Mentary Section Mentary Section Section Mentary Section Mentary Section Mentary Section Mentary Section Mentary Section Section Section Mentary Section Section Mentary Ment	dministration - Sun Supply Chain Mission al Management: on International Mitspädagogik/Lehron Business Educingstems: on Information Sydministration - Machan Marketing dministration - Co	anagement anagement amt an Berufsk ation stems irketing:	collegs:								
	Teaching and Lecture practice Module Entry Recommendation Mode of End-O Written test: PO Prerequisites for Passing the module Program Master of Science Supple Master of Science Supple Master of Educate Supple Master of Science Supple	Teaching and Learning Methelecture practice Module Entry Requirements Recommendation: The CM Su Mode of End-Of-Module Exa Written test: PO Prerequisites for Awarding of Passing the module examination Other Programmes that Use Master of Science Business A Specialization Section Master of Science Economics: Supplementary Section Master of Science International Supplementary Section Master of Education Wirtschaft Supplementary Section Master of Science Information Supplementary Section Master of Science Business A	Teaching and Learning Methods lecture practice Module Entry Requirements Recommendation: The CM Supply Chain Analyt Mode of End-Of-Module Examination Written test: PO Prerequisites for Awarding of Credit Points Passing the module examination Other Programmes that Use the Module Master of Science Business Administration - Su Specialization Section Supply Chain Master of Science Economics: Supplementary Section Master of Science International Management: Supplementary Section International M Master of Education Wirtschaftspädagogik/Lehra Supplementary Section Business Education Master of Science Information Systems: Supplementary Section Information Systems: Supplementary Section Information Systems: Supplementary Section Information - Master of Science Business Administration - Master of Science Busi	Teaching and Learning Methods lecture practice Module Entry Requirements Recommendation: The CM Supply Chain Analytics I should ha Mode of End-Of-Module Examination Written test: PO Prerequisites for Awarding of Credit Points Passing the module examination Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Ma Specialization Section Supply Chain Management Master of Science Economics: Supplementary Section Master of Science International Management: Supplementary Section International Management Master of Education Wirtschaftspädagogik/Lehramt an Berufsk Supplementary Section Business Education 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	Teaching and Learning Methods lecture practice Module Entry Requirements Recommendation: The CM Supply Chain Analytics I should have been completed. Mode of End-Of-Module Examination Written test: PO Prerequisites for Awarding of Credit Points Passing the module examination Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialization Section Supply Chain Management Master of Science Economics: Supplementary Section Master of Science International Management: Supplementary Section International Management Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education 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 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			

SpM Su	pply Chain Inr	novation						
Module Code 1271MSSIN1		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Supply Chain In	novation		Contact Hours 45h	Self- Studies 135h	Course Language English		
2	 Innovation Str Innovation Ma Supply Chain Collaborative Applications o 	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	Students understand ac analyse curre assess and di communicate justify and def act responsible	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 Passing the mod	_	of Credit Points					
8	Special Master of Science Supplet Master of Science Supplet Master of Educa Supplet Master of Science Supplet Master of Science	ce Business A ization Section Section Section Section Mentary Section Wirtschaften Wirtschaften Information Mentary Section Business Amentary Section Business Amentary Section Sectio	dministration - Sun Supply Chain M : on al Management: on International M ftspädagogik/Lehron Business Educt Systems: on Information Systemistration - Ma on Marketing	anagement anagement amt an Berufsk ation stems irketing:	collegs:			

	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

-	rvice Manager	ilelit		1					
Module Code 1271MSSM1		Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - sum- mer term	Duration 1 Term			
1	Courses Advanced Health	h Care Manage	ement	Contact Hours 60h	Self- Studies 120h	Course Language English			
2	Strategy devel Instruments ar Hospital bench Capacity strate Casemix Optir Capacity plann Strategic decis Multiattributive Coping with ur Strategy imple Project manag Discussion of	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 differe develop the p apply method deduce from its develop a pro	Learning Objectives Students discuss the methods of strategic controlling of health organisations evaluate the use of theoretical decision making models in order to resolve goal conflicts analyse different methods aiming at the comparison between organisations develop the portfolio of a hospital and deduce from it norm strategies apply methods and concepts to case examples. analyse the current health policy structure and deduce from its strategic options develop a project plan and calculate the critical path discuss selected empirical studies.							
4	Teaching and L lecture practice	earning Meth.	ods						
5	Module Entry R	equirements							
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the mod	_							
8	Master of Science Special Master of Science Supple Master of Science	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

