2026/27

Please note the year of validity of the module catalogue.

FACULTY OF MANAGEMENT, ECONOMICS AND SOCIAL SCIENCES

UNIVERSITY OF COLOGNE

VICE DEAN OF STUDIES DEPARTMENT

MODULE CATALOGUE

MANAGEMENT, ECONOMICS AND SOCIAL SCIENCES. DRIVING SUSTAINABLE CHANGE BACHELOR OF SCIENCE

IN ACCORDANCE WITH THE EXAMINATION REGULATIONS FOR THE SINGLE MAJOR BACHELOR PROGRAMME IN MANAGEMENT, ECONOMICS AND SOCIAL SCIENCES. DRIVING SUSTAINABLE CHANGE

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Status	Taking effect on 01.10.2026

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 Management, Economics and Social Sciences. Driving Sustainable Change

Learning to understand and to approach 21st century's challenges from an interdisciplinary social sciences' perspective is the aspiration of this degree programme. To explore the many complexities of the current human predicament, the programme combines relevant and specific content and methods from management sciences, economics, psychology and sociology.

1.1 Content and Objectives of the Programme

Graduates have competences at level 6 of the German Qualifications Framework respectively the bachelor's 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.

	The graduates act...
Professional and analytical skills	**... on the basis of an interdisciplinary, differentiated and integrated expertise, in order to shape entrepreneurial and social innovations and solutions for the problems of the 21st century in an individual and socially responsible manner.**
	Students analyse current problems of the 21st century and apply basic methods and techniques of business administration, economics and social sciences.
	Students synthesise theories and concepts of the relevant reference disciplines for upcoming problems.
	On the basis of literature and data material, students independently write a scientific paper on a selected relevant topic and jointly develop problem solutions for project situations.
Communicative and cooperative skills	***... with an understanding and prudent personality, communicate with different interlocutors in a critical and constructive manner and lead discourses based on understanding and act as an interculturally and ethically sensitized personality cooperative, collaborative and co-creative in a team.***
	The students work in diversity teams in a goal-oriented and cooperative manner.
	The students discuss problems in English.
	The students defend their independently and jointly developed positions and problem solutions.
Personal skills	**... with an enlightened, emancipated, responsible personality and show at attitude of solidarity.**
	Students develop an understanding of the impact of societal decisions, taking into account sustainable, social and/or ethical criteria.
	The students assess their action process and identify development potential.

Our future is the central theme of this programme. Addressing the challenges of the 21st century and driving sustainable change are concerns of young people. With the disciplines of business administration, economics and social sciences, the programme combines different approaches to understand the challenges and address problem solutions. A problem-based, didactic concept characterises this degree programme, without neglecting its scientific and methodological foundation.

The programme qualifies students for challenges that require holistic approaches. Employment opportunities for graduates cover a wide range in the field of management and economics. Examples include project managers in (social) start-ups, management positions in companies dealing with sustainability issues (e.g. consultant in divisional management), or consulting activities for the public sector.

The problem-based, didactic approach in the programme and the diverse forms of organisation offer graduates various accesses to jobs after a short familiarisation period. Eligible job profiles are characterised by a project-oriented approach. The job opportunities for graduates are geared to the challenges of the 21st century, whereby both the individual competence profile of the graduates and their cultural and project-related experience in these areas are important for success. In almost all areas of society and business, there are corresponding employment opportunities for graduates under the assumption that lifelong learning, on the basis of the competences imparted in the bachelor's programme, has become the norm in today`s workplace.

The foundation consists of a holistic approach, based on theoretical knowledge and analytical skills. Typical patterns of action for a method-based approach are used for analysis and problem solving. Decisions that have been worked out, as well as their own positions and joint proposals for solutions, can be expressed, justified and put up for discussion by the graduates. The critical reflection of one's own and others' actions as well as the relevance and responsibility in society are a further characteristic of the profile in the self-image of academic tradition. Orientation about one's own future path in life and reflection on what has been achieved and experienced independently are an integral part of the programme. One way to achieve this is through coaching over the course of study, which also supports individual profile development. This is possible in the focal and Supplementary Section with the expected study abroad, the project study and individual choice of subject-specific focal modules and the bachelor's thesis. The Leadership and Interpersonal Skills module also takes a reflective approach to coaching.

In addition, students can deepen and broaden their competences academically in an advanced master's programme and thus specialise specifically in certain occupational fields and problem areas.

