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FACULTY OF MANAGEMENT,
ECONOMICS AND SOCIAL
SCIENCES

UNIVERSITY OF COLOGNE

VICE DEAN OF STUDIES
DEPARTMENT



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MODULE CATALOGUE

BUSINESS ADMINISTRATION

BACHELOR OF SCIENCE

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



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List of abbreviations

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

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1 Business Administration

Business administration, a subset of the field of economics, deals with the business context within which individual companies operate and provides information about their structures and processes. The subject matter covered and researched is derived from issues that face the various areas of a company. The Bachelor in Business Administration programme gives students the knowledge and skills needed to find optimal solutions to those issues.

1.1 Content and objectives of the programme

Graduates have competences at level 6 of the German Qualifications Framework respectively the Bachelor level of the German Qualifications Framework for Higher Education Qualifications. Intended learning outcomes are shown in the table below. On the one hand, the intended learning outcomes comprise the overarching *learning goals* that the programme envisions for the graduates. On the other hand, they include *learning objectives*, which refer to concrete activities of the students during their studies.

	Graduates act...
Professional and analytical skills	...with sound management expertise to analyse complex business processes in depth.
	<i>Students apply basic methods and techniques of business accounting or mathematical or statistical methods.</i>
	<i>Students describe business theories and concepts or theories and concepts of related disciplines.</i>
	...as active users of economic and management methods and concepts in order to support business processes in a data-based and analytical manner.
	<i>Students apply business management statements and business management knowledge to known and unknown problem areas.</i>
	<i>Students independently write an academic paper on a selected topic relevant to business administration on the basis of literature and data material.</i>
Communicative and cooperative skills	...as interculturally and ethically sensitised team players in order to work successfully in diverse teams.
	<i>Students work in a goal-oriented and cooperative manner in diverse teams.</i>
	...as effective communicators of management problems in order to view business challenges from different perspectives and thus enable new ways to solve them.
	<i>Students discuss subject-specific problems in German or English.</i>
	<i>Students defend their independently developed position or solutions to problems.</i>
Personal skills	...as independent and self-reflective decision-makers in order to have a positive impact on the world with its many challenges.
	<i>Students develop an understanding of the impact of economic decisions taking into account ecological, social and/or ethical criteria.</i>
	<i>Students assess their action process and identify potential for development.</i>

In addition to business administration, the programme includes aspects of economics, social sciences and other interdisciplinary areas (information systems, law, etc.) and qualifies graduates for demanding, high-level specialist jobs in business administration that provide opportunities for promotion to management positions. Job opportunities for graduates are to be found direct or via trainee programmes in companies in all economic segments, including manufacturing, trade, logistics, energy, finance, the public sector and the entire service sector. Various areas of commercial activity in industry provide numerous graduate pathways into employment in case handling and project management after just a short period of induction training. Potential roles vary depending on functional area and company sector/size. Increasingly, they are very much project-based as a result of market dynamics. Graduates can be employed in a wide variety of positions along a company's business process chain though their individual skill set and, in some cases, professional experience in the area concerned play a key role in their ability to find their way around the job. Graduates can find appropriate employment opportunities in almost all economic sectors and forms of enterprise, assuming that any necessary specialised or job-specific abilities can be acquired "on the job", building on the skills learned on the bachelor programme. All graduates from the Cologne B.Sc. in Business Administration programme benefit from a strong foundation in theory and typical patterns of action, covering an exceptionally broad range of functions in the field of business administration. Analysis of interrelationships between functional areas of businesses and conceptual understanding of value chains in those areas are key components, which graduates are capable of expressing in quantitative form too. They are able to express, justify and discuss business decisions and their own standpoints and recommendations for action and to use them for problem-solving. In keeping with academic tradition, critical reflection on their own actions and those of others and the social relevance and responsibility of companies and business also feature strongly in the graduate profile. In addition, the programme gives students the opportunity to make choices based on their own future plans, particularly with regard to the subjects they choose to study.

In addition, students can deepen and expand their specialist knowledge scientifically in an advanced Master's programme and thus specialise specifically in certain occupational fields.

1.2 Requirements

English language proficiency at B2 level according to the Common European Framework of Reference for Languages (CEFR) is required when applying for this degree programme. Successful students will have the following subject-related, methodical and personal strengths and aptitudes:

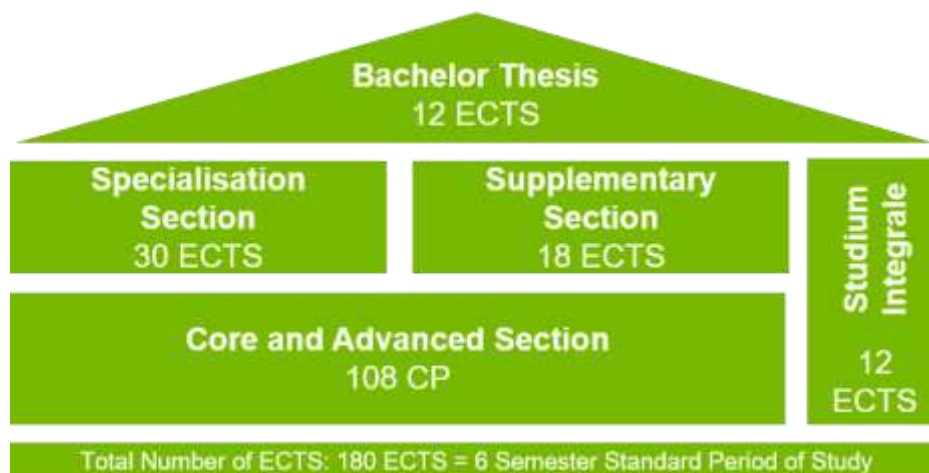
- good mathematical and analytical skills,

- ability to think abstractly and conceptually,
- good communication skills in German and English,
- ability to perform independent, goal-driven and result-oriented work,
- a keen interest in economic issues.

Students with insufficient knowledge in mathematics (e.g. only basic course in high school) are recommended to attend a preparatory module in mathematics which is offered in blocked form before regular lectures begin. For further information, please see the corresponding module description.

1.3 Programme structure and sequence

The Bachelor in Business Administration programme carries 180 credit points (CPs). The standard period of study is six terms and the programme comprises the following subject categories: The Core and Advanced Section (108 CPs), consisting of basic Business Administration, Economics and Methods modules, all of which are compulsory. The Supplementary Section (18 CPs) consists of supplementary and more in-depth modules in Business Administration and Economics and additional Information Systems and Social Science modules. The Specialisation Section (30 CPs) consists of the Specialisation Modules, which can be chosen from a wide range of options in the areas of Business Administration, Economics and Social Sciences, plus the bachelor seminar. The fourth component is the “Studium Integrale”, which all bachelor students take and which carries 12 CPs. At the end of the programme, students write a bachelor’s thesis (12 CPs).



1.4 Study Abroad Option

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

the WiSo Faculty's partner universities. Successful STAP applicants benefit from direct contact and organisational support at the partner university as well as support in the organisation of the semester abroad by the International Relations Center (ZIB WiSo). Additionally, they are exempt from paying tuition fees there. The range of universities available depends on the bachelor course in which the student is enrolled – the possible options are listed in the WiSo Exchange (WEX) (access through the student's UoC account only), along with detailed information on each university.

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

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

1.4.1 The Faculty's Study Abroad Programme (STAP)

Bachelor students should plan their application for a term abroad at the beginning of their bachelor studies. The STAP main selection round takes place once a year with application period between December and January 15th; it allows for an application either for the fall term or the spring term of the following academic year. Detailed information on the selection criteria and the best preparation for a STAP application can be found online in the STAP Bachelor Application Manual.

If there are still places available after the main selection round has been completed, another small secondary selection round will be offered between April and June 1st. In this round, students can only apply for the following summer semester.

STAP Bachelor – main selection round (fall term and spring term)



* Alternative offer: if no offer can be given at one of the five preferred universities and if slots at other universities are available.

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

STAP Bachelor – secondary selection round (for spring term only)

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



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

1.4.2 Credit transfer options from studies abroad

The WiSo Faculty has put a lot of emphasis on internationalisation in the design of its bachelor programmes, offering broad credit transfer options for all kinds of study abroad options. Each bachelor course includes at least one "Studies Abroad" module, with a broad range of courses suitable for credit transfer. In addition, a single course-to-course credit transfer can be considered. Moreover, students have the option of crediting courses from the semester abroad as part of their Studium Integrale.

For any questions regarding credit transfer, students can contact the [ZIB WiSo](#) or the [WiSo Credit Transfer Center](#).

1.5 Module study plan sequences

Due to several factors you need to plan your studies more and more individually. This is caused for example by the fact that some modules are solely offered in the winter or summer term. Thus, the following sequences are only recommendations, from which you can or have to diverge depending on your individual study plan.

B.Sc. Business Administration (Start Winter Term)

1 st Term	Core Module Mathematics <small>CC 1314BBMMA1 6 CP</small>	Core Module Statistics <small>CC 1314BBMST1 6 CP</small>	Core Module Civil Property and Economic Law <small>CC 1015BBMBR1 6 CP</small>	Core Module Fundamentals of Information Systems <small>CC 1277BBMGW1 6 CP</small>	Core Module Accounting I <small>CC 1016BBMAT1 6 CP</small>	CP 30
2 nd Term	Core Module Finance I <small>CC 1259BBMF11 6 CP</small>	Core Module Accounting II <small>CC 1016BBMAT2 6 CP</small>	Core Module Microeconomics (Business Administration) <small>CC 1289BBMMB1 9 CP</small>	Advanced Module Statistics and Econometrics <small>CC 1314BAMST1 6 CP</small>	Core Module Marketing I <small>CC 1266BBMMA1 6 CP</small>	33
3 rd Term	Elective Module Core Section (1/3) <small>EC 6 CP</small>	Core Module Corporate Development I <small>CC 1253BBMCD1 6 CP</small>	Core Module Supply Chain Management I <small>CC 1271BBMSC1 6 CP</small>	Core Module Macroeconomics (Business Administration) <small>CC 1302BBMMB1 9 CP</small>		27
4 th Term	Elective Module Core Section (2/3) <small>EC 6 CP</small>	Elective Module Core Section (3/3) <small>EC 6 CP</small>	Core Module Corporate and Business Ethics <small>CC 1253BBMUW1 6 CP</small>	Specialisation Module Business Administration (1/4) <small>EC 6 CP</small>	Elective Module Supplementary Section (1/3) <small>EC 6 CP</small>	30
5 th Term	Bachelor Seminar in the selected field <small>EC 6 CP</small>	Specialisation Module Business Administration (2/4) <small>EC 6 CP</small>	Specialisation Module Business Administration (3/4) <small>EC 6 CP</small>	Elective Module Supplementary Section (2/3) <small>EC 6 CP</small>	Elective Module Supplementary Section (3/3) <small>EC 6 CP</small>	30
6 th Term	Bachelor's Thesis <small>EC 12 CP</small>		Studium Integrale <small>CC 12 CP</small>		Specialisation Module Business Administration (4/4) <small>EC 6 CP</small>	30

Sections Core/ Advanced Specialisation Supplementary Studium Integrale

Note for Elective Modules Supplementary Section: Students planning to apply for the Master in Social and Economic Psychology are advised to take the Module CM Introduction to Psychology (1320BBWPS1) in the 5th term at latest.

B.Sc. Business Administration (Start Summer Term)

1st Term	Core Module Mathematics <small>CC 1314BBMMA1 6 CP</small>	Core Module Statistics <small>CC 1314BBMST1 6 CP</small>	Core Module Civil Property and Economic Law <small>CC 1015BBMBR1 6 CP</small>	Core Module Fundamentals of Information Systems <small>CC 1277BBMGW1 6 CP</small>	Core Module Accounting I <small>CC 1016BBMAT1 6 CP</small>	CP 30
2nd Term	Core Module Finance I <small>CC 1259BBMF1 6 CP</small>	Core Module Accounting II <small>CC 1016BBMAT2 6 CP</small>	Core Module Microeconomics (Business Administration) <small>CC 1289BBMMB1 9 CP</small>	Advanced Module Statistics and Econometrics <small>CC 1314BAMST1 6 CP</small>	Core Module Marketing I <small>CC 1266BBMMA1 6 CP</small>	33
3rd Term	Elective Module Core Section (1/3) <small>EC 6 CP</small>	Core Module Corporate Development I <small>CC 1253BBMCD1 6 CP</small>	Core Module Supply Chain Management I <small>CC 1271BBMSC1 6 CP</small>	Core Module Macroeconomics (Business Administration) <small>CC 1302BBMMB1 9 CP</small>		27
4th Term	Elective Module Core Section (2/3) <small>EC 6 CP</small>	Elective Module Core Section (3/3) <small>EC 6 CP</small>	Core Module Corporate and Business Ethics <small>CC 1253BBMUW1 6 CP</small>	Specialisation Module Business Administration (1/4) <small>EC 6 CP</small>	Elective Module Supplementary Section (1/3) <small>EC 6 CP</small>	30
5th Term	Bachelor Seminar in the selected field <small>EC 6 CP</small>	Specialisation Module Business Administration (2/4) <small>EC 6 CP</small>	Specialisation Module Business Administration (3/4) <small>EC 6 CP</small>	Elective Module Supplementary Section (2/3) <small>EC 6 CP</small>	Elective Module Supplementary Section (3/3) <small>EC 6 CP</small>	30
6th Term	Bachelor's Thesis <small>EC 12 CP</small>		Studium Integrale <small>CC 12 CP</small>		Specialisation Module Business Administration (4/4) <small>EC 6 CP</small>	30

Sections Core/ Advanced Specialisation Supplementary Studium Integrale

Note for Elective Modules Supplementary Section: Students planning to apply for the Master in Social and Economic Psychology are advised to take the Module CM Introduction to Psychology (1320BBWPS1) in the 5th term at latest.