CM Micr	oeconomics (Business	Administrati	on)				
Module Code 1289MBMBA1		Workload ECTS Cree 180h		Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term		
1	Courses Microeconomics	: Game Theor	y	Contact Hours 60h	Self- Studies 120h	Course Language English		
2	 Non-cooperati Normal form g Extensive form Finitely and in Cooperative G Core, Shapley Evolutionary g 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	assess and di analyse data communicate critically evalu	dvanced, speci scuss findings for selected sc continuously a late current so	alized theories / r and research res ientific questions and purposefully in cial developments work and good so	sults of speciali using quantitat n diverse teams s and develop a	zed methods. ive methods. s. alternative solut			
4	Teaching and L lecture practice	earning Meth.	ods					
5	Module Entry R Recommendation	-	evel Microeconom	iics, Macroecor	nomics, Mathen	natics		
6	Mode of End-O Written test: WT		mination					
7	-	_						
8	Master of Science Core and Supple Master of Arts P Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Science Supple	Prerequisites for Awarding of Credit Points Passing the module examination Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management:						

	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

Madel a	مام	Martin .	FOTO 0==114	Modele	Madele	Demoti			
Module Code 1302MBMAC1		Workload 180h	6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term			
1	Courses Macroeconomic	s		Contact Hours 60h	Self- Studies 120h	Course Language English			
2	The course focuments of economisecond part, shoreal business cyable, whether the economic policy	Module Content The course focuses on macroeconomic theory and issues. In its first part, it covers key determinants of economic growth and cross-country income differences, using modern growth theory. In the second part, short-term fluctuations in economic activity and stabilisation policy are covered, using real business cycle and new Keynesian models. Both parts ask when market outcomes are sustainable, whether they coincide with outcomes that are optimal from society's perspective, and whether economic policy can help achieve socially desirable outcomes. The course also introduces methods of dynamic optimisation and simulation of macroeconomic models.							
3	Students understand ac analyse curre present scien act responsib	Learning Objectives Students understand advanced, specialized theories / methods analyse current questions and challenges present scientific results in a way that is appropriate for the target audience 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	-	omics, Macroecon	omics and Bac	helor Level Ma	thematics			
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the mod		of Credit Points						
8	Master of Arts R Econor Master of Arts P Supple Master of Science Supple Master of Science Supple Master of Science Supple Master of Arts R	ce Economics and Advanced Stegionalstudies nics Master Rolitikwissensc mentary Sectice Business A mentary Sectice Information mentary Sectice Internationa mentary Sectice Internationa	: Section Economic n China - Volkswir egional Studies Cl haft: on Political Scienc dministration - Fin on Finance Systems: on Information Sys al Management: on International M n Ost- und Mittele	tschaftslehre: nina e ance: stems anagement uropa - Volksw	irtschaftslehre:				

	Supplementary Section Corporate Development Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America
9	Module Manager UnivProf. Michael Krause, Ph.D.
10	Miscellaneous

Module Code 1289SMBE00		Workload 180h	ECTS Credits	Module Language English	Module Availability every 2nd term - sum-	Duration 1 Term			
1	Courses Behavioral Econ	nomics		Contact Hours 60h	Self- Studies 120h	Course Language English			
2	Using the conce are based on fin	Module Content Using the concept of the homo economicus, the module presents behavioural theory concepts that are based on findings from empirical and experimental research. The lectures provide an introduction to bounded rationality theories, focusing on those theories' criticism of the homo economicus concept.							
3	Students understand be	Learning Objectives Students understand behavioural models and formal arguments apply advanced microeconomic concepts challenge arguments critically.							
4	Teaching and L lecture practice								
5	-	Module Entry Requirements Recommended: Core modules in Microeconomics							
6	Mode of End-O Written test: WT		mination						
7	Prerequisites for Passing the write	_	of Credit Points						
8	Supple Master of Arts P Supple Master of Science	ce Business A mentary Section colitikwissensol mentary Section ce Business A mentary Section ce Business A mentary Section ce Economics: dization 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 ee ance: stems rporate Develo elopment ch: Social Researc	pment:				
	Master of Science	ce Economic F	on International M Research: on Economic Res	-					

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

Speciali	sation Module	e Seminar	Design and	Behavior						
Module Co 1289SMSD		Workload 180h	ECTS Credits	Module Language English	Module Availability every term	Duration 1 Term				
1	Courses Seminar Design	and Behavior		Contact Hours 60h	Self- Studies 120h	Course Language English				
2		Module Content Current issues in design, behavioural and experimental economics								
3	ioural economics	/ investigate cus, applying the / the theoretica eir findings in a	microeconomic k I and practical lite	nowledge they erature on the s	have acquired ubjects.	design and behavon the programme. s them with the other				
4	Teaching and L	Teaching and Learning Methods seminar								
5		Module Entry Requirements No recommendations								
6		Mode of End-Of-Module Examination Combined examination: PRES, TP								
7		Prerequisites for Awarding of Credit Points Passing the combined examination.								
8	Master of Science Special Master of Science	Other Programmes that Use the Module Master of Science Economics: Specialization Section Economics Master of Science International Management: Supplementary Section International Management								
9	_	Module Manager UnivProf. Dr. Bettina Rockenbach								
10	Miscellaneous Relevant reading	g will be annou	nced at the begir	ning of each te	erm.					