1.2 Requirements

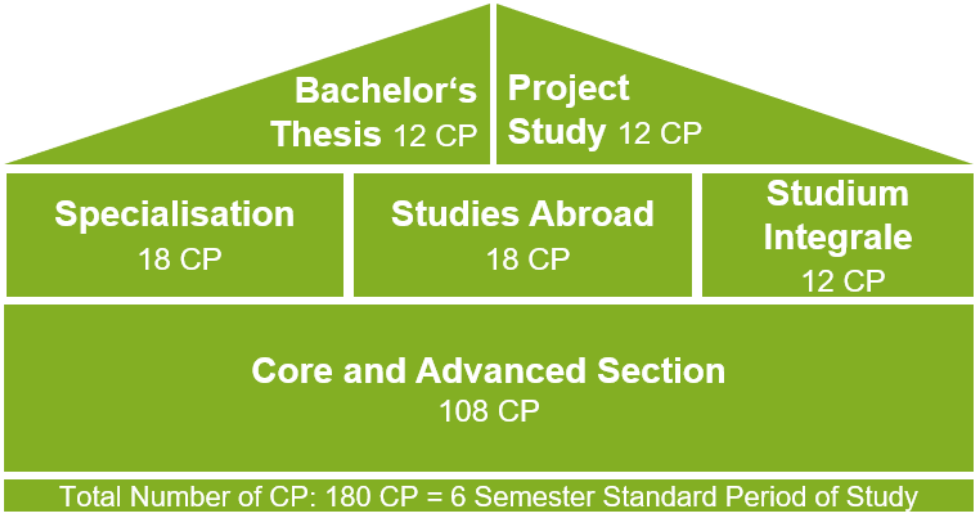
English language proficiency at B2 level according to the Common European Framework of Reference for Languages (CEFR) is required when applying for this degree programme. Furthermore, successful students will have the following subject-related, methodical and personal strengths and aptitudes:

- Desire to solve problems,
- good mathematical and analytical skills,
- ability to think abstractly and conceptually,
- good communication skills in English,
- ability to perform independent, goal-driven and result-oriented work,
- a keen interest in 21st century challenges.

1.3 Programme Structure and Sequence

The bachelor's programme carries 180 credit points (CPs) with six semesters as the standard period of study. The programme comprises the following sections:

- The Core and Advanced Section (108 CPs) consists of basic and advanced modules in Management, Economics, Sociology, Psychology, Political Science and Methods as well as modules addressing Sustainable Change. All modules in the Core and Advanced Section are compulsory.
- The Supplementary Section (18 CPs) consists of three compulsory "Studies Abroad" modules.
- The Specialisation Section (30 CPs) consists of two elective Specialisation Modules (12 CPs), which can be chosen from the areas of Management, Economics and Social Sciences. It also includes a Project Study (12 CPs) and the compulsory Leadership and Interpersonal Skills module (6 CPs).
- The fourth component is "Studium Integrale" (12 CPs), which all bachelor students take. In this programme, students usually complete Studium Integrale as part of their studies abroad during the fifth semester.
- The bachelor's thesis (12 CPs) written at the end of the programme.



1.4 Expected Study Abroad Term

In the fifth semester, students are required to study abroad. They are intensively supported by the International Relations Center (ZIB WiSo). The WiSo Faculty offers a broad range of study abroad options within an excellent network of prestigious partner universities worldwide.

Options Overview:

1. MES Exchange:
    - Students can take part in a single semester exchange at a well-known partner institution. ERASMUS funding is available for the MES Exchange.
    - Advantages: direct contact to partner institutions, organisational support from the faculty, exemption of tuition fees at partner institutions
2. University-wide Cooperations**:**
    - The **International Office (D9)** of the University of Cologne has further partnerships and networks which can offer further options in addition to the faculty's partnerships.
3. Freemovers:
    - It is possible to organise your own exchange abroad outside of the programmes above.

Further Information is available on the faculty's **website**. Questions regarding studying abroad can be directed to the **WiSo Student Service Point (WiSSPo)**.

MES Exchange Details:
Students should start planning their exchange in the third semester.

- The **MES selection round** takes place once a year. Students apply for the term abroad during their third semester for a term abroad in the fifth semester. They will be informed on the application deadlines and selection procedure in the end of their second semester by the ZIB.

Further information surrounding the application process is provided on the faculty`s **website.**

Credit Transfer Options:
The WiSo-faculty encourages students to gain international experience, Credits studied abroad can be easily integrated into study programmes at the faculty with the following options:

- **Studies Abroad Modules:**
  - The programme offers integrated studies abroad modules so that students can easily transfer their credits from partner institutions.
- **Studium Integrale**
  - Additionally, Bachelor students can get credits from their term abroad transferred to the Studium Integrale section of their study programme.
- **Single Course Credit Transfer:**
  - To offer more flexibility, it is also possible to apply for single course credit transfers for eligible courses.

Further details about the regulations for credit transfers are available on the website of the **WiSo Credit Transfer Centre** under Information > Studies Abroad.
Questions regarding credit transfer options can be directed to the **WiSo Student Service Point (WiSSPo).**

1.5 Example Study Plans

The study programme is characterised by a student cohort orientation. In the first three semesters, students attend the modules of Core and Advanced Section together. Individual differentiation takes place in the fourth and fifth semester. In the sixth semester, projects are worked on in a team. The bachelor's thesis also offers the opportunity to pursue an individual research question. Individual development is also reflected upon.
Individual aims and circumstances of students can widely influence study planning. Whether internships, special interest courses or personal reasons come up, it is possible to take modules at a different time. Extending studies by one or two semesters does not heavily impact

studies from the facultyl`s perspective. **However, it is important to check whether any time-based restrictions or implications exist surrounding financing (e.g. BAföG).**

Modules that are offered every semester can be taken in either semester. Please be aware that individualised study plans can lead to possible timetable clashes. Further guidance for students is available at the **WiSo Student Service Point**.