B.Sc. Business Administration (Start Winter Term incl. Study Abroad)

1 st Term	Core Module Mathematics <small>CC 1314BBMMA1 6 CP</small>	Core Module Statistics <small>CC 1314BBMST1 6 CP</small>	Core Module Civil Property and Economic Law <small>CC 1015BBMBR1 6 CP</small>	Core Module Fundamentals of Information Systems <small>CC 1277BBMGW1 6 CP</small>	Core Module Accounting I <small>CC 1016BBMAT1 6 CP</small>	CP 30
2 nd Term	Core Module Finance I <small>CC 1259BBMF1 6 CP</small>	Core Module Accounting II <small>CC 1016BBMAT2 6 CP</small>	Core Module Microeconomics (Business Administration) <small>CC 1289BBMMB1 9 CP</small>	Advanced Module Statistics and Econometrics <small>CC 1314BAMST1 6 CP</small>	Core Module Marketing I <small>CC 1266BBMMA1 6 CP</small>	33
3 rd Term	Elective Module Core Section (1/3) <small>EC 6 CP</small>	Core Module Corporate Development I <small>CC 1253BBMCD1 6 CP</small>	Core Module Supply Chain Management I <small>CC 1271BBMSC1 6 CP</small>	Core Module Macroeconomics (Business Administration) <small>CC 1302BBMMB1 9 CP</small>		27
4 th Term	Elective Module Core Section (2/3) <small>EC 6 CP</small>	Elective Module Core Section (3/3) <small>EC 6 CP</small>	Core Module Corporate and Business Ethics <small>CC 1253BBMUW1 6 CP</small>	Specialisation Module Business Administration (1/2) <small>EC 6 CP</small>	Bachelor Seminar in the selected field <small>EC 6 CP</small>	30
5 th Term (Study Abroad)	Studies Abroad in Management I <small>EC 6 CP</small>	Studies Abroad in Management II <small>EC 6 CP</small>	Studies Abroad I <small>EC 6 CP</small>	Studies Abroad II <small>EC 6 CP</small>	Studies Abroad III <small>EC 6 CP</small>	30
6 th Term	Bachelor's Thesis <small>EC 12 CP</small>		Studium Integrale <small>CC 12 CP</small>		Specialisation Module Business Administration (2/2) <small>EC 6 CP</small>	30

Sections

Core/ Advanced

Specialisation

Supplementary

Studium Integrale

B.Sc. Business Administration (Start Summer Term incl. Study Abroad)

1st Term	Core Module Mathematics <small>CC 1314BBMMA1 6 CP</small>	Core Module Statistics <small>CC 1314BBMST1 6 CP</small>	Core Module Civil Property and Economic Law <small>CC 1015BBMBR1 6 CP</small>	Core Module Fundamentals of Information Systems <small>CC 1277BBMGW1 6 CP</small>	Core Module Accounting I <small>CC 1016BBMAT1 6 CP</small>	CP 30
2nd Term	Core Module Finance I <small>CC 1259BBMF1 6 CP</small>	Core Module Accounting II <small>CC 1016BBMAT2 6 CP</small>	Core Module Microeconomics (Business Administration) <small>CC 1289BBMMB1 9 CP</small>	Advanced Module Statistics and Econometrics <small>CC 1314BAMST1 6 CP</small>	Core Module Marketing I <small>CC 1266BBMMA1 6 CP</small>	33
3rd Term	Elective Module Core Section (1/3) <small>EC 6 CP</small>	Core Module Corporate Development I <small>CC 1253BBMCD1 6 CP</small>	Core Module Supply Chain Management I <small>CC 1271BBMSC1 6 CP</small>	Core Module Macroeconomics (Business Administration) <small>CC 1302BBMMB1 9 CP</small>		27
4th Term (Study Abroad)	Studies Abroad in Management I <small>EC 6 CP</small>	Studies Abroad in Management II <small>EC 6 CP</small>	Studies Abroad I <small>EC 6 CP</small>	Studies Abroad II <small>EC 6 CP</small>	Studies Abroad III <small>EC 6 CP</small>	30
5th Term	Bachelor Seminar in the selected field <small>EC 6 CP</small>	Elective Module Core Section (2/3) <small>EC 6 CP</small>	Elective Module Core Section (3/3) <small>EC 6 CP</small>	Core Module Corporate and Business Ethics <small>CC 1253BBMUW1 6 CP</small>	Specialisation Module Business Administration (1/2) <small>EC 6 CP</small>	30
6th Term	Bachelor's Thesis <small>EC 12 CP</small>		Studium Integrale <small>CC 12 CP</small>		Specialisation Module Business Administration (2/2) <small>EC 6 CP</small>	30

Sections

Core/ Advanced

Specialisation

Supplementary

Studium Integrale

Study plans including a semester abroad

a) Beginning of Studies: Winter Term

The fifth semester is mostly suitable for studying abroad.

In view of the model study plan sequence and the credit transfer options in the Specialisation Section (12 CP) and the Supplementary Section (18 CP) a third module of the Supplementary Section should be positioned in the fifth semester, however, the Bachelor Seminar should be positioned in the fourth semester in the case of an **exemplary** stay abroad.

b) Beginning of Studies: Summer Term

The fourth semester is mostly suitable for studying abroad.

In view of the model study plan sequence and the credit transfer options in the Specialisation Section (12 CP) and in the Supplementary Section (18 CP) a Specialisation Module Business Administration and two Supplementary Modules could be moved to the fourth semester in the case of an **exemplary** stay abroad. Three Core Modules could be moved to the fifth semester.

c) General remarks

For questions about studying abroad the ZIB WiSo is at your disposal.

Additionally, it is always possible not to request a semester on leave (*Urlaubssemester*) if you spend a semester abroad such that examinations can be taken upon return to the University of Cologne (if it is individually feasible).

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 fall, the mid-term usually ends at the beginning of December; in 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.

1.7 Calculation of the overall mark

The marks for each examination are determined by the respective examiners. The overall mark for the bachelor degree combines the marks for the various sub-categories, weighted based on the respective number of credit points attainable and each sub-category's contribution towards the overall mark for the examinations for which marks are given. The marks for the sub-categories are calculated as the mean of the examination results in line with the weighting for each examination in terms of the credit points it contributes to the overall mark for the examinations in the respective category 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 bachelor's thesis. On the Business Administration programme, the weighting for the contributions to the overall mark are as follows:

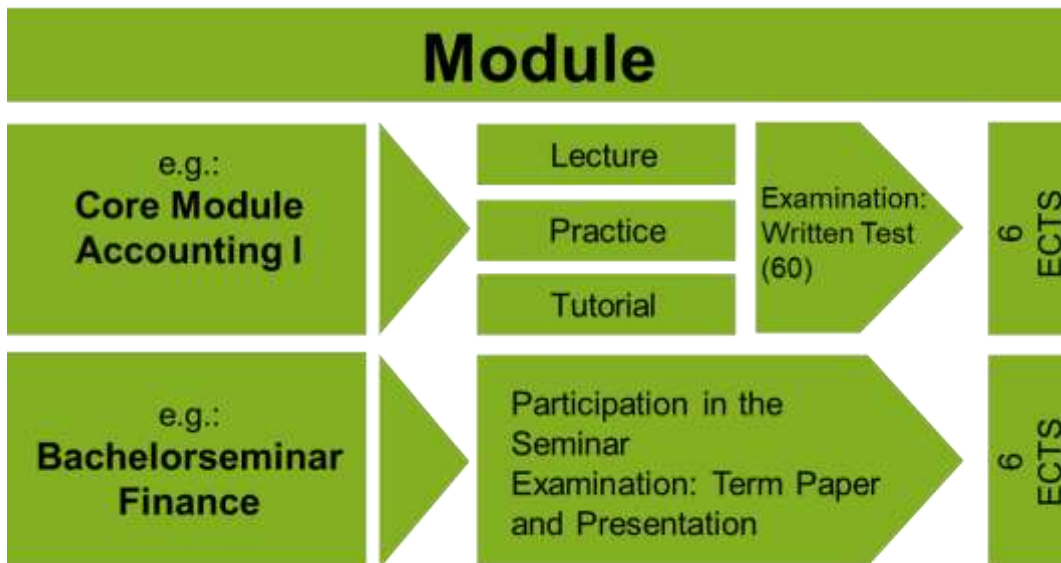
- a) Mark for Core and Advanced Section: 108 of 168 CPs
- b) Mark for Supplementary Section: 18 of 168 CPs
- c) Mark for Specialisation Section: 30 of 168 CPs
- d) Mark for Bachelor's Thesis: 12 of 168 CPs.

1.8 Modularity

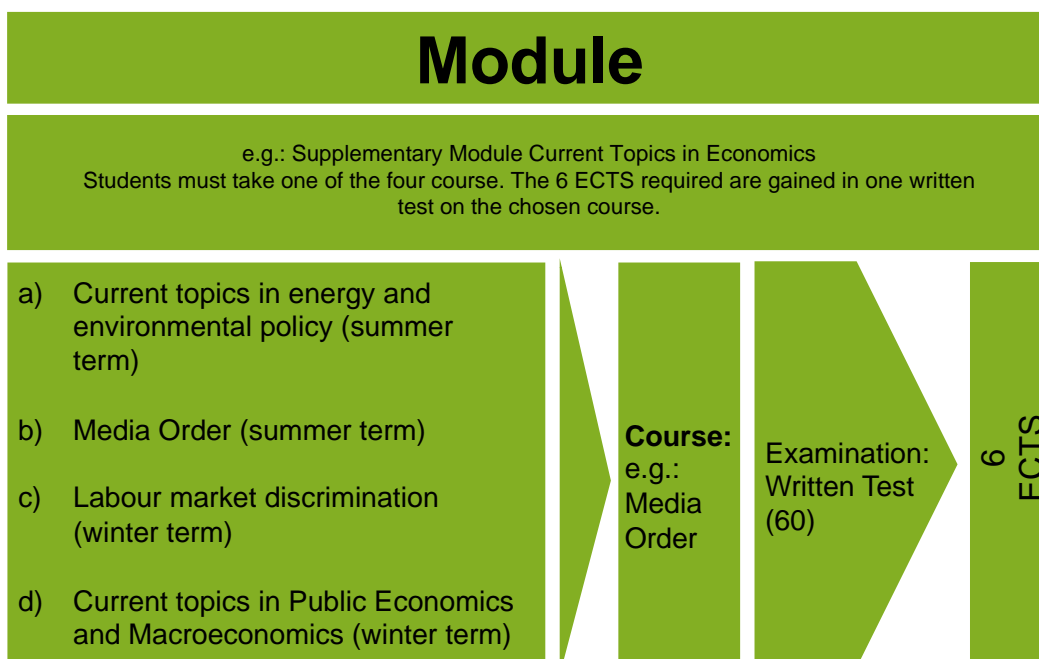
The subject categories on the bachelor programmes are divided into modules, the contents of which are presented in the module descriptions. The bachelor module catalogue can be viewed in the [download section](#) of the WiSo faculty website. Students who pass the necessary examinations are awarded credit points as proof of their successful participation in a module. The module examinations are taken at regular intervals during the programme. Each module consists of various parts and can usually be completed in one or two terms (see the "Duration" section in the module description). A module can consist of lectures, exercises and/or tutorials on the same subject. There are also modules that only comprise one type of class, e.g. a seminar. In some cases, modules offer students a choice between various courses and they are required to take one or more of them. In these cases, the examination can refer to the content of one or of several courses.

When planning your studies, please remember that not every module is offered every term. To find out whether a module is being offered, refer to the "Module availability" section of the module description.