Specialis	ation module	e: Seminar	Markets and	d Institutio	ns				
Module Code 1302SMSI00		Workload 180h	ECTS Credits	Module Availability every term	Duration 1 Term				
1	Courses Seminar Markets and Institutions Contact Hours 30h Self- Studies English								
2	Module Content Current issues ics, markets and	relating to micr		/, empirical mic	roeconomics, e	experimental econom-			
3	Students discuss the cu they have acquii read the theo summarise th ticipants.	discuss the current issues in theory and applied practice, applying the microeconomic knowledge they have acquired on the programme read the theoretical and practical literature on the subject and discuss it in a critical manner summarise their findings in an essay, present them in class and discuss them with the other par-							
4	Teaching and L	Teaching and Learning Methods seminar							
5	Module Entry R	-							
6	Mode of End-O Combined exam								
7	-	Prerequisites for Awarding of Credit Points Passing the combined examination.							
8	Other Programmes that Use the Module Master of Science Economics: Specialization Section Economics Supplementary Section Master of Science International Management: Supplementary Section International Management								
9	UnivProf. Dr. J	Module Manager UnivProf. Dr. Johannes Münster UnivProf. Dr. Susanne Prantl							
10	Miscellaneous								

Module Code 180h ECTS Credits Module Language English Module Language English Error Module English Error Module Error Error Module Error Module Error Erro				,			,			
1289MEECC1 180h 1 Courses Energy Markets and Regulation 1 Courses Energy Markets and Regulation 2 Module Content	SuM Ener	gy and Clim	ate Chang	e I						
Energy Markets and Regulation # Hours 45h 135h English ### Module Content * Economic models of energy markets and infrastructure * Short- and long-term equilibria * Market design and regulation * Institutions and policies * New technologies #### New technologies ##### August 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. ###################################					Language	Availability every 2nd term - winter				
Economic models of energy markets and infrastructure Short- and long-term equilibria Market design and regulation Institutions and policies New technologies Learning Objectives Students 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. Teaching and Learning Methods lecture practice Module Entry Requirements none Mode of End-Of-Module Examination Written test: WT (90) Prerequisites for Awarding of Credit Points Passing the module examination Chher Programmes that Use the Module Master of Science Business Administration - Supply Chain Management Master of Science Information Systems: Supplementary Section Supply Chain Management Master of Science Economics: Specialization Section Economics Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics Master of Science Economics Master of Science Economics Master of Science Economic Research: Supplementary Section Economic Research Master of Science Economic Research: Supplementary Section Economic Research Master of Science Economic Research: Supplementary Section Economic Research Master of Science Economic Research: Supplementary Section Economic Research	1	Energy Markets and Regulation Hours Studies English								
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. 4	2	Economic mod Short- and lon Market design Institutions an	 Economic models of energy markets and infrastructure Short- and long-term equilibria Market design and regulation Institutions and policies 							
lecture practice 5	3	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.								
6 Mode of End-Of-Module Examination Written test: WT (90) 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 Economics: Specialization Section Economics Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science International Management: Supplementary Section International Management Master of Science Economic Research: Supplementary Section Economic Research	4	lecture								
Written test: WT (90) 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 Economics: Specialization Section Economics Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science International Management: Supplementary Section International Management Master of Science Economic Research: Supplementary Section Economic Research 9 Module Manager	5	· · ·								
Passing the module examination 8 Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management:	6									
Master of Science Business Administration - Supply Chain Management:	7	-								
	8	Master of Science Supple Master of Science Supple Master of Science Special Master of Arts P Supple Master of Science Supple Master of Science Supple Master of Science	ce Business Ac mentary Section ce Information of mentary Section ce Economics: lization Section colitikwissensch mentary Section ce International mentary Section ce Economic R	Iministration - Sup n Supply Chain N Systems: n Information Systems: Economics laft: n Political Science I Management: n International Mesearch:	Management stems e anagement	nagement:				
	9	_		züge						
10 Miscellaneous	10	Miscellaneous								