MANAGEMENT, ECONOMICS AND SOCIAL SCIENCES – BACHELOR OF SCIENCE

valid for students of the ER 2021 (enrolment from winter semester 2021/22)

B.Sc. Management, Economics and Social Sciences (Start Winter Term)						
Semester 1	CM Entrepreneurship	CM Fundamentals of Microeconomics	CM Economy and Business in Nature	CM Introduction to Statistics	AM Economics of Climate Change	30
Semester 2	CM Introduction to Psychology	CM Funademntals of Macroeconomics	CM Demopraphy and Social Inequality	AM Economics of Inequality	CM Data Analysis and Econometrics	30
Semester 3	CM Managing Demand and Supply	CM Economic Design	CM Digital Transofrmation and Entrepreneuship	CM Finance and Accounting	CM Data Science	30
Semester 4	CM Business Ethics	CM Public Policy	AM Digital Transformation and Change Managment	Elective Module Specialisation Section (1/2)*	Elective Module Specialisation Section (2/2)*	30
Semester 5	Studies Abroad I*	Studies Abroad II*	Studies Abroad II*	Studium Integrale		30
Semester 6	Specialisation Module Project Study		SuM Leadership and Interpersonal Skills	Bachelor's Thesis*		30

*These modules can be used to define the specialisation focus

Core & Advanced Section	Specialisation Section	Supplementary Section	Studium Integrale	Thesis

1.6 Midterm Rules

Some modules are offered in a midterm format to reduce the exam load at the end of a semester. Midterm courses are either offered in the first or second half of the semester with the number of classes being doubled in this time. The semesters are divided as follows:

- **Winter semester:** the first midterm ends around the beginning of December.
- **Summer semester:** the first midterm ends around the middle or end of May.

Exams for midterm modules in the first term of a semester will take place in the middle of the semester.

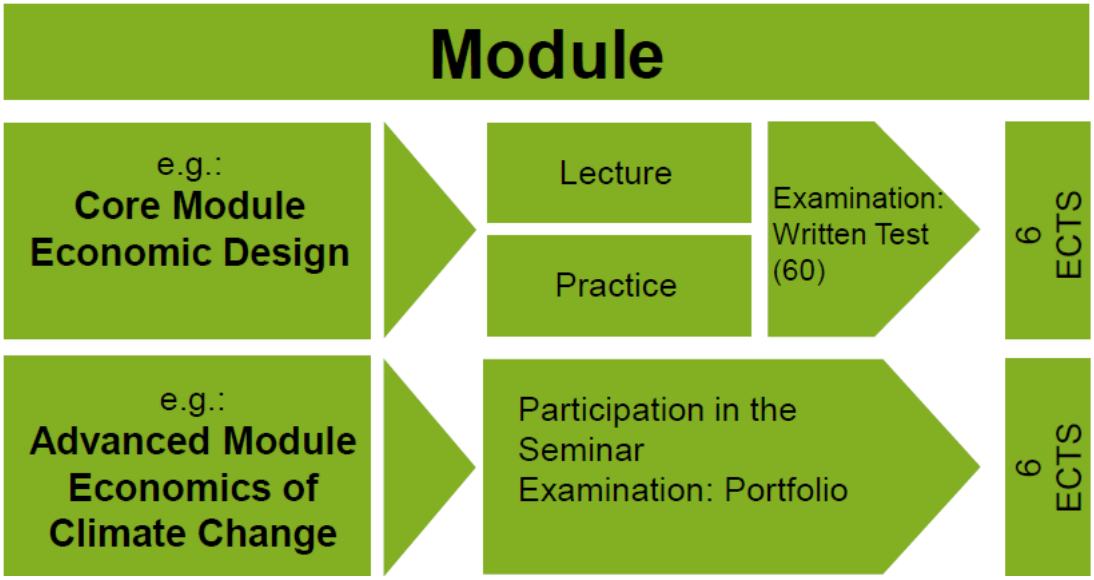
Binding information is available in KLIPS 2.0: the exact dates of specific courses and exams can be found in the **campus management system (KLIPS 2.0).**