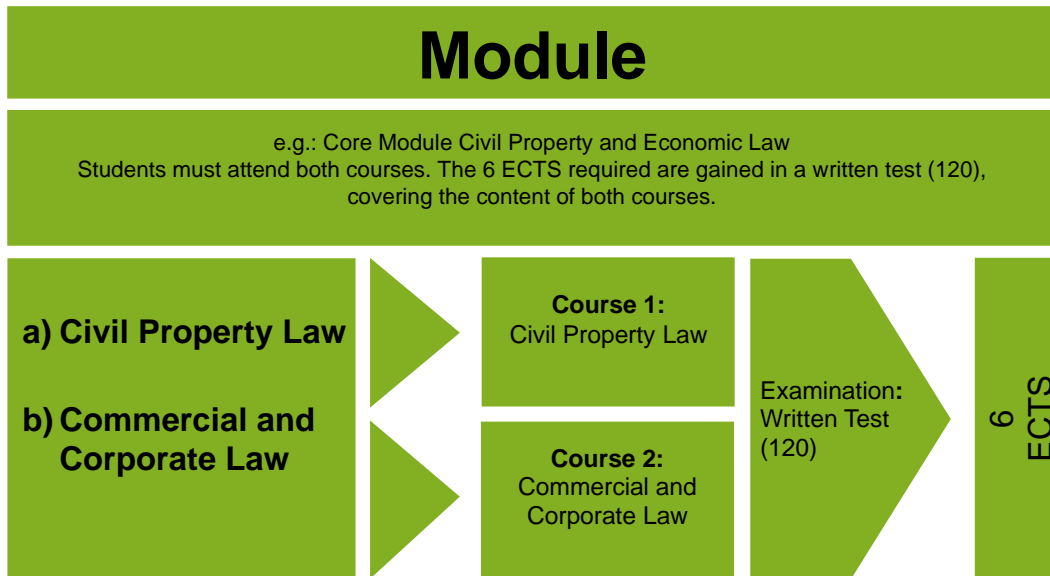
The following examples are to be understood as illustrations of the individual scenarios; they do not necessarily include modules of the present study programme.



Scenario 1: The module can consist of one teaching and learning method or several complementary teaching and learning methods on the same topic.



Scenario 2: One course must be chosen from a selection of courses and the exam must be passed.



Scenario 3: Several courses are combined and at the end a test on the contents of all courses is completed successfully and the ECTS are thus acquired.

1.9 Rules for failed attempts

Students may retake module examinations that they have failed. The number of attempts is limited to three per module.

In addition, additional three resit attempts can be granted to students at any point of the programme. Students who have accumulated at least 140 credit points are granted a further additional attempt. If a student fails an examination in the three additional attempts and the extra attempt for students with 140 points or more, they are deemed to have failed the programme at the final attempt. However, students may only be eligible for additional attempts beyond the initial three attempts if none of the first three examination attempts were failed due to cheating or to an offence. If the candidate fails a module examination three times, he or she will receive a written notification informing him or her of the options available. We recommend all students who fail the initial three attempts to seek advice from WiSo Student Service Point before embarking upon an additional attempt.

Where a module examination consists of several components, the candidate must obtain a “bestanden” (pass) mark, or at least an “ausreichend (4,0)” (sufficient) mark, in all of the examination components. All components marked “mangelhaft (5,0)” or “nicht bestanden” (fail) must be retaken.

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

A failed bachelor'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 Support for students

2.1 Course registration in KLIPS 2.0

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 organization 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 e-mail (klips-wiso@uni-koeln.de). For account questions, contact the central KLIPS support.

2.2 Exam registration in KLIPS 2.0

Examinations on the various programmes are always managed via KLIPS 2.0. Students must register for them within specified deadlines. Please note that registration for courses without restriction on participation via KLIPS and registration for the corresponding module examinations are two completely separate processes. In the case of courses which are subject to a restriction on participation, an examination registration is generally only possible if a registration for the course has been submitted beforehand. Most examinations in written test form are offered twice per term. Often, this will be to "space out" the dates, i.e. students can choose the date that best fits their examination schedule. In some cases, however, the second examination may be a genuine repetition of the first, depending on the department/institute concerned.

All WiSo Faculty examination candidates are entitled to see their examination papers after they have been marked. For more information, please visit the WiSo Examination Office website.

2.3 Subject-specific and examination advice

General advice for students, especially regarding study options and programme requirements, is available from the WiSo-Student Service Point (WiSSPo) for all programmes at the WiSo Faculty. The WiSSPo also offers subject-specific recommendations for students' study plans for the first semester plus information on how the individual programmes are structured. It issues transcripts of records in German and English as well as ranking certificates. The

WiSSPo is also the first contact point students should refer to if they have any other questions or problems concerning their studies. The centre can be contacted by telephone, in person or by email. The opening hours and contact data can be found on the corresponding webpage.

Subject-specific advice is provided during the designated times by the University's faculty members and associated teaching staff ("akademische Mitarbeiterinnen und Mitarbeiter") 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 Office. It also issues letters of assignment to the appropriate term of the programme. All the necessary information, contact details and opening hours can be found on the corresponding webpage.

2.4 Academic Working

To support the academic writing of term and final papers, the University of Cologne offers various courses to practice the process of academic writing by students. These include:

a) Writing advice/consultation

The Kompetenzzentrum Schreiben, the Professional Center, the Kölner Studierendenwerk and the programme SchreibArt offer advice as well as courses related to the issues that arise when writing an academic paper.

b) Literature research

The university library offers various courses especially for researching literature.

c) Text processing and literature administration

The Regionales Rechenzentrum provides courses regarding text processing and literature administration.

Students can register for the courses of the Professional Center and the SchreibArt programme in the **Studium Integrale** under „Kompetenzen für das Studium“ (competencies for studies). There are even more offers made by the WiSo Faculty that can be elected in the **Studium Integrale**. Hence, these courses can be credited for your studies.

2.5 Other sources of information and advice

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

The Faculty’s Credit Transfer Centre (“Zentrum für die Anrechnung auswärtiger Leistungen”) is responsible for recognising credits accumulated in other institutions. This applies both to credits students have gained at other higher education institutions in Germany or abroad prior to studying at the WiSo Faculty, and to (advance) transfer of credits that students plan to accumulate abroad or have already accumulated abroad as part of a WiSo Faculty programme. This system eliminates the need to make individual inquiries to departments/institutes and examination offices. Students can find out everything they need to know about the transfer process on the corresponding webpage.

The WiSo Career Service offers advice and support 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. It also works with other partners in the Faculty and the University to support and guide students as they decide on a career path.

The WiSo IT Service runs regular courses dealing with standard software and field-specific programs.

In case of study-related or personal difficulties, the psychosocial counselling (“Psycho-Soziale Beratung”) of the Kölner Studierendenwerk can be called upon. In addition to psychological and social counselling, it also offers writing and learning counselling and support for pregnant women and students with children.

As a further offer, there is Nightline Cologne, the listening and information telephone of students for students. It is available to all students at Cologne universities and colleges.

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 or by directly writing an email to wiso-buero@uni-koeln.de.

3 Module tables and descriptions

3.1 Core and Advanced Section

In accordance with Section 29(1), No. 1 of the Examination Regulations, students must accumulate 108 CPs in the Core and Advanced Section.

Group	Module	CP	CC/EC	Reqd. CP
Business Administration	CM Accounting I	6	CC	90
	CM Accounting II	6	CC	
	CM Corporate Development I	6	CC	
	CM Finance I	6	CC	
	CM Marketing I	6	CC	
	CM Supply Chain Management I	6	CC	
	CM Corporate and Business Ethics	6	CC	
	CM Fundamentals of Information Systems	6	CC	
	CM Microeconomics (Business Administration)	9	CC	
	CM Macroeconomics (Business Administration)	9	CC	
	CM Mathematics	6	CC	
	CM Civil Property and Economic Law	6	CC	
	CM Statistics	6	CC	
	AM Statistics and Econometrics	6	CC	
Business Administration Elective Modules	CM Corporate Development II	6	EC	18
	CM Finance II	6	EC	
	CM Marketing II	6	EC	
	CM Supply Chain Management II	6	EC	

3.2 Supplementary Section

In accordance with Section 29(1), No. 2 of the Examination Regulations, students must accumulate 18 CPs in the Supplementary Section.

Group	Module	CP	CC/EC	Reqd. CP
Supplementary Section	CM Decision Analysis	6	EC	18
	SuM Business Analytics Methods	6	EC	
	SuM International Trade and Investment	6	EC	
	AM Microeconomics (Conflict, Cooperation and Competition)	6	EC	
	SpM Economics and Business	6	EC	
	AM Ecological Economics	6	EC	
	SuM Current Topics in Economics	6	EC	
	AM Macroeconomics	6	EC	
	AM Public Economics	6	EC	
	AM Economic History	6	EC	
	SpM Economic Psychology	12	EC	
	CM Comparative Political Economy	6	EC	
	CM Comparative Analysis of Political Institutions	6	EC	
	CM International Relations	6	EC	
	CM European Politics	6	EC	
	CM Introduction to Microsociology	6	EC	
	CM Introduction to Macrosociology	6	EC	
	CM Introduction to Psychology	6	EC	
	CM Methods of Empirical Social Research	6	EC	
	CM Information Systems I	6	EC	
	CM Information Systems II	6	EC	
	SuM Globalisation, Industrial Relations and Workplace Learning	6	EC	
	SuM Innovation and Sustainable Development in the Global South	6	EC	
	SuM International Business and Economic Geography	6	EC	
	SuM Management of the Co-operative	6	EC	
	SpM Economic Geography II	6	EC	
	SpM Empirical Methods and Data Analysis	6	EC	
	SuM Entrepreneurship	6	EC	
	Studies Abroad I (BWL)	6	EC	
	Studies Abroad II (BWL)	6	EC	
Studies Abroad III (BWL)	6	EC		

3.3 Specialisation Section

In accordance with Section 29(1), No. 3 of the Examination Regulations, students must accumulate 30 CPs in the specialisation category.

Group	Module	CP	CC/EC	Reqd. CP
Specialisation Modules	SpM Accounting and Taxation I	6	EC	24
	SpM Accounting and Taxation II	6	EC	
	SpM Corporate Development I	6	EC	
	SpM Corporate Development II	6	EC	
	SpM Finance I	6	EC	
	SpM Finance II	6	EC	
	SpM Marketing I	6	EC	
	SpM Marketing II	6	EC	
	SpM Supply Chain Management I	6	EC	
	SpM Supply Chain Management II	6	EC	
	SpM Media and Technology Management I	6	EC	
	SpM Media and Technology Management II	6	EC	
	SpM Economic Geography I	6	EC	
	Studies Abroad in Management I	6	EC	
	Studies Abroad in Management II	6	EC	
Seminar	Bachelor Seminar Accounting and Taxation	6	EC	6
	Bachelor Seminar Corporate Development	6	EC	
	Bachelor Seminar Finance	6	EC	
	Bachelor Seminar Marketing	6	EC	
	Bachelor Seminar Supply Chain Management	6	EC	
	Bachelor Seminar Interdisciplinary Business Administration	6	EC	

3.4 Studium Integrale

All of the Faculty's bachelor programmes include an interdisciplinary component, known as the Studium Integrale, in which students accumulate 12 credit points. The Studium Integrale is a university-wide and interdisciplinary component of the courses of study in which academic and professional competences are imparted. The Studium Integrale has both theoretical and practical content, enabling students to focus on more academic aspects or topics related to their future careers enhancing their employability. It aims to teach and develop skills that go beyond subject-specific knowledge or that are related to basic academic and personal traits: scientific curiosity, systematic and analytical thinking, and ability to deal with complexity, a solution-minded outlook plus other abilities such as teamwork and foreign language skills.

The Studium Integrale courses are run jointly by the faculties and the University's Professional Centre. They enable students to pursue their own interests in more depth, gain an insight into other subjects and departments, attend courses dealing with issues of relevance to society, acquire skills relevant to their future careers and attend language classes. The "Universitas" segment offers formats especially designed for the Studium Integrale, such as lecture series on societal issues with related workshops. In addition, the Studium Integrale offers students assistance with their learning and studying, helping them with such questions as how to write an academic paper or how to conduct literature reviews. Periods of training abroad and work experience can also be credited in the Studium Integrale. The Studium Integrale carries 12 credit points in total and formally counts as a module. There is no restriction on the number of attempts possible for Studium Integrale examinations.

Any credit points attained in the Studium Integrale over and above the 12 credit points specified in the study structure are shown on the transcript of records.

3.5 Bachelor's Thesis

In accordance with Section 21(2) of the Examination Regulations, students must accumulate 12 CPs in the Bachelor's Thesis.

Module	CP	CC/EC	Reqd. CP
Bachelor's Thesis General Business Administration	12	EC	12
Bachelor's Thesis Accounting and Taxation	12	EC	
Bachelor's Thesis Corporate Development	12	EC	
Bachelor's Thesis Finance	12	EC	
Bachelor's Thesis Marketing	12	EC	
Bachelor's Thesis Supply Chain Management	12	EC	
Bachelor's Thesis Interdisciplinary Business Administration	12	EC	

The bachelor's thesis carries 12 CPs and is written at the end of the programme. Its aim is to illustrate that the candidate is capable of working and reflecting independently on a specific problem related to the subject matter covered on the programme, using the necessary methods and within a specified period. On the Business Administration programme, the topic of the bachelor's thesis must be taken from one of the areas, Accounting and Taxation, Corporate Development, Finance, Marketing and Supply Chain Management, from Interdisciplinary Business Administration or General Business Administration. Students who have successfully completed the corresponding Bachelor's seminar in a previous semester will be considered for the allocation of the Bachelor's thesis. The Bachelor's thesis will then be written in the same area in which the Bachelor's seminar was taken.