lodule Co	nde	Workload	ECTS Credits	Module	Module	Duration				
289MSME		180h	6	Language English	Availability every 2nd term - winter term	1 Term				
1	Courses Media Economio	Courses Media EconomicsContact Hours 60hSelf- 								
2	CharacteristicCost and reveDigital transfo	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 di	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 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 Arts P Supple Master of Science Supple	ce Business A mentary Secti- colitikwissenso mentary Secti- ce Business A mentary Secti- ce Information mentary Secti- ce Economics lization Secti- ce International mentary Secti- ce International mentary Secti- ce Business A mentary Secti-	dministration - Su on Supply Chain I haft: on Political Science dministration - Fir on Finance Systems: on Information Sy dministration - Co on Corporate Dev : n Economics on al Management: on International M dministration - Ma on Marketing	Management ee ance: stems rporate Develoelopment anagement						
	Master of Science Supple	Supplementary Section Marketing Master of Science Economic Research: Supplementary Section Economic Research Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:								

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

Speciali	sation Module	Seminar i	in Macroeco	nomics an	d Public P	olicy			
Module Co 1302SMPP		Workload 180h	ECTS Credits	Module Language English	Module Availability every term	Duration 1 Term			
1	Courses Seminar in Macroeconomics and Public Policy Seminar in Macroeconomics and Public Policy Seminar in Macroeconomics and Public Policy 30h Self- Studies 150h English								
2	Module Conten The content is b		mental or curren	t issues and co	vers academic	work methods.			
3	Students acquire the sk conomics and P independently public policy apply the thec critically study summarise the	acquire the skills needed for jobs requiring independent conceptual work in the field of "Macroeconomics and Public Policy". independently investigate current issues in research and applied practice in macroeconomics and public policy apply the theoretical and empirical skills they have acquired on the programme while doing so. critically study the theoretical and practical literature on the subjects. summarise their findings in a written paper, present their results and discuss them with the other seminar participants.							
4	Teaching and L	earning Meth	ods						
5	Module Entry R	Requirements							
6		Mode of End-Of-Module Examination Combined examination: PRES, TP							
7	-	Prerequisites for Awarding of Credit Points Passing the combined examination.							
8	Master of Science Special Master of Science	Other Programmes that Use the Module Master of Science Economics: Specialization Section Economics Master of Science International Management: Supplementary Section International Management							
9	_	Module Manager UnivProf. Dr. Andreas Schabert							
10	Miscellaneous								

				·	1					
Module Code 1302MSMEP2		Workload 180h	ECTS Credits	Module Language English	Module Availability irregular	Duration 1 Term				
1	Courses Money and Fina	ncial Markets		Contact Hours 45h	Self- Studies 135h	Course Language English				
2	 Empirical Evid Transaction fri Financial inter Monetary polic Financial cont Financial acce 	 Module Content Empirical Evidence on monetary policy effects Transaction frictions and money demand Financial intermediation, banks, and liquidity Monetary policy and banking Financial contracts Financial acceleration Unconventional monetary policy and interbank markets 								
3	Students understand action financial markets analyse curre markets assess and di justify and def	understand advanced, specialized theories / methods in the area of monetary theory, policy and financial markets analyse current questions and challenges in the area of monetary theory, policy and financial								
4	Teaching and L lecture practice									
5	Module Entry R Recommendation		economics or CM	Advanced Mac	roeconomics					
6		Mode of End-Of-Module Examination Written test: WT (60)								
7		Prerequisites for Awarding of Credit Points Passing the module examination								
8	Master of Science Special Master of Science Supple Master of Science	Other Programmes that Use the Module Master of Science Economics: Specialization Section Economics Master of Science International Management: Supplementary Section International Management Master of Science Economic Research: Supplementary Section Economic Research								
9	Module Manage UnivProf. Dr. A		ert							
		Miscellaneous								

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

3.6.4 Master Thesis International Management

				I	I	I				
Module Code 1014MaIM00		Workload 450h	ECTS Credits 15	Module Language English	Module Availability every term	Duration 1 Term				
1	Courses			Contact Hours	Self- Studies	Course Language				
2	Module Conten	Module Content								
3	Students are familiar w of it through thei identify quest work on these formulate thee research draw up a res organise and independently discuss theore 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 aca-demic								
4	Teaching and L Master's Thesis	_	ods							
5	Module Entry R	Requirements								
6		Mode of End-Of-Module Examination Written test 3 months								
7		Prerequisites for Awarding of Credit Points Passing the written test.								
8	Master of Science	Other Programmes that Use the Module Master of Science International Management: Master Thesis International Management								
9	Module Manage Alle Areas	Module Manager Alle Areas								
	Miscellaneous									