1.7 Modularity

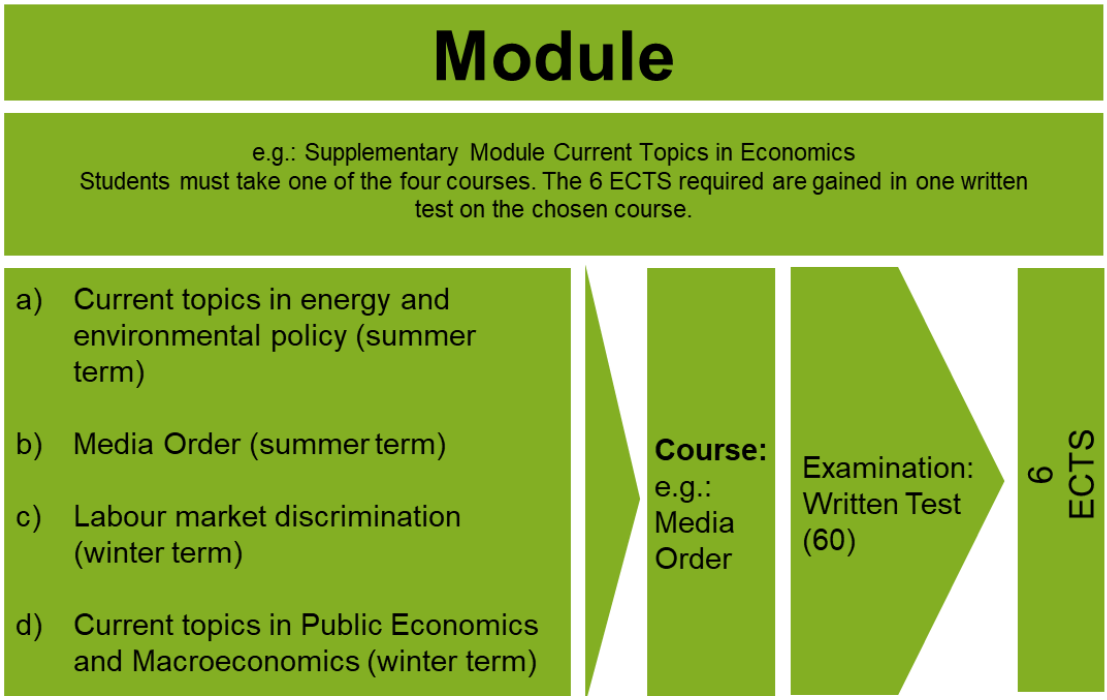
Each section of the bachelor's programme is divided into modules, the contents of which are described in the module descriptions. These descriptions are found at the end of this bachelor's module catalogue. Students who pass the necessary examinations are awarded credit points as proof of their successful 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 utilise one teaching format, 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 consist of two components (e.g. written test in course one and a term paper in course two) or take the form of one, combined examination (a written test covering the content of courses one and two).

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

The following examples are provided for purely illustrative purposes of 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.

2 Study Advice

2.1 Guidance for Students

The **WiSo Student Service Point (WiSSPo)** is a one-stop shop for students with questions or problems during their studies and can provide guidance on a range of topics including: studying abroad, wellbeing and careers guidance. Students can visit WissPo in person or can contact the team by phone or email. Opening times for the services are displayed on the website.

2.2 Organising Studies

KLIPS 2.0 is the central campus management system of the University of Cologne and the most important organisational tool for students during their studies.

Main Functions:

- **Online course catalogue:** students can view information and schedules for all courses and exams offered.
- **Course registration and de-registration:** students can register for their courses and exams. Please take note of the individual registration deadlines for each course or exam and that exam registration is **separate** to the course registration.
- **Study progress:** students can see an overview of their programme, completed modules and grades.
- **Personalised timetable:** students can put together their individual study plan for the semester.
- **Generate student documents:** students can generate their transcript of records and other study-relevant documents**.**

Important deadlines for KLIPS2.0 are on the website of **WiSo-KLIPS-Support**. The website also includes video tutorials and FAQs to help students use KLIPS2.0.
Questions surrounding KLIPS2.0 for organisation of studies should be directed to the WiSo Student Service Point using their **contact form**. Technical questions regarding KLIPS2.0 accounts should be directed to the **central KLIPS-Support** team.

2.3 Examinations

Many exams are offered twice per semester to allow students to spread the load of exams. Generally, second exam dates are provided as an alternative date and not conceptually planned as resits. Some exceptions may exist if the registration deadline for the second exam date is after the results of the first exam date are released. These exceptions will be communicated in the relevant courses.
Students have the right to view their corrected exam papers in exam review sessions. Further information about these sessions is available on the **faculty's website.**

Failed Examinations

It is not possible to retake exams that have been graded with a passing mark. Failed exams can be resit according to a general three-attempts rule: generally, each module can be attempted three times. Modules offered from other faculty's may have different rules which are specified in the examination regulations.
If a module is failed three times, it is strongly recommended that students attend a guidance session at the **WiSo Student Service Point (WiSSPo)** to discuss important steps regarding additional exam resits. If the requirements for additional reists are met, up to four extra attempts may be granted throughout studies.

- **Additional resits:** generally, three additional resits may be granted throughout studies. These resits cannot be granted if the failing grade was due to exam misconduct.
- **Extra resit:** students that have already attained 140 ECTS in their studies may be granted a fourth additional resit.

Failing out of the Study Programme

A programme is deemed failed if students fail an exam after using all available resits, including the additional resits available to them.

Resits for Modules with Multiple Exam Elements:

If a module consists of multiple exam elements, all elements must be graded with at least a passing grade (4,0) to pass the module. All elements that are failed must be retaken.

Resitting the Bachelor`s Thesis:

If students do not pass their bachelor`s thesis, it is possible to resit the thesis **once with a new topic**. Students can only register for a second attempt **after** official notification of failing the first attempt.

Calculation of Grades

A student's overall grade for the programme is calculated using the rules specified in the **examination regulations**.

Module Grade: if a module consists of multiple elements, the module grade is calculated as specified in the **examination regulations**.

Programme Section Grades: the grades for the core, supplementary and specialisation sections of the programme are calculated using a weighted average of the module grades within that section. The exact weighting for each module is specified in the **examination regulations**.