Group bachelor's theses can also be permitted if 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 bachelor's 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 bachelor's theses.

To be allowed to register for the bachelor's thesis component, candidates must have acquired at least 100 credit points; additionally, the Bachelor's Seminar must be successfully completed. In line with the number of credit points it carries, the workload allotted for the thesis is 360 hours, i.e. 12 weeks. Bachelor's theses should not be more than 40 pages long. Candidates who have earned all of the necessary credit points, except for the bachelor's thesis, must register within a period of one year to write their bachelor's thesis. Further and more detailed information concerning bachelor's theses can be found in the examination regulations.

3.6 Module Descriptions

3.6.1 Preparatory Module

Preparation Module Mathematics					
Module code	Workload 180	ECTS credits none, school's additional offer	Module language German	Module availability every term	Duration 1 term
1	Courses Preparation Course for Mathematics		Contact hours 60 h	Self-Studies 120 h	Course Language German
2	Module Content <ul style="list-style-type: none"> • formal/technical calculating/arithmetic • vector and matrix algebra • functions, sequences and marginal values • differential calculus for functions of one variable • integral calculus for functions of one variable 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ...repeat and apply the essential learning content of mathematics, which they have learned in school and is essential for the Bachelor programme. ...complement their school's knowledge relating to topics that were not part of exams or the schedule and apply that knowledge.				
4	Teaching and learning methods lecture with integrated exercise				
5	Module entry requirements No recommendations				
6	Mode of end-of-module examination none				
7	Prerequisites for awarding of credit points no awarding of ECTS credits, school's additional offer				
8	Other programmes that use the module Bachelor of Science Business Administration Bachelor of Science Economics				
9	Module Manager Dr. Christoph Scheicher				

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Miscellaneous

- The participation in the preparation course is optional and is recommended to students who chose basic course in Mathematics in school or did not gain good results in the advanced course.
- The preparation course normally takes place as block course in the month before the lecture starts
- An application is not required.

3.6.2 Core and Advanced Section

Module Descriptions

1 Core and Advanced Section Business Administration

CM Accounting I						
Module Code 1016BBMAT1		Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Accounting I			Contact Hours 90h	Self-Studies 90h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Introduction to Accounting • Fundamentals in Financial Accounting • Fundamentals in Managerial Accounting • Book Keeping • Case Studies 					
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods. ... use methods in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts.					
4	Teaching and Learning Methods lecture practice tutorial					
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 module examination					
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration					

	Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration
9	Module Manager Area Accounting and Taxation
10	Miscellaneous Courses take place in first part of the semester (1. midterm).

CM Accounting II					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1016BBMAT2	180h	6	German	every term	1 Term
1	Courses Accounting II		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content Profound analysis of advanced topics in <ul style="list-style-type: none"> • Financial Accounting • Managerial Accounting on the basis of case studies and using IT-Tools (in relatively small groups).				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods. ... use methods in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate continuously and purposefully within teaching and learning groups. ... present and/or discuss results with teaching staff and other students. ... reflect their own performance and implement feedback constructively. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: CM Accounting I				
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 Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Area Accounting and Taxation				
10	Miscellaneous Courses take place in second part of the semester (2. midterm).				

CM Corporate Development I					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1253BBMCD1	180h	6	German	every term	1 Term
1	Courses Corporate Development I (2. Midterm)		Contact Hours 90h	Self-Studies 90h	Course Language German
2	Module Content This course first introduces foundations of Corporate Governance and Corporate Strategy. Building on this, concepts of Organizational Design and Instruments of Human Resource Management are presented and analysed.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of corporate governance, business strategy, organizational design and HR-management. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				

9	Module Manager Univ.-Prof. Dr. Anne Burmeister Univ.-Prof. Dr. Matthias Heinz Univ.-Prof. Dr. Bernd Irlenbusch Univ.-Prof. Dr. Dirk Sliwka
10	Miscellaneous

CM Finance I					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1259BBMF11	180h	6	German	every term	1 Term
1	Courses Finance		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content Fundamentals of capital budgeting <ul style="list-style-type: none"> • Fundamental questions related to terminology and decision theory • Capital budgeting under certainty • Prospects of capital budgeting under uncertainty Fundamentals of financing <ul style="list-style-type: none"> • Internal financing • External financing 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of finance. ... apply theories in the area of finance in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods in the area of finance. ... use methods in the area of finance in pre-structured contexts in a solution-oriented way. ... design their learning and working processes independently.				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems				

	Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration
9	Module Manager Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz Univ.-Prof. Dr. Heinrich R. Schradin
10	Miscellaneous

CM Marketing I					
Module Code 1266BBMMA1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Introduction to Marketing (1. midterm)		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content The module covers theories and methods to analyse key marketing decision problems and to develop sound recommendations how to solve these decision problems. To this end, it looks at (i) consumers' responses to marketing activities and the underlying psychological mechanisms (consumer behaviour), (ii) the collection and analysis of data about markets and key stakeholders (e.g., consumers) which serves as the empirical basis for decision-making (market research), (iii) the marketing planning process (strategic marketing decisions), and (iv) marketing mix decisions (e.g., brand/product, price, etc.).				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories of a market-oriented management of businesses. ... know and understand common marketing planning methods, including strategic marketing decisions and marketing mix decisions.				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				

9	Module Manager Univ.-Prof. Dr. Werner Reinartz Univ.-Prof. Dr. Franziska Völckner
10	Miscellaneous

CM Supply Chain Management I					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1271BBMSC1	180h	6	German	every term	1 Term
1	Courses Operations Management		Contact Hours 75h	Self-Studies 105h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Fundamentals of Operations Management • Demand Forecasting • Inventory Management • Production Planning • Supply Chain Management • Location Planning • Process Design 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of supply chain management. ... know and understand common methods in the area of supply chain management. ... use methods in the area of supply chain management in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture practice tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik:				

	<p>Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration</p>
9	<p>Module Manager Area Supply Chain Management Univ.-Prof. Dr. Ulrich W. Thonemann</p>
10	<p>Miscellaneous</p>

CM Corporate and Business Ethics					
Module Code 1253BBMUW1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Corporate and Business Ethics		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Normative approaches to moral decision-making (teleology, deontology, virtue ethics) • Moral decision making from a psychological perspective (e.g. determinants of moral behaviour, bounded ethical behaviour, moral disengagement) • Ethics of economics (e.g. moral criteria of markets, competition and corruption) • Moral decision making within a company (e.g. discrimination, fairness and justice, lying and cheating, whistleblowing) • Application to examples from compliance management, accounting, corporate development, finance, marketing, supply chain management 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of normative and descriptive ethics. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences				

9	Module Manager Univ.-Prof. Dr. Anne Burmeister Univ.-Prof. Dr. Matthias Heinz Univ.-Prof. Dr. Bernd Irlenbusch Univ.-Prof. Dr. Dirk Sliwka
10	Miscellaneous

CM Fundamentals of Information Systems					
Module Code 1277BBMGW1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Fundamentals of Information Systems		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • The importance of information and information processing in the company • Information as an operational resource • Information logistics as a paradigm of operational information processing • Operational and inter-company information systems • Economic valuation of information, information technology and information use • Forms of IT Sourcing • 'Computer-Supported Cooperative Work' and Social Information Systems • Integration of IT and corporate strategy • Information spheres • (Further) development of information systems in organisations and the role of functional areas • Risks arising from the use of information technology 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the field of information systems. ... know and understand common methods in the field of information systems. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Arts Lehramt: Bachelor Education WiSo Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Prof. Dr. Stefan Seidel				

10	Miscellaneous				
CM Microeconomics (Business Administration)					
Module Code 1289BBMMB1	Workload 270h	ECTS Credits 9	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Microeconomics (9 CP)		Contact Hours 105h	Self-Studies 165h	Course Language German
2	Module Content Fundamental questions and methodology of microeconomics: the allocation of scarce resources to markets (competitive and monopoly markets) and the economic behaviour of individual economic actors, in particular households and companies (supply and demand).				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... use methods in the area of microeconomics in pre-structured contexts in a solution-oriented way. ... know and understand basic theories in the area of microeconomics. ... communicate continuously and purposefully within teaching and learning groups. ... reflect their own performance during their electronic homework and implement feedback constructively.				
4	Teaching and Learning Methods lecture practice tutorial				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Dr.' Julia Fath				
10	Miscellaneous The lecture is designed as an inverted classroom. The contents of the e-lecture and the e-homework are to be prepared before attending the lecture and are assumed to be known. The electronic homework in ILIAS is an essential part of the workload. Bonus points for the final exam can be achieved by sending in bonus tasks.				

CM Macroeconomics (Business Administration)					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1302BBMMB1	270h	9	German	every term	1 Term
1	Courses Macroeconomics (9 CP)		Contact Hours 105h	Self-Studies 165h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Measurement and interpretation of macroeconomic aggregates • Determinants and importance of interaction between markets and prices for general equilibrium allocations • Causes of inflation, financial crises, unemployment, and business cycles and their relation to frictions in goods, credit, and labour markets • Effects of fiscal and monetary policy and other economic policy measures in the short and medium run • Empirical facts and theoretical approaches for explaining long-term economic developments and structural change • Long-run trends and recent developments in macroeconomic aggregates like income, savings, and investment. A particular focus will be on the role of the accumulation of human and physical capital, technological progress as well fundamental determinants of growth 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... use methods in the area of macroeconomics in pre-structured contexts in a solution-oriented way. ... know and understand basic theories in the area of macroeconomics. ... discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.				
4	Teaching and Learning Methods lecture practice tutorial				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager CMR Center for Macroeconomic Research				
10	Miscellaneous				

CM Mathematics					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1314BBMMA1	180h	6	German	every term	1 Term
1	Courses Mathematical Methods		Contact Hours 105h	Self-Studies 75h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Repetition of relevant school knowledge • Combinatorics • Basic concepts of linear algebra • Basics of financial mathematics • Functions of several variables • Differential calculus for functions of several variables and their economic applications • Optimization with and without constraints for functions of several variables • Integral calculus for functions of one and several variables as well as their application in statistics 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... use methods in mathematics for business and economics in pre-structured contexts in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... design their learning and working processes independently. ... reflect their own performance during their electronic homework and implement feedback constructively.				
4	Teaching and Learning Methods lecture practice tutorial				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL				

	Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration
9	Module Manager Dr. Christoph Scheicher
10	Miscellaneous After lectures, electronic homework should be completed. Bonus points towards the final exam can be achieved through completing e-homework. The contents of the lecture are to be reviewed before exercise classes (if necessary, with the help of the linked video tutorials). The e-homework has to be completed individually before exercise classes and the material is assumed to be known for these classes. Interactive exercise classes take place in larger groups, interactive tutorials in smaller groups. Required reading (in German): Mosler, Dyckerhoff, Scheicher (current edition): Mathematische Methoden für Ökonomen. Video tutorials (in German): https://www.youtube.com/MathematischeMethoden

CM Civil Property and Economic Law					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1015BBMBR1	180h	6	German	every term	1 Term
1	Courses a) Civil Property Law b) Commercial and Corporate Law		Contact Hours a) 30h b) 30h	Self-Studies a) 60h b) 60h	Course Language a) German b) German
2	<p>Module Content</p> <p>Examples will be taken from the basic principles of civil property law, i.e. civil law rules dealing with cash and non-cash claims arising from private law agreements. An additional aim is to teach students the most important rules concerning commercial transactions.</p> <p>Civil Property Law:</p> <ol style="list-style-type: none"> 1. Fundamentals 2. Contract conclusion, particularly mutual consent, interpretation, receipt (of a declaration of intent), form, legal capacity, representation, terms and conditions 3. Termination of contracts, particularly performance, contestation, withdrawal, revocation, impossibility 4. Damages due to breach of contract/in tort 5. Commercial warranties for defects 6. Limitation periods <p>Commercial and Corporate Law:</p> <ol style="list-style-type: none"> 1. The German concepts of "Kaufmann" and "Firma" and commercial representation 2. Commercial register/company register 3. Commercial transactions 4. Partnerships 5. Corporations 6. Groups 7. International transactions 				
3	<p>Learning Objectives</p> <p>Students...</p> <ul style="list-style-type: none"> ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand representation and liability issues in corporation law. ... know the basics concerning the conclusion, performance and termination of contracts. ... solve independently simple cases related to real-life practice in private economic transactions. ... recognise the most important forms of enterprise in partnership and corporation law. ... identify the most important commercial rules that differ from the German Civil Code ("BGB"). ... learn how legal experts think and present arguments; this enables students to conduct effective talks in all legal matters. 				
4	<p>Teaching and Learning Methods</p> <p>lecture</p>				
5	<p>Module Entry Requirements</p> <p>none</p>				
6	<p>Mode of End-Of-Module Examination</p> <p>Written test: WT (60)</p>				
7	<p>Prerequisites for Awarding of Credit Points</p> <p>A pass in the written test. Students must take both courses. The written test will be based on the content of both courses.</p>				