Overall Grade: the overall grade is calculated through a weighted average of the programme section grades and the bachelor's thesis. The programme sections are weighted as follows:

a) Mark for Core and Advanced Section: 108 of 150 CPs
b) Mark for Specialisation Section: 30 of 150 CPs
c) Mark for bachelor's thesis: 12 of 150 CPs

2.4 Academic Practice

The University of Cologne offers various courses to support students with the process of academic practice for term papers and theses. The courses include:
a) Literature research: the **WiSo Teaching Library** offers various courses for researching literature and databases.
b) Writing skills: 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.
Students can register for the courses of the Professional Center and the SchreibArt programme within **Studium Integrale** under „Kompetenzen für das Studium" (competencies for studies) in KLIPS 2.0.

3 Module Tables and Descriptions

3.1 Core and Advanced Section

Im Basis- und Aufbaubereich gemäß § 28 Absatz 16 Nr. 1 der geltenden Prüfungsordnung müssen die zu Prüfenden 108 LP erwerben.

Group	Module	CP	CC/EC	Reqd. CP
Core and Advanced Section	CM Entrepreneurship	6	CC	108
	CM Fundamentals of Microeconomics	6	CC	
	CM Economy and Business in Nature	6	CC	
	AM Economics of Climate Change	6	CC	
	CM Introduction to Statistics	6	CC	
	CM Introduction to Psychology	6	CC	
	CM Fundamentals of Macroeconomics	6	CC	
	CM Demography and Social Inequality	6	CC	
	AM Economics of Inequality	6	CC	
	CM Data Analysis and Econometrics	6	CC	
	CM Managing Demand and Supply	6	CC	
	CM Economic Design	6	CC	
	CM Digital Transformation and Entrepreneurship	6	CC	
	AM Digital Transformation and Change Management	6	CC	
	CM Data Science	6	CC	
	CM Business Ethics	6	CC	
	CM Public Policy	6	CC	
	CM Finance and Accounting	6	CC	

3.2 Supplementary Section

Im Ergänzungsbereich gemäß § 28 Absatz 16 Nr. 2 der geltenden Prüfungsordnung müssen die zu Prüfenden 18 LP erwerben.

Group	Module	CP	CC/ EC	Reqd. CP
Supplementary Section	Studies Abroad I (WiSo)	6	EC	18
	Studies Abroad II (WiSo)	6	EC	
	Studies Abroad III (WiSo)	6	EC	
	Studies Abroad IV (WiSo)	18	EC	

3.3 Specialisation Section

Im Schwerpunktbereich gemäß § 28 Absatz 16 Nr. 3 der geltenden Prüfungsordnung müssen die zu Prüfenden 30 LP erwerben.

Group	Module	CP	CC/ EC	Reqd. CP
Specialisation	SuM Leadership and Interpersonal Skills	6	CC	18
	SpM Accounting and Taxation I	6	EC	
	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[1]	6	EC	
	SpM Economic Geography II[1]	6	EC	
	CM Introduction to Macrosociology	6	EC	
	SpM Seminar Actions/ Norms/ Networks	6	EC	
	SpM Seminar Family/ Ageing/ Migration	6	EC	
	SpM Seminar Education/ Work/ Organisation	6	EC	
	SpM Seminar Culture/ Values/ Cohesion	6	EC	
	CM Mathematics	6	EC	
	AM Microeconomics (Conflict, Cooperation and Competition)	6	EC	
	AM Macroeconomics[2]	6	EC	
	AM Public Economics	6	EC	
	SuM International Trade and Investment	6	EC	
	AM Behavioural Economics	6	EC	
	AM Economic History	6	EC	
	SpM Economics and Business	6	EC	
	SpM Economics and Society	6	EC	
	SpM Economics and Politics	6	EC	
	SuM Current Topics in Economics	6	EC	
	SpM Empirical Methods and Data Analysis	6	EC	
	CM Health Systems I	6	EC	
	CM Health Economics IV	6	EC	
	SpM Introduction to Machine Learning	6	EC	
Project Study	SpM Project Study Management	12	EC	12
	SpM Project Study Economics	12	EC	
	SpM Project Study Social Sciences	12	EC	

[1] This module will be offered for the last time in accordance with the scheduled cycle in the 2028/2029 academic year.
[2] This module will be offered for the last time in accordance with the scheduled cycle in the 2027/2028 academic year.

3.4 Studium Integrale

All of the Faculty's Bachelor's programmes include an interdisciplinary component, known as the Studium Integrale, in which students accumulate 12 credit points. In this Bachelor's programme, students usually complete this part in connection with their studies abroad during the fifth term.

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.

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3.5 Bachelor's Thesis

The bachelor's thesis is typically completed during the course of study, usually toward the end of the program, and is worth 12 credit points. It demonstrates the student's ability to independently address and reflect upon a thematically limited problem within the program's subject area using the necessary scientific methods within the specified timeframe. The topic of the bachelor's thesis may be drawn from any part of the program's subject area.

To register for the bachelor's thesis, at least 100 credit points must have been earned. The time required to complete the thesis is generally 360 working hours, corresponding to the assigned credit points, and thus 12 weeks. The length of the bachelor's thesis should generally not exceed 40 pages. Please also note the relevant regulations in the examination regulations.

3.6 Module Descriptions

3.6.1 Core and Advanced Section Management, Economics and Social Sciences

CM Entrepreneurship					
Module Code 1253BBENT1	**Workload** 180h	**ECTS Credits** 6	**Module Language** 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** • Introduction to entrepreneurship • Strategic evaluation of business ideas • Creation of business plan • Elementary market analysis • Growth and exit strategies • Case studies of sustainable start-ups				
3	**Learning Objectives** Students... ... know and understand basic theories in entrepreneurship. ... communicate continuously and purposefully within teaching and learning groups. ... present and/or discuss results with teaching staff and other students. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Area Corporate Development				
10	**Miscellaneous**				

CM Fundamentals of Microeconomics					
Module Code 1289BBFMI1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Fundamentals of Microeconomics		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Foundations in analysis, e.g. (partial) derivatives, convex/concave functions, integration and optimisation • Structure of individual decision making • Structure of social interaction • Economic analysis of institutions • Microeconomic perspective on the firm • Competition in markets • Markets and efficiency				
3	**Learning Objectives** Students... ... know and understand basic theories in microeconomics. ... know and understand common methods in microeconomics. ... 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. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Alexander Westkamp				
10	**Miscellaneous**				

CM Economy and Business in Nature					
Module Code 1289BBEBN1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Economy and Business in Nature		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Biophysical embeddedness of the economy, the concept of sustainability and the role of energy • Planetary boundaries for economic activities and "limits to growth" • Foundations of energy economics • Preferences vs. needs, Raworth`s doughnut model • Challenges for transition to a sustainable global economy • Sustainability from the perspective of for-profit businesses				
3	**Learning Objectives** Students... ... know and understand basic theories in Energy, Sustainability, Economics. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Energy, Sustainability, Economics. ... know and understand common methods in Energy, Sustainability, Economics. ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... present and/or discuss results with teaching staff and other students. ... communicate in English. ... 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. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Marc Oliver Bettzüge				
10	**Miscellaneous** The course consists of a lecture (2h/week) and up to four mini-group tutorials for in-depth discussion of the course content (1h/week)				

AM Economics of Climate Change					
Module Code 1289BAECC1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Economics of Climate Change		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Foundations in global climate protection • Economic effects of climate change • Economics of mitigation • Global cooperation and climate justice • Efficiency, efficacy and distributional effects of mitigation policies • Relevant institutions and regulation				
3	**Learning Objectives** Students... ... know and understand basic theories in Energy, Sustainability, Economics. ... 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. ... present and/or discuss results with teaching staff and other students. ... communicate in English. ... 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. ... design their learning and working processes independently. ... use under guidance techniques of scientific work and good scientific practice. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: presentation with written paper				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Marc Oliver Bettzüge				
10	**Miscellaneous** The course consists of in-class discussions and skill trainings (30h) as well as of in-depth discussions of students' essays in up to 8 mini-groups (15h each)				

CM Introduction to Statistics					
Module Code 1320BBSTA1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Introduction to Statistics		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Foundations of probability theory • Principles of research design • Data collection methods • Descriptive data analyses • Introduction to inference statistics • Introduction to regression analysis				
3	**Learning Objectives** Students... ... know and understand basic theories in statistics. ... know and understand common methods in statistics. ... 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. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Written exam with Term Paper				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** DSS Department für Soziologie und Sozialpsychologie				
10	**Miscellaneous**				

CM Introduction to Psychology					
Module Code 1320BBINP1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Introduction to Psychology		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Introduction to evolutionary psychology • Biases and heuristics in human decision making • Psychology of self-control • Personality psychology • Psychology of good and evil - Determinants of pro-social and anti-social behaviour • Effects of gender and culture				
3	**Learning Objectives** Students... ... know and understand basic theories in Psychology. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Psychology. ... 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. ... communicate in English. ... 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. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: presentation with written test				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** DSS Department für Soziologie und Sozialpsychologie				
10	**Miscellaneous**				

CM Fundamentals of Macroeconomics					
Module Code 1302BBFMA1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Macroeconomics		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Foundations in analysis, e.g. difference equations and optimisation • 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 • Effects of fiscal and monetary policy and other economic policy measures in the short and medium run • Empirical facts and theoretical approaches for explaining economic developments and structural change • Long-run trends and recent developments in macroeconomic aggregates like income, savings and investment				
3	**Learning Objectives** Students... ... know and understand basic theories in Macroeconomics. ... know and understand common methods in Macroeconomics. ... use methods in pre-structured contexts in a solution-oriented way in Macroeconomics. ... communicate continuously and purposefully within teaching and learning groups. ... communicate in English. ... develop and understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** CMR Center for Macroeconomic Research				
10	**Miscellaneous**				

CM Demography and Social Inequality					
Module Code 1320BBDSI1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Demography and Social Inequality		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** English
2	**Module Content** • Basic demographic concepts (key measures; demographic transition; etc.) • The three demographic core processes: Fertility, migration, mortality • Demographic change as a global megatrend • Interdependencies between demography and social inequality				
3	**Learning Objectives** Students... ... know and understand basic theories in Social Demography. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Social Demography. ... know and understand common methods in Social Demography. ... 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. ... communicate in English. ... 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. ... use under guidance techniques of scientific work and good scientific practice. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: term paper with presentation				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** DSS Department für Soziologie und Sozialpsychologie				
10	**Miscellaneous**				