8	<p>Other Programmes that Use the Module</p> <p>Bachelor of Arts Lehramt: Bachelor Education WiSo</p> <p>Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration</p>
9	<p>Module Manager</p> <p>Dr. Christian Deckenbrock</p>
10	<p>Miscellaneous</p> <p>Recommended reading: Deckenbrock/Höpfner, Bürgerliches Vermögensrecht: Grundlagen des Wirtschaftsprivatrechts mit Fällen und Lösungen, 5th ed. 2022. Prütting/Weller: Handels- und Gesellschaftsrecht, 10th ed. 2020</p>

CM Statistics					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1314BBMST1	180h	6	German	every term	1 Term
1	Courses Descriptive Statistics and Probability Theory		Contact Hours 120h	Self-Studies 60h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Fundamental methods of descriptive statistics • Fundamentals of probability theory 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand common methods in the areas of statistics and probability. ... discuss results with teaching staff and other students. ... design their learning and working processes independently.				
4	Teaching and Learning Methods lecture practice tutorial				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Prof. Dr. Rainer Dyckerhoff Dr. Bastian Gribisch				
10	Miscellaneous				

AM Statistics and Econometrics					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1314BAMST1	180h	6	German	every term	1 Term
1	Courses Statistical Inference and Econometrics		Contact Hours 120h	Self-Studies 60h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Continuation of probability theory from the Core Module • Fundamentals of statistical inference • Fundamentals of econometrics 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... use methods in the area of statistics and econometrics in pre-structured contexts in a solution-oriented way. ... systematize and synthesize data. ... communicate continuously and purposefully within teaching and learning groups. ... design their learning and working processes independently.				
4	Teaching and Learning Methods lecture practice tutorial				
5	Module Entry Requirements Recommendation: CM Statistics or CM Mathematics (Information Systems)				
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 Bachelor of Science Mathematik: Nebenfach WiWi Bachelor of Science Wirtschaftsmathematik: Nebenfach WiWi Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Wirtschaftsinformatik: Core Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				

9	Module Manager Prof. Dr. Rainer Dyckerhoff Dr. Bastian Gribisch
10	Miscellaneous In the self-study phase, tutorials are offered.

CM Corporate Development II					
Module Code 1253BBMCD2	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Strategic Business Toolkit: Entwickle Dein Gründungskonzept“		Contact Hours 15h	Self-Studies 165h	Course Language
2	Module Content The module includes conceptual and applied elements such as student presentations, discussions, and intensive project work in the form of, for example, the development of a start-up concept, a business simulation or case study. Students use skills and knowledge they have acquired during their studies and within this module (also through self-study phases based on e-learning) to develop solutions for problems from the business world.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... use practical methods of strategic management and entrepreneurship to develop concepts. ... establish and evaluate independently developed positions. ... design their learning and working processes independently.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: CM Corporate Development I				
6	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 Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Anne Burmeister Univ.-Prof. Dr. Matthias Heinz Univ.-Prof. Dr. Bernd Irlenbusch Univ.-Prof. Dr. Dirk Sliwka				
10	Miscellaneous The E-Learning phase takes place during the first half of the semester. This part of the course is asynchronous so that students can study the E-Learning content flexibly. Workshops 1 and 2 take place during the second half of the semester.				

CM Marketing II					
Module Code 1266BBMMA2	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses a) Angewandtes Dienstleistungsmarketing am Beispiel der Messe- und Eventbranche b) Marketing Applications		Contact Hours a) 15h b) 15h	Self-Studies a) 165h b) 165h	Course Language b) German
2	Module Content The module includes conceptual and applied elements such as student presentations, discussions, and intensive project work in the form of, for example, a business simulation or case study. Students use skills and knowledge they have acquired during their studies to develop solutions for problems from the business world. They are required to do their own reading independently in addition to attending working sessions.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... design their learning and working processes independently.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: CM Mathematics, AM Statistics and Econometrics, CM Marketing I				
6	Mode of End-Of-Module Examination Project Paper				
7	Prerequisites for Awarding of Credit Points Passing the module examination of the course a) or b)				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Werner Reinartz Univ.-Prof. Dr. Franziska Völckner				
10	Miscellaneous				

CM Supply Chain Management II					
Module Code 1271BBMSC2	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Supply Chain Management Applications		Contact Hours 15h	Self-Studies 165h	Course Language German
2	Module Content The module includes conceptual and applied elements such as student presentations, discussions, and project work in the form of, for example, a business simulation or case study. Students use skills and knowledge they have acquired during their studies to develop solutions for problems from the business world. They are required to do their own reading independently in addition to attending working sessions.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... design their learning and working processes independently.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: CM Mathematics, AM Statistics and Econometrics, CM Supply Chain Management I				
6	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 Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration				
9	Module Manager Area Supply Chain Management Univ.-Prof. Dr. Ulrich W. Thonemann				
10	Miscellaneous				

3.6.3 Supplementary Section

CM Decision Analysis						
Module Code 1282BBEDT1		Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses Decision theory			Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Fundamentals of rational decision-making • Structuring and differentiation of complex decision situations with regard to different characteristics • Description of theoretical prerequisites for the application of decision theoretical methods • Application of methods to practical examples • Determination and justification of optimal alternatives using formal procedures 					
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... know and understand common methods. ... use methods in pre-structured contexts in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups.					
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 module examination					
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Gesundheitsökonomie: Core and Advanced Section Health Economics Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration					
9	Module Manager Univ.-Prof. Dr. Ludwig Kuntz					
10	Miscellaneous The event is offered in the second term. An exam is offered both after the second term and during the semester break.					

SuM Business Analytics Methods					
Module Code 1271BEBAM1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Operations Research		Contact Hours 45h	Self-Studies 135h	Course Language English
2	Module Content <ul style="list-style-type: none"> • linear programming • network optimization • binary programming • dynamic programming 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in the area of business analytics in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods in the area of business analytics. ... use methods in pre-structured contexts in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
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 Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Prof. Dr. Andreas Fügner Area Supply Chain Management				
10	Miscellaneous				

SuM International Trade and Investment					
Module Code 1302BEIT11	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses International Trade and Investment		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content Economic theories, empirical evidence and case studies in the area of International Economics: <ul style="list-style-type: none"> • Technology, comparative advantages and international trade: Ricardian Model; • Specific factors, trade and incomes: Specific Factor Model; • Resources, trade and incomes: Heckscher-Ohlin Model; • External economies of scale and international location of production; • Internal economies of scale, imperfect competition, and trade; • Multinational firms; Dumping; Foreign direct investment; • Trade Policy interventions; • International migration; • International agreements and globalization. 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of International Economics. ... apply methods and theories in pre-structured contexts in a solution-oriented way. ... establish and evaluate independently developed positions. ... question and critically reflect on current social developments. ... design their learning and working processes independently.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: CM Microeconomics (Business Administration), CM Macroeconomics (Business Administration), CM Mathematics, CM Statistics, and AM Statistics and Econometrics or CM Fundamentals of Microeconomics, CM Fundamentals of Macroeconomics, CM Introduction to Statistics, and CM Data Analysis and Econometrics				
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 Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr.' Susanne Prantl				

10	Miscellaneous Usually, the course will be taught en bloc in the first half of the winter term. The first exam date will then be offered in December and the second date after the end of the teaching period of the winter term. For further information see the relevant online sources.
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AM Microeconomics (Conflict, Cooperation and Competition)					
Module Code 1289BAMMI1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Game Theory and Strategic Thinking		Contact Hours 45h	Self-Studies 135h	Course Language German
2	Module Content • Introduction to the science of strategic thinking and applications				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in the area of strategic thinking and competition policy. ... discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Microeconomics or CM Fundamentals of Microeconomics				
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 Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Axel Ockenfels				

10	Miscellaneous				
SpM Economics and Business					
Module Code 1289BSECB1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Monetary Policy, Banking and Financial Markets b) Theory of the firm		Contact Hours a) 45h b) 45h	Self-Studies a) 135h b) 135h	Course Language a) German b) German
2	Module Content a) Specialisation Economics and Finance: Monetary policy instruments, money demand, Interest rates and exchange rates, financial intermediation, financial regulation, international financial markets b) Specialisation Economics and Management: Microeconomic analysis of monopolistic and oligopolistic behaviour, Price theory, Market institutions, Game-theoretic and contract-theoretic concepts				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... discuss results with teaching staff and other students. ... reflect their own performance and implement feedback constructively.				
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 module examination of the course a) or b)				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Andreas Schabert Univ.-Prof. Dr. Patrick W. Schmitz				

10	Miscellaneous
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AM Ecological Economics					
Module Code 1289BAMEE1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Ecological Economics		Contact Hours 45h	Self-Studies 135h	Course Language English
2	Module Content This module covers selected issues in ecological economics, i.e. the economics relevant to "space ship Earth". Ecological economics recognises the finiteness of the planet regarding physical (material and energy) resources and limits to absorptive capacities within ecosystems. The module includes natural science foundations, especially the laws of thermodynamics and their relevance for economics. It covers the role of energy conversion in wealth creation, and the role of entropy production in environmental impacts. Implications regarding energy and environmental regulation are discussed.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate continuously and purposefully within teaching and learning groups. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: CM Microeconomics and CM Macroeconomics or CM Fundamentals of Economics				
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 Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL				

	Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager PD Dr. Dietmar Lindenberger
10	Miscellaneous

SuM Current Topics in Economics					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1289BECTE1	180h	6	German and English	every term	1 Term
1	Courses a) Current topics in energy and environmental policy (summer term) b) Media Order (summer term) c) Labour market discrimination (winter term) d) Current topics in Public Economics and Macroeconomics (winter term)		Contact Hours a) 45h b) 45h c) 45h d) 45h	Self-Studies a) 135h b) 135h c) 135h d) 135h	Course Language a) English b) German c) German d) English
2	Module Content Working on various current socially relevant topics with the use of economic approaches and methods a) This course covers current topics in energy and environmental policy. Examples include emission trading schemes and their application, the German coal phase-out, or the promotion of renewable energies. The course covers both theoretical aspects (what mechanisms and incentives are involved) and practical aspects (case studies) of such policies. b) Topics from the field of media markets: Special features - Market failure and state failure - Industrial economics - External effects - Political economics - Current developments. c) Including educational discrimination, Gender gap, Unequal career opportunities, Anti-discrimination measures. d) Socially relevant topics from the fields of public economics and macroeconomics.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse current questions and challenges within the framework of pre-structured contexts. ... discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
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 module examination of one course out of a) to d)				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL				

	<p>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL</p> <p>Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Academic/Programme Director für den Bachelor VWL</p>
10	<p>Miscellaneous The course "d) Current topics in Public Economics and Macroeconomics (winter term)" has a placeholder title. The title and topic under which this course is offered can be found in KLIPS.</p>

AM Macroeconomics					
Module Code 1302BAMMA1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Economic Growth and Inequality		Contact Hours 45h	Self-Studies 135h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Stylized facts and theoretical approaches explaining long-run economic growth and inequality. • The course will consider long-run trends and recent developments in macroeconomic aggregates like income, wealth, or consumption as well as the distribution of these variables. • A particular focus will be on the effect of the accumulation of human and physical capital, of technological progress and automation on economic growth, inequality and pollution. 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in the area of macroeconomics in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Macroeconomics or CM Fundamentals of Macroeconomics				
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 Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				

9	Module Manager Univ.-Prof. Dr. Peter Funk
10	Miscellaneous

AM Public Economics					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1302BAMWF1	180h	6	German	every term	1 Term
1	Courses Policy of Economics and Finance		Contact Hours 45h	Self-Studies 135h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Welfare economics and state intervention (equity/efficiency trade-off, market failure: natural monopolies, externalities, public goods, asymmetric information) • Economic order and systems • Fundamentals of Political Economics • Social security and redistribution • Tax system, tax effects and optimal taxation • Current challenges of economic and financial policy (e.g. climate policy and inequality) 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse current questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Microeconomics and CM Macroeconomics or CM Fundamentals of Economics or CM Fundamentals of Microeconomics and CM Fundamentals of Macroeconomics				
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 Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL				

	Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager Univ.-Prof. Dr. Matthias Messner
10	Miscellaneous

AM Economic History					
Module Code 1302BAMEH1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Economic History b) Economic History		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) German b) English
2	Module Content <ul style="list-style-type: none"> • Introduction to European economic history • Presents economic theories and quantitative evidence to explain periods of growth and stagnation • Compares explanations for the origins of the Industrial Revolution, the timing of the Great Divergence, and describes changes in the institutional framework during the transition to sustained growth 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, historical, social, and/or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Statistics and AM Statistics and Econometrics or CM Data Analysis and AM Statistics (SoWi) or CM Introduction to Statistics and CM Data Analysis and Econometrics				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a) or course b).				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL				

	Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager Univ.-Prof. Dr. Erik Hornung
10	Miscellaneous