AM Economics of Inequality					
Module Code 1302BAEIN1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Economics of Inequality		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Interdependencies of economics and inequality/social mobility • Determinants of inequality and social mobility • Inequality of opportunity • Inequality and discrimination • Policy impact on inequality				
3	**Learning Objectives** Students... ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Economics. ... know and understand common methods in Economics. ... 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. ... communicate in English. ... 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. ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: term paper with presentation				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** CMR Center for Macroeconomic Research				
10	**Miscellaneous**				

<table>
<tr><th colspan="7">CM Data Analysis and Econometrics</th></tr>
<tr><td colspan="2">Module Code
1289BBDAE1</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
English</td><td>Module Availability
every 2nd term - summer term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
Data Analysis and Econometrics</td><td>Contact Hours
60h</td><td>Self-Studies
120h</td><td>Course Language
English</td></tr>
<tr><td>2</td><td colspan="6">Module Content
• Correlations, causal relationships and methods of causal inference
• Principles of data analysis
• Econometric methods (I): Regression models for cross-sectional data
• Econometric methods (II): Panel data methods
• Econometric methods (III): Assignment mechanisms and (quasi-)experiments
• Interpretation of estimation and test results in econometric analyses</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... know and understand basic theories in Econometrics.
... know and understand common methods in Econometrics.
... use methods in pre-structured contexts in a solution-oriented way in Econometrics.
... communicate continuously and purposefully within teaching and learning groups.
... present and/or discuss results with teaching staff and other students.
... communicate in English.
... 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.
... know and understand the relevant methods and theories for the points mentioned above under "Module content".</td></tr>
<tr><td>4</td><td colspan="6">Teaching and Learning Methods
lecture
practice</td></tr>
<tr><td>5</td><td colspan="6">Module Entry Requirements
none</td></tr>
<tr><td>6</td><td colspan="6">Mode of End-Of-Module Examination
Written test: WT (60)</td></tr>
<tr><td>7</td><td colspan="6">Prerequisites for Awarding of Credit Points
Passing the module examination</td></tr>
<tr><td>8</td><td colspan="6">Other Programmes that Use the Module
Bachelor of Science Management, Economics and Social Sciences:
Core and Advanced Section Management, Economics and Social Sciences</td></tr>
<tr><td>9</td><td colspan="6">Module Manager
Univ.-Prof. Dr.‘ Sonja Settele</td></tr>
<tr><td>10</td><td colspan="6">Miscellaneous</td></tr>
</table>

CM Managing Demand and Supply					
Module Code 1266BBMDS1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Managing Demand and Supply		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Identification and analysis of customer preferences and behaviours • Introduction to brands and positioning • Management of new product introductions • Matching supply with demand • Management of uncertainty in demand • Communications and channels in the digital world • Management of inventories and sourcing				
3	**Learning Objectives** Students... ... know and understand basic theories in Marketing and SCM. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Marketing and SCM. ... 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. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Written exam with Term Paper				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Area Marketing Area Supply Chain Management				
10	**Miscellaneous**				

CM Economic Design					
Module Code 1289BBEDE1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Economic Design		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** • Introduction to economic design • Insights from game theory and behavioural economics • Case studies how economic design can shape digital and other markets and organisations • Case studies how economic design can approach societal challenges				
3	**Learning Objectives** Students... ... know and understand basic theories in market and economic design. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in market and economic design. ... 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 or ethical criteria. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr.‘ Bettina Rockenbach				
10	**Miscellaneous**				

CM Digital Transformation and Entrepreneurship						
Module Code 1277BBDTE1		**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Digital Transformation and Entrepreneurship			**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Understanding of digital transformation • Evaluation of digital business models • Relationship of digital transformation to the triple bottom line of sustainability • Developing digital Minimum Viable Products (MVPs) • Identification of digital opportunities • Tools and concepts to foster digital entrepreneurship and innovation					
3	**Learning Objectives** Students... ... know and understand basic theories in Entrepreneurship. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Entrepreneurship. ... communicate continuously and purposefully within teaching and learning groups. ... present and/or discuss results with teaching staff and other students. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".					
4	**Teaching and Learning Methods** seminar					
5	**Module Entry Requirements** none					
6	**Mode of End-Of-Module Examination** Combined examination: presentation with written paper					
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: Core and Advanced Section Management, Economics and Social Sciences					
9	**Module Manager** Area Corporate Development					
10	**Miscellaneous**					

AM Digital Transformation and Change Management						
Module Code 1320BADTR1		**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Digital Transformation and Change Management			**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** English
2	**Module Content** • Digital megatrends and their effects on individuals, companies and society • Foundations of change management • Concepts of reactions to change and the role of decision heuristics and biases • Relationship of digital transformation to change management • System perspective in uncertain world					
3	**Learning Objectives** Students... ... know and understand basic theories in Change Management. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Change Management. ... 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. ... communicate in English. ... 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. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".					
4	**Teaching and Learning Methods** seminar					
5	**Module Entry Requirements** none					
6	**Mode of End-Of-Module Examination** Combined examination: essay collection with presentation					
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: Core and Advanced Section Management, Economics and Social Sciences					
9	**Module Manager** DSS Department für Soziologie und Sozialpsychologie					
10	**Miscellaneous**					