SpM Economic Psychology					
Module Code 1320BSMSEP	Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Economic Psychology		Contact Hours 90h	Self-Studies 270h	Course Language English
2	Module Content <ul style="list-style-type: none"> • 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 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in Economic Psychology. ... know and understand common methods in Economic Psychology. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, social and/or ethical criteria. 				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Erik Hölzl				
10	Miscellaneous				

CM Comparative Political Economy					
Module Code 1335BBVAO1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Foundations of Comparative Analysis of Political Economy		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Relationships between politics (democracy) and economics (capitalism), from a historical and a comparative perspective • Theories and approaches for analysing relationships between politics (democracy) and economics (capitalism) 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences				

	Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager Univ.-Prof. Dr. Christine Trampusch
10	Miscellaneous

CM Comparative Analysis of Political Institutions					
Module Code 1335BBVA11	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Basics of Comparative Analysis of Political Institutions		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Variants and procedures of Comparative Politics • Typologies of political systems, inter alia the political System of the Federal Republic of Germany as primary topic • Institutional guarantors of the democratic principle • Articulation, aggregation and mediation of societal interests in politics • Institutions and actors in the political systems of the Federal Republic of Germany, the United Kingdom and the United States of America 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften:				

	<p>Core and Advanced Section Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr. André Kaiser</p>
10	<p>Miscellaneous</p>

CM International Relations					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1335BBIBE1	180h	6	German	every 2nd term - winter term	1 Term
1	Courses Foundations of International Relations		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Basic concepts of international and foreign policy • Approaches of foreign policy analysis • Key terms of realist and idealist theories • Problems of cooperation in the international system • Analysis of causes for war • Theories of conflict 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences				

	Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager Univ.-Prof. Dr. Thomas Jäger
10	Miscellaneous

CM European Politics					
Module Code 1335BBEPO1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Foundations of European Politics		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • History, institutions, and processes of the political system of the European Union and its evolution • Theories and strategies of European integration and their application on the EU's political System • Citizens' attitudes towards Europe • Impact of European integration on national governments, parliaments, and political parties 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences				

	Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager Univ.-Prof. Dr. Sven-Oliver Proksch
10	Miscellaneous

CM Introduction to Microsociology					
Module Code 1320BBEMI1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Introduction to Microsociology		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Microsociological questions • Anthropological foundations • Sociological explanations • Analysis of social action / theories of action • Analysis of strategic interaction / game theory • Collective action and social norms • Social networks 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of microsociology. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Science Geographie: Nebenfach SoWi Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics				

	Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration
9	Module Manager Univ.-Prof. Dr. Clemens Kroneberg
10	Miscellaneous

CM Introduction to Macrosociology					
Module Code 1320BBEMA1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Introduction to Macrosociology		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Macrosociological questions • Institutional fields and opportunities • Exchange and markets • Power and authority • Social inequality • Social differentiation • Social change 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of macrosociology. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture tutorial				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Geographie: Nebenfach SoWi Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften:				

	<p>Ergänzungsbereich SoWi</p> <p>Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences</p> <p>Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences</p> <p>Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr. Clemens Kroneberg</p>
10	<p>Miscellaneous</p>

CM Introduction to Psychology					
Module Code 1320BBWPS1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Introduction to Psychology		Contact Hours 30h	Self-Studies 150h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Evolutionary Psychology • Thinking and consciousness • Motivation and emotions • Learning and socialisation • Social perception and social comparison • Attitudes and behaviour, dissonance theories and decision theory • Psychology of the self 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of psychology. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods of statistical data analysis. ... use regression analysis methods in pre-structured contexts in a solution-oriented way. ... communicate continuously and purposefully within teaching and learning groups. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences				

	<p>Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences</p> <p>Bachelor of Arts Medienwissenschaft: Media and Technology Management</p> <p>Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr. Detlef Fetchenhauer</p>
10	<p>Miscellaneous Mandatory reading is announced every semester.</p>

CM Methods of Empirical Social Research					
Module Code 1320BBMES1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Methods of empirical social research		Contact Hours 30h	Self-Studies 150h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Introduction to basic terms and concepts of empirical social research • Introduction to the logic foundations of empirical social research • Introduction to the main methods of data collection in empirical social research 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of Methods of empirical social research. ... communicate continuously and purposefully within teaching and learning groups. ... develop an understanding of the impact of decisions that take into account environmental, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Science Geographie: Nebenfach BWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Core and Advanced Section Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Karsten Hank				

10	Miscellaneous
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CM Information Systems I					
Module Code 1277BBWIF1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Information Systems Management		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Information systems as a science • Strategic role of information systems • Internal and inter-company business process integration • Electronic commerce and electronic business • Computer supported collaborative work • IT security • Ethical, social and political aspects • Information assets • Business process reengineering • Internet of things 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the field of information management. ... apply theories in the field of analysis and structuring concepts in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... use methods in pre-structured contexts in a solution-oriented way in the field of analysis and structuring concepts. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate continuously and purposefully within teaching and learning groups. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... question and critically reflect on current social developments.				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Core Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				

9	Module Manager Univ.-Prof. Dr. Detlef Schoder
10	Miscellaneous Mandatory accompanying reading: Laudon, K.; Laudon, J.; Schoder, D.: Wirtschaftsinformatik – eine Einführung, Pearson Verlag, 2015.

CM Information Systems II					
Module Code 1277BBWIF2	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Database Systems		Contact Hours 90h	Self-Studies 90h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Relational model and relational algebra • Relational query languages (SQL) • Conceptual data modelling (e.g., Entity Relationship Model) • Relational database design • Normalization (1.-3. normal form, BCNF) • Development process of database systems • Data organization, data management, data protection and privacy • Transactions, Concurrency Control, Indices 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the field of relational databases and data management. ... apply theories in the field of relational databases and data management in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... use methods in the field of relational databases and data management in pre-structured contexts in a solution-oriented way. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria.				
4	Teaching and Learning Methods lecture tutorial				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Specialisation Section Health Economics Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Core Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Christoph Rosenkranz				
10	Miscellaneous Mandatory reading is announced every semester. The written test may be in the form of an e-				

	examination. Tutorials will be offered instead of exercise classes. The lecture will be conducted using a flipped classroom concept (videos and documents will be provided for self-study; repetition, discussion and consolidation will take place face-to-face in class).
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SuM Globalisation, Industrial Relations and Workplace Learning					
Module Code 1230BEIRT1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Globalisation, Industrial Relations and Workplace Learning		Contact Hours 30h	Self-Studies 150h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Global-local relationships: New needs for skills in the global economy • Current theories and empirical cases from economic geography and international vocational education research • Skill formation systems: Typologies different vocational education systems and regionalization requirements • Industrial relations in an international comparative perspective • Actor-centred approaches in the context of education and employment in selected countries • Current approaches and implementation cases of workplace learning models • Supra-national transfer of training systems and programs • Implications on vocational education and regional policies 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand governance processes in global production networks. ... analyse current questions and challenges within the framework of selected case studies from different countries. ... collect, systematize and synthesize literature and data for a scientific paper on a selected topic in the field of internationalization of vocational training and participation practices and develop their own argumentation. ... develop, defend and evaluate independently positions concerning governance processes in global production networks and recommendations for trainings. ... develop an understanding of the impact of decisions that take into account environmental, social and/or ethical criteria.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Martina Fuchs Univ.-Prof. Dr. Matthias Pilz				
10	Miscellaneous				

SuM Innovation and Sustainable Development in the Global South					
Module Code 1230BEWGE1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Innovation and Sustainable Development in the Global South		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Innovation and markets in the Global South • Multinational companies, foreign direct investments and local sustainable development in the Global South • Clusters and regional innovation systems in the Global South • Strategies for sustainable urban and rural development in the Global South • International development cooperation • Regional focus: Latin America, Asia & Africa 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theoretical concepts of globalization, sustainability and development. ... apply theories in case studies of sustainable innovation in the Global South in a solution-oriented way. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... question and critically reflect on current economic and social developments in the Global South.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL				

	<p>Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL</p> <p>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL</p> <p>Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr. ' Martina Fuchs</p>
10	<p>Miscellaneous</p>

SuM International Business and Economic Geography					
Module Code 1230BEWGE2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Managing Culture and Interspace		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Socio-cultural attitudes & patterns of interpretation of managers and employees in the context of business internationalization and M&A • Case studies of HR management strategies in inter-cultural company settings • Regional focus: Germany, USA, Latin America, China, India 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand different theoretical approaches to socio-cultural differences in international business. ... apply theories in case studies in a solution-oriented way considering socio-cultural issues in multinational companies and mergers & acquisitions (M&A). ... analyse current questions and challenges within the framework of prepared cases and develop recommendations for successful management of socio-cultural relations in international business, applying interdisciplinary perspectives. ... establish and evaluate independently developed positions. ... question and critically reflect on the concept of socio-cultural frictions.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft:				

	<p>Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr. / Martina Fuchs</p>
10	<p>Miscellaneous</p>

SuM Management of the Co-operative					
Module Code 1344BEBKO1	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Management of the Co-operative		Contact Hours 30h	Self-Studies 150h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Differentiation between co-operatives and enterprises with a commercial objective • Discussion of the justification, classification, and orientation of special business administration in co-operatives as management theory • Analysis of business management problems of co-operatives from the management perspective • Dealing from the leadership perspective with questions of goals and goal formation, member motivation, corporate policy, strategic leadership, marketing, performance measurement, and corporate governance 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... understand specific structural characteristics of Co-operatives. ... analyse problems of the co-operative business type. ... communicate continuously and purposefully within teaching and learning groups. ... question and critically reflect on current social developments. ... design their learning and working processes independently.				
4	Teaching and Learning Methods lecture				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				

9	Module Manager Dr. Johannes Blome-Drees
10	Miscellaneous

SpM Economic Geography II					
Module Code 1230BSWGE2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Regional policies and sustainability		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Key concepts in economic geography: globalisation and uneven development • Policies and strategies for local sustainable development • Challenges and strategies for local sustainable development in urban and rural regions in the Global North and in the Global South • Regional focus: Germany, Europe, USA, Latin America, Asia, Africa 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theoretical approaches to local sustainable development in the context of globalization. ... collect, systematise and synthesise literature and data material for a scientific work in the form of a case study employing theoretical frameworks from economic geography. ... establish and evaluate independently developed positions considering the effect of activities of multinational companies on local communities. ... develop an understanding of the impact of decisions that take into account environmental, social or ethical criteria and formulate strategies for local sustainable development in urban and rural regions in the Global North and the Global South. ... question and critically reflect on the roles of key actors, such as firms, the state, labour and civil society organizations in local and regional development.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft				

	<p>Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi</p> <p>Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL</p> <p>Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences</p> <p>Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences</p> <p>Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL</p> <p>Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL</p> <p>Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr. / Martina Fuchs</p>
10	<p>Miscellaneous</p>

SpM Empirical Methods and Data Analysis					
Module Code 1314BSMDA1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Selected Quantitative Methods		Contact Hours 45h	Self-Studies 135h	Course Language German and English
2	Module Content Selected advanced topics in econometrics, for example: <ul style="list-style-type: none"> • Asymptotic properties of the OLS estimator • general estimation principles • heteroscedasticity • instrumental variables • introduction to time series analysis (unit root tests, GARCH) 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand common methods in the area of econometrics and statistics. ... use methods in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... design their learning and working processes independently. 				
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 module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Dominik Wied				
10	Miscellaneous				

EM Entrepreneurship					
Module Code 1253BEEnt1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Entrepreneurship		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Strategies on Market Entry, Products, Markets and Value Creation • Entrepreneurial Behaviour 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, ... economic, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: CM Corporate Development I				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing of the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Science Gesundheitsökonomie: Supplementary Section Health Economics Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems				
9	Module Manager Univ.-Prof. Dr. Christian Schwens				
10	Miscellaneous				

Studies Abroad I (BWL)					
Module Code 1015BSSAB1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability irregular	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content Topics from the subjects: Business Administration, Economics, Social Sciences or Information Systems.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... acquire the knowledge and skills from the areas named in the module content which extend beyond the curriculum of the relevant bachelor programme and impart additional foundation knowledge (from subjects outside the relevant programme’s curriculum); deepen attained knowledge and skills which contribute towards the specialisation or content-specific individualisation of studies. Through completing examinations at a university abroad, students widen their knowledge and skills within the subject areas named above that go beyond the module structure of the curriculum of their study programme. Content studied within a module abroad can only be credited once within one of the Studies Abroad modules.				
4	Teaching and Learning Methods depending on course choice				
5	Module Entry Requirements None				
6	Mode of End-Of-Module Examination depending on course selection				
7	Prerequisites for Awarding of Credit Points depending on course selection				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Programmdirektor:in				
10	Miscellaneous If required, students can apply for credit transfer using the standardised procedure. Information about recognition of courses (deadlines and procedure) is provided by the WiSo Credit Transfer Centre (WiSo Anrechnungszentrum: https://www.anrechnungswiso.uni-koeln.de/). This module can also be used for crediting Summer Schools organised by the WiSo-faculty. In this case, registration for the exams should be carried out in advance according to the regulations of the WiSo-faculty.				

Studies Abroad II (BWL)					
Module Code 1015BSSAB2	Workload 180h	ECTS Credits 6	Module Language selected language	Module Availability irregular	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content Topics from the subjects: Business Administration, Economics, Social Sciences or Information Systems.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... The students... ... acquire the knowledge and skills from the areas named in the module content which extend beyond the curriculum of the relevant bachelor programme and impart additional foundation knowledge (from subjects outside the relevant programme’s curriculum); deepen attained knowledge and skills which contribute towards the specialisation or content-specific individualisation of studies. Through completing examinations at a university abroad, students widen their knowledge and skills within the subject areas named above that go beyond the module structure of the curriculum of their study programme. Content studied within a module abroad can only be credited once within one of the Studies Abroad modules.				
4	Teaching and Learning Methods depending on course choice				
5	Module Entry Requirements None				
6	Mode of End-Of-Module Examination depending on course selection				
7	Prerequisites for Awarding of Credit Points depending on course selection				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Programmdirektor:in				
10	Miscellaneous If required, students can apply for credit transfer using the standardised procedure. Information about recognition of courses (deadlines and procedure) is provided by the WiSo Credit Transfer Centre (WiSo Anrechnungszentrum: https://www.anrechnungswiso.uni-koeln.de/). This module can also be used for crediting Summer Schools organised by the WiSo-faculty. In this case, registration for the exams should be carried out in advance according to the regulations of the WiSo-faculty.				

Studies Abroad III (BWL)					
Module Code 1015BSSAB3	Workload 180h	ECTS Credits 6	Module Language selected language	Module Availability irregular	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content Topics from the subjects: Business Administration, Economics, Social Sciences or Information Systems.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... The students... ... acquire the knowledge and skills from the areas named in the module content which extend beyond the curriculum of the relevant bachelor programme and impart additional foundation knowledge (from subjects outside the relevant programme’s curriculum); deepen attained knowledge and skills which contribute towards the specialisation or content-specific individualisation of studies. Through completing examinations at a university abroad, students widen their knowledge and skills within the subject areas named above that go beyond the module structure of the curriculum of their study programme. Content studied within a module abroad can only be credited once within one of the Studies Abroad modules.				
4	Teaching and Learning Methods depending on course choice				
5	Module Entry Requirements None				
6	Mode of End-Of-Module Examination depending on course selection				
7	Prerequisites for Awarding of Credit Points depending on course selection				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration				
9	Module Manager Programmdirektor:in				
10	Miscellaneous If required, students can apply for credit transfer using the standardised procedure. Information about recognition of courses (deadlines and procedure) is provided by the WiSo Credit Transfer Centre (WiSo Anrechnungszentrum: https://www.anrechnungswiso.uni-koeln.de/). This module can also be used for crediting Summer Schools organised by the WiSo-faculty. In this case, registration for the exams should be carried out in advance according to the regulations of the WiSo-faculty.				

3.5.4 Specialisation Section

SpM Accounting and Taxation I						
Module Code 1016BSACT1		Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Fundamentals of External Accounting b) Fundamentals of Taxation		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) German and English b) German	
2	Module Content <ul style="list-style-type: none"> • Topics in accounting or business taxation • Key methods and regulations • Specialization in selected topics of accounting or taxation of companies • Case studies 					
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of accounting and business taxation. ... know and understand common methods in the area of accounting and business taxation. ... acquire basic knowledge about accounting principles, recognition and valuation standards according to IAS/IFRS in the area of accounting and business taxation. ... analyse questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account economic and/or ethical criteria.					
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 module examination of course a) or b)					
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration					
9	Module Manager Area Accounting and Taxation					
10	Miscellaneous Accompanying reading canon, deployment of lecturers.					

SpM Accounting and Taxation II					
Module Code 1016BSACT2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Fundamentals in International Accounting b) Fundamentals in International Taxation c) Introduction to Management Accounting d) Wirtschaftsprüfung		Contact Hours a) 30h b) 30h c) 30h d) 30h	Self-Studies a) 150h b) 150h c) 150h d) 150h	Course Language a) English b) English c) English d) German
2	Module Content <ul style="list-style-type: none"> • Topics in accounting or business taxation • Key methods and regulations • Specialization in selected topics of accounting or taxation of companies • Case studies 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the area of accounting and business taxation. ... know and understand common methods in the area of accounting and business taxation. ... acquire basic knowledge about accounting principles, recognition and valuation standards according to IAS/IFRS in the area of accounting and business taxation. ... analyse questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account economic and/or ethical criteria.				
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 module examination of course a), b), c) or d)				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Area Accounting and Taxation				

10	Miscellaneous Accompanying reading canon, deployment of lecturers.
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SpM Corporate Development I					
Module Code 1253BSMCD1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Human Resource Management		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Strategies on Market Entry, Products, Markets and Value Creation • Entrepreneurial Behaviour • Contingency Theory • Managing Organizational Change • Personnel Management 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Corporate Development I, CM Corporate and Business Ethics, CM Statistics, AM Statistics and Econometrics or CM Digital Transformation and Entrepreneurship, CM Business Ethics, CM Introduction to Statistics, CM Data Analysis and Econometrics				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a) or b)				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr.' Anne Burmeister Univ.-Prof. Dr. Matthias Heinz Univ.-Prof. Dr. Bernd Irlenbusch Univ.-Prof. Dr. Dirk Sliwka				

10	Miscellaneous
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SpM Corporate Development II					
Module Code 1253BSMCD2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Organizational Behavior (Bachelor) b) International Strategic Management		Contact Hours a) 60h b) 30h	Self-Studies a) 120h b) 150h	Course Language a) English b) English
2	Module Content <ul style="list-style-type: none"> • Theories of International Management • Employee Participation and Corporate Governance • Equality and Diversity 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... question and critically reflect on current social developments.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Corporate Development I, CM Corporate and Business Ethics, CM Statistics, AM Statistics and Econometrics or CM Digital Transformation and Entrepreneurship, CM Business Ethics, CM Introduction to Statistics, CM Data Analysis and Econometrics				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the module examination for course a) or b).				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Anne Burmeister Univ.-Prof. Dr. Matthias Heinz Univ.-Prof. Dr. Bernd Irlenbusch Univ.-Prof. Dr. Dirk Sliwka				

10	Miscellaneous
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SpM Finance I					
Module Code 1259BSMF11	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Corporate Finance b) Financial Management c) Investment Management		Contact Hours a) 60h b) 60h c) 60h	Self-Studies a) 120h b) 120h c) 120h	Course Language a) English b) German c) German
2	Module Content a) Corporate Finance <ul style="list-style-type: none"> • Analysing and Working with Financial Statements • Company Valuation • Mergers & Acquisitions b) Financial Management <ul style="list-style-type: none"> • Financial statement analysis • Long-term financial and liquidity planning • Calculation of capital costs • Capital cost optimisation • Risk Management c) Investment Management <ul style="list-style-type: none"> • Portfolio theory • Risk management • Investment strategies 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in the area of Finance in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... use methods in the area of Finance in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... question and critically reflect on current developments at the capital market.				
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 module examination of course a), b) or c)				

8	<p>Other Programmes that Use the Module</p> <p>Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences</p> <p>Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration</p> <p>Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration</p>
9	<p>Module Manager</p> <p>Univ.-Prof. Dr. Dieter Hess Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz Dr. Wolfgang Spörk</p>
10	<p>Miscellaneous</p>

SpM Finance II

Module Code 1259BSMF12	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Sustainable Finance b) Bank Management c) Leasing d) Insurance Management		Contact Hours a) 60h b) 60h c) 60h d) 60h	Self-Studies a) 120h b) 120h c) 120h d) 120h	Course Language a) German b) German c) German d) German
2	Module Content a) Bank Management <ul style="list-style-type: none"> • The German commercial banking system • Central banks / supranational banks • Bank Accounting • Bank Controlling • Bank regulation b) Leasing <ul style="list-style-type: none"> • German leasing market and leasing contracts • Calculation of leasing rates • Capital costs of leasing relationships • Accounting of leasing relationships according to HGB and IFRS • Cost comparison of leasing and loan financing taking into account tax circumstances • Institutional economic analysis of leasing c) Insurance Management <ul style="list-style-type: none"> • Risk management and insurance production • Limits of insurability • Insurance and reinsurance markets / Historical roots of insurance • Lines of individual insurance • Reinsurance and alternative risk transfer • Institutional framework • Value-oriented insurance management d) Sustainable Finance <ul style="list-style-type: none"> • Sustainability ratings • Sustainability performance of conventional and sustainable investments • Financial performance of conventional and sustainable investments • Sustainability in investment management • Sustainability and asset pricing • Regulations • Research in the field of sustainable finance 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in the areas of Insurance, Banking and Leasing. ... know and understand common methods in the areas of Insurance, Banking and Leasing. ... use methods in the areas of Insurance, Banking and Leasing in pre-structured contexts in a solution-oriented way.				

	<p>... analyse (current) questions and challenges within the framework of pre-structured contexts. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria.</p>
4	<p>Teaching and Learning Methods lecture practice</p>
5	<p>Module Entry Requirements Recommendation: Either CM Accounting I, CM Finance I or CM Finance and Accounting</p>
6	<p>Mode of End-Of-Module Examination Written test: WT (60)</p>
7	<p>Prerequisites for Awarding of Credit Points Passing the module examination of course a), b), c) or d)</p>
8	<p>Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration</p>
9	<p>Module Manager Jun.-Prof. Dr. Tobias Bauckloh Univ.-Prof. Dr. Thomas Hartmann-Wendels Univ.-Prof. Dr. Heinrich R. Schradin Dr. Wolfgang Spörk</p>
10	<p>Miscellaneous</p>

SpM Marketing I					
Module Code 1266BSMMA1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Methods of Marketing Management (winter term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Design of market research projects • Sample selection and survey methods • Metrics and questionnaire design • Uni- and bivariate analyses • Application of multivariate analysis methods for marketing mix decisions • Introduction to causal analysis 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand common methods and approaches of market research. ... analyse (current) questions and challenges in the context of market research projects and investigate expected cause-effect relationships. ... communicate in English.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Marketing I or CM Managing Demand and Supply				
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 Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Hernán Bruno				
10	Miscellaneous				

SpM Marketing II					
Module Code 1266BSMMA2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Concepts of Marketing Mix Management (summer term) b) Service Management		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) German
2	Module Content <ul style="list-style-type: none"> • Marketing mix decisions (e.g. brand management and new product development) • Management of innovations and established products • Price and distribution management • Communication management • Service Management/ Service Marketing 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories and concepts of marketing in the domain of marketing mix management. ... analyse (current) questions and challenges in the context of marketing mix management. ... communicate in English.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Marketing I or CM Managing Demand and Supply				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a) or b)				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Marc Fischer				
10	Miscellaneous				

SpM Supply Chain Management I					
Module Code 1271BSMSC1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every term	Duration 1 Term
1	Courses a) Procurement and Process Management b) Supply Chain Planning c) Behavioral Management Science I		Contact Hours a) 45h b) 45h c) 30h	Self-Studies a) 135h b) 135h c) 150h	Course Language a) English b) German c) English
2	Module Content Selected Topics in Supply Chain Management: <ul style="list-style-type: none"> a) Procurement and Process Management <ul style="list-style-type: none"> • Strategic Thinking • Sourcing Analysis • Sourcing Methods • Supplier Management • Behavioral Aspects b) Supply Chain Planning <ul style="list-style-type: none"> • Supply Chain Design • Demand Planning • Sales Planning • Supply Chain Management c) Behavioral Management Science I <ul style="list-style-type: none"> • Behavioral economics and psychology • Experimental methods • Applications to different fields of management 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in supply chain management. ... apply theories in supply chain management in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods in supply chain management. ... use methods in supply chain management in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate continuously and purposefully within teaching and learning groups. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... design their learning and working processes independently. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Supply Chain Management I or CM Managing Demand and Supply				

6	Mode of End-Of-Module Examination Written test: PO
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a), b) or c)
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration
9	Module Manager AD Dr. Johannes Antweiler Area Supply Chain Management
10	Miscellaneous For the winter semester 2023/24, the name of the course "a) Strategic Procurement" has been changed to "a) Procurement and Process Management".

SpM Supply Chain Management II					
Module Code 1271BSMSC2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every term	Duration 1 Term
1	Courses a) Strategy and Innovation b) Production Management c) Behavioral Management Science II		Contact Hours a) 45h b) 45h c) 30h	Self-Studies a) 135h b) 135h c) 150h	Course Language a) English b) German c) English
2	Module Content Selected Topics in Supply Chain Management: <ul style="list-style-type: none"> a) Strategy and Innovation <ul style="list-style-type: none"> • Managing Projects and Processes • Strategic Innovation in Supply Chains b) Production Management <ul style="list-style-type: none"> • Lot-Sizing and Scheduling • Inventory Management c) Behavioral Management Science II <ul style="list-style-type: none"> • Behavioral economics and psychology • Experimental methods • Applications to different fields of management 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories in supply chain management. ... apply theories in supply chain management in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... know and understand common methods in supply chain management. ... use methods in supply chain management in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate continuously and purposefully within teaching and learning groups. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... design their learning and working processes independently. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommendation: Either CM Supply Chain Management I or CM Managing Demand and Supply				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a), b) or c)				

8	<p>Other Programmes that Use the Module</p> <p>Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences</p> <p>Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration</p> <p>Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration</p>
9	<p>Module Manager</p> <p>AD Dr. Johannes Antweiler Area Supply Chain Management</p>
10	<p>Miscellaneous</p>

SpM Media and Technology Management I					
Module Code 1284BSMTM1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Media and Technology Management I		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content <ul style="list-style-type: none"> • Introduction to the management of digital and hybrid media and technology goods and services • Corporate strategies of various media genres in the fields of journalism and entertainment and their significance in a social context 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... use methods in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... design their learning and working processes independently.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr.' Claudia Loebbecke, M.B.A.				
10	Miscellaneous				

SpM Media and Technology Management II					
Module Code 1284BSMTM2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Media and Technology Management II		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content • In-depth development of topics related to the management of digital and hybrid media and technology goods and services based on changing, industry-specific project content and case studies				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... know and understand basic theories. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... communicate continuously and purposefully within teaching and learning groups. ... establish and evaluate independently developed positions. ... present and/or discuss results with teaching staff and other students. ... design their learning and working processes independently.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Wirtschaftsinformatik: Supplementary Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr.' Claudia Loebbecke, M.B.A.				

10	Miscellaneous
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SpM Economic Geography I					
Module Code 1230BSWGE1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Companies and Sustainability		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Theoretical approaches to globalization, global-local linkages of companies and sustainable development • Multinational enterprises; small and medium enterprises • Global value chains, global production networks and cluster • Internationalization strategies of multinational companies and implications for local and regional development • Case studies from different sectors and regions worldwide • Practical approaches towards sustainable development 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories of economic geography in case studies on companies' location strategies in international contexts and their implications for local sustainable development in a solution-oriented way. ... analyse current questions and challenges considering the role of innovation, knowledge, work and skills for socio-economic development. ... establish and evaluate independently developed positions and identify current discourses in economic geography. ... develop an understanding of the impact of decisions that take into account environmental, social or ethical criteria. ... question and critically reflect on current socio-economic dynamics and their spatial effects from an ethical point of view by applying interdisciplinary perspectives.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplementary Section Social Sciences - Sociology Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Soziologie Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften:				

	<p>Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien Lateinamerika - Sozialwissenschaften: Ergänzungsbereich Sozialwissenschaften - Politikwissenschaft Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Arts Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration</p>
9	<p>Module Manager Univ.-Prof. Dr.' Martina Fuchs</p>
10	<p>Miscellaneous</p>

Studies Abroad in Management I					
Module Code 1014BSSAM1	Workload 180h	ECTS Credits 6	Module Language selected language	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content Subjects from Business Administration				
3	<p>Learning Objectives</p> <p>Students...</p> <p>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</p> <p>... The students...</p> <p>... acquire the knowledge and skills from the areas named in the module content which extend beyond the curriculum of the relevant bachelor programme and impart additional foundation knowledge (from subjects outside the relevant programme’s curriculum); deepen attained knowledge and skills which contribute towards the specialisation or content-specific individualisation of studies.</p> <p>...</p> <p>... Through completing examinations at a university abroad, students widen their knowledge and skills within the subject areas named above that go beyond the module structure of the curriculum of their study programme. Content studied within a module abroad can only be credited once within one of the Studies Abroad modules.</p>				
4	Teaching and Learning Methods depending on course choice				
5	Module Entry Requirements None				
6	Mode of End-Of-Module Examination depending on course selection				
7	Prerequisites for Awarding of Credit Points depending on course choice				
8	<p>Other Programmes that Use the Module</p> <p>Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration</p> <p>Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration</p>				
9	Module Manager Programmdirektor:in				
10	<p>Miscellaneous</p> <p>If required, students can apply for credit transfer using the standardised procedure. Information about recognition of courses (deadlines and procedure) is provided by the WiSo Credit Transfer Centre (WiSo Anrechnungszentrum: https://www.anrechnungwiso.uni-koeln.de/). This module can also be used for crediting Summer Schools organised by the WiSo-faculty. In this case, registration for the exams should be carried out in advance according to the regulations of the WiSo-faculty.</p>				

Studies Abroad in Management II					
Module Code 1014BSSAM2	Workload 180h	ECTS Credits 6	Module Language selected language	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content Topics from Business Administration				
3	<p>Learning Objectives</p> <p>Students...</p> <p>... know and understand the relevant methods and theories for the points mentioned above under „Module content“.</p> <p>... The students...</p> <p>... acquire the knowledge and skills from the areas named in the module content which extend beyond the curriculum of the relevant bachelor programme and impart additional foundation knowledge (from subjects outside the relevant programme’s curriculum); deepen attained knowledge and skills which contribute towards the specialisation or content-specific individualisation of studies.</p> <p>...</p> <p>... Through completing examinations at a university abroad, students widen their knowledge and skills within the subject areas named above that go beyond the module structure of the curriculum of their study programme. Content studied within a module abroad can only be credited once within one of the Studies Abroad modules.</p>				
4	Teaching and Learning Methods depending on course choice				
5	Module Entry Requirements				
6	Mode of End-Of-Module Examination depending on course selection				
7	Prerequisites for Awarding of Credit Points depending on course choice				
8	<p>Other Programmes that Use the Module</p> <p>Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration</p> <p>Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration</p>				
9	Module Manager Programmdirektor:in				
10	<p>Miscellaneous</p> <p>If required, students can apply for credit transfer using the standardised procedure. Information about recognition of courses (deadlines and procedure) is provided by the WiSo Credit Transfer Centre (WiSo Anrechnungszentrum: https://www.anrechnungwiso.uni-koeln.de/). This module can also be used for crediting Summer Schools organised by the WiSo-faculty. In this case, registration for the exams should be carried out in advance according to the regulations of the WiSo-faculty.</p>				

Bachelor Seminar Accounting and Taxation					
Module Code 1016BSMSAT	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every term	Duration 1 Term
1	Courses a) Bachelor Seminar Controlling b) Bachelor Seminar Financial Accounting c) Bachelor Seminar Business Taxation		Contact Hours a) 30h b) 30h c) 30h	Self-Studies a) 150h b) 150h c) 150h	Course Language a) German b) German c) German
2	Module Content • Selected Issues in accounting or business taxation				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... communicate continuously and purposefully within teaching and learning groups. ... establish and evaluate independently developed positions. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: SpM Accounting and Taxation I and II				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a), b) or c)				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Area Accounting and Taxation				
10	Miscellaneous Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.				

Bachelor Seminar Corporate Development					
Module Code 1253BSMSCD	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every term	Duration 1 Term
1	Courses Bachelor Seminar Corporate Development		Contact Hours 60h	Self-Studies 120h	Course Language German and English
2	Module Content The goal of the seminar is that students apply the methods and contents that they learned in their studies to specific research questions from well-defined topics. Moreover, the students should autonomously study the literature about a research questions, and independently write, present and defend a scientific work.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... communicate continuously and purposefully within teaching and learning groups. ... establish and evaluate independently developed positions. ... present and/or discuss results with teaching staff and other students. ... question and critically reflect on current social developments. ... design their learning and working processes independently. ... use under guidance 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: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Univ.-Prof. Dr. Anne Burmeister Univ.-Prof. Dr. Matthias Heinz Univ.-Prof. Dr. Bernd Irlenbusch Univ.-Prof. Dr. Dirk Sliwka				
10	Miscellaneous Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.				

Bachelor Seminar Finance					
Module Code 1259BSMSFI	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every term	Duration 1 Term
1	Courses Bachelor Seminar Finance		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content Changing contents from the area of Finance will be dealt with. The offers of the respective semester can be viewed in KLIPS.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... present and/or discuss results with teaching staff and other students. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: Corresponding Specialisation Module				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Area Finance				
10	Miscellaneous Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.				

Bachelor Seminar Marketing					
Module Code 1266BSMSMA	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every term	Duration 1 Term
1	Courses Bachelor Seminar Marketing		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content Various topics from the marketing domain. The offered course content of the respective semester can be found in KLIPS.				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... present and/or discuss results with teaching staff and other students. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: Completion of the two marketing specialization modules prior to taking the seminar module				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Area Marketing				
10	Miscellaneous Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.				

Bachelor Seminar Supply Chain Management					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1271BSMSSC	180h	6	German and English	every term	1 Term
1	Courses a) Bachelor Seminar Supply Chain Management b) Bachelor Seminar Supply Chain Management		Contact Hours a) 30h b) 30h	Self-Studies a) 150h b) 150h	Course Language a) German b) English
2	Module Content <ul style="list-style-type: none"> • Topics from all areas of supply chain management • Application of quantitative methods • Scientific preparation of problem formulation and solution 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... apply theories in supply chain management in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... use methods in supply chain management in pre-structured contexts in a solution-oriented way. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... present and/or discuss results with teaching staff and other students. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... question and critically reflect on current social developments. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: At least one SpM Supply Chain Management successfully passed				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a) or b)				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager AD Dr. Johannes Antweiler Area Supply Chain Management				
10	Miscellaneous Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of				

	remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.				
Bachelor Seminar Interdisciplinary Business Administration					
Module Code 1320BBIDB1	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every term	Duration 1 Term
1	Courses a) Bachelor Seminar Economic Geography b) Bachelor Seminar Economic Psychology c) Bachelorseminar Behavioural Management Science (winter term)		Contact Hours a) 30h b) 30h c) 30h	Self-Studies a) 150h b) 150h c) 150h	Course Language a) German b) English c) English
2	Module Content <ul style="list-style-type: none"> • Introduction to scientific writing • Varying contents from Interdisciplinary Business Administration • Research approaches and methods of the respective discipline (Economic geography, Economic psychology,...) 				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommendation: Completion of the corresponding Specialization Module is highly advised				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the module examination of course a), b) or c)				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				
9	Module Manager Area Interdisziplinäre Betriebswirtschaftslehre				
10	Miscellaneous Bachelor Seminars will be allocated in the 1st enrolment period in KLIPS. Any remaining places are allocated in the second enrolment period on a first-come, first-served basis. Students who have been offered a seminar place in the first enrolment period may not participate in the allocation of remaining places in the second enrolment period. In the second enrolment period, there is no entitlement to receive a seminar place.				

Bachelor's Thesis Corporate Development					
Module Code 1015BMCDE1	Workload 360h	ECTS Credits 12	Module Language German	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods Bachelor's Thesis				
5	Module Entry Requirements 100 CP completed, Module Bachelor Seminar Corporate Development passed				
6	Mode of End-Of-Module Examination Written test 12 weeks				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Bachelor Thesis in Business Administration				
9	Module Manager				
10	Miscellaneous Students can register for bachelor's thesis in the first KLIPS enrolment phase. Prerequisite for assigning the bachelor's thesis is the passing of the Module Bachelor Seminar in the chosen area.				

Bachelor's Thesis Finance					
Module Code 1015BMFIN1	Workload 360h	ECTS Credits 12	Module Language German	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods Bachelor's Thesis				
5	Module Entry Requirements 100 CP completed, Module Bachelor Seminar Finance passed				
6	Mode of End-Of-Module Examination Written test 12 weeks				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Bachelor Thesis in Business Administration				
9	Module Manager				
10	Miscellaneous Students can register for bachelor's thesis in the first KLIPS enrolment phase. Prerequisite for assigning the bachelor's thesis is the passing of the Module Bachelor Seminar in the chosen area.				

Bachelor's Thesis Marketing					
Module Code 1015BMMAR1	Workload 360h	ECTS Credits 12	Module Language German	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods Bachelor's Thesis				
5	Module Entry Requirements 100 CP completed, Module Bachelor Seminar Marketing passed				
6	Mode of End-Of-Module Examination Written test 12 weeks				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Bachelor Thesis in Business Administration				
9	Module Manager				
10	Miscellaneous Students can register for bachelor's thesis in the first KLIPS enrolment phase. Prerequisite for assigning the bachelor's thesis is the passing of the Module Bachelor Seminar in the chosen area.				

Bachelor's Thesis Interdisciplinary Business Administration					
Module Code 1015BMIND1	Workload 360h	ECTS Credits 12	Module Language German	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content				
3	Learning Objectives Students... ... know and understand the relevant methods and theories for the points mentioned above under „Module content“. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice.				
4	Teaching and Learning Methods Bachelor's Thesis				
5	Module Entry Requirements 100 CP completed, Module Bachelor Seminar Interdisciplinary Business Administration passed				
6	Mode of End-Of-Module Examination Written test 12 weeks				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Bachelor of Science Betriebswirtschaftslehre: Bachelor Thesis in Business Administration				
9	Module Manager				
10	Miscellaneous Students can register for bachelor's thesis in the first KLIPS enrolment phase. Prerequisite for assigning the bachelor's thesis is the passing of the Module Bachelor Seminar in the chosen area. For the assignment of bachelor's theses, the specifications of the respective chairs shall be noted.				