<table>
<tr><th colspan="7">CM Data Science</th></tr>
<tr><td colspan="2">Module Code
1277BBDSC1</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
English</td><td>Module Availability
every 2nd term - winter term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
Data Science</td><td>Contact Hours
60h</td><td>Self-Studies
120h</td><td>Course Language
English</td></tr>
<tr><td>2</td><td colspan="6">Module Content
• Managing large data sets
• Visualisation methods
• Data pre-processing/feature engineering
• Introduction to statistical learning
• Model evaluation and model explainability</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... know and understand common methods in Data Science and Econometrics.
... use methods in pre-structured contexts in a solution-oriented way in Data Science and Econometrics.
... 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 or ethical criteria.
... design their learning and working processes independently.
... reflect their own performance and implement feedback constructively.
... know and understand the relevant methods and theories for the points mentioned above under "Module content".</td></tr>
<tr><td>4</td><td colspan="6">Teaching and Learning Methods
seminar</td></tr>
<tr><td>5</td><td colspan="6">Module Entry Requirements
none</td></tr>
<tr><td>6</td><td colspan="6">Mode of End-Of-Module Examination
Written test: WT (60)</td></tr>
<tr><td>7</td><td colspan="6">Prerequisites for Awarding of Credit Points
Passing the module examination</td></tr>
<tr><td>8</td><td colspan="6">Other Programmes that Use the Module
Bachelor of Science Management, Economics and Social Sciences:
Core and Advanced Section Management, Economics and Social Sciences</td></tr>
<tr><td>9</td><td colspan="6">Module Manager
Fachbereich Ökonometrie und Statistik</td></tr>
<tr><td>10</td><td colspan="6">Miscellaneous</td></tr>
</table>

CM Business Ethics					
Module Code 1253BBBET1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Business Ethics		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** This module creates awareness of students' own moral values and encourages students to apply these values to common ethical dilemmas in business and other domains of professional life. By following the approach of "Giving voice to values" the course asks and tries to answer the following questions: “What if I were going to act on my values? What would I say and do? How could I be most effective?" The module introduces basic business ethics concepts and applies them to decision making of people in positions with responsibilities. It draws on standard ethics theories, like teleology, deontology, virtue ethics and fairness concepts. Ethical decisions in organisations and markets are discussed and evaluated in the light of these foundations. Case studies are employed to illustrate and apply the theoretical concepts.				
3	**Learning Objectives** Students... ... know and understand basic theories in Ethics. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Ethics. ... know and understand common methods in Ethics. ... use methods in pre-structured contexts in a solution-oriented way in Ethics. ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content". ... communicate in English. ... 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. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively.				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Project work				
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: Core and Advanced Section Management, Economics and Social Sciences				

9	**Module Manager** Area Corporate Development Univ.-Prof. Dr. Bernd Irlenbusch
10	**Miscellaneous** We will have plenum sessions (about 30 contact hours) and sessions in smaller groups (about 15 contact hours with one-fourth of the cohort).

CM Public Policy						
Module Code 1335BBPPO1		**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Public Policy			**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Introduction to public policy • Institutions in policy making • The role of public policy in addressing energy, climate and environment • The role of public policy in addressing social inequality • The role of public policy in addressing digital transformation					
3	**Learning Objectives** Students... ... know and understand basic theories in public policy. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in public policy. ... know and understand common methods in public policy. ... 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. ... communicate in English. ... 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. ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".					
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: Core and Advanced Section Management, Economics and Social Sciences					
9	**Module Manager** Department für Politikwissenschaft					
10	**Miscellaneous**					

CM Finance and Accounting					
Module Code 1259BBFAI1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Finance and Accounting		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Introduction to accounting • Fundamentals in financial accounting • Fundamentals in managerial accounting • Fundamentals in capital budgeting • Fundamentals in financing • Case studies				
3	**Learning Objectives** Students... ... know and understand basic theories in Accounting and Finance. ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in Accounting and Finance. ... know and understand common methods in Accounting and Finance. ... use methods in pre-structured contexts in a solution-oriented way in Accounting and Finance. ... communicate continuously and purposefully within teaching and learning groups. ... communicate in English. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** lecture practice				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Written exam with Term Paper				
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: Core and Advanced Section Management, Economics and Social Sciences				
9	**Module Manager** Area Accounting and Taxation Area Finance				
10	**Miscellaneous**				

3.6.2 Supplementary Section Management, Economics and Social Sciences

Studies Abroad I (WiSo)					
Module Code 1014BESAW1	**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 the subjects: Business Administration, Economics, Social Sciences or Information Systems.				
3	**Learning Objectives** Students... ... 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**				
6	**Mode of End-Of-Module Examination** Academic Achievements				
7	**Prerequisites for Awarding of Credit Points** depending on course selection, successfully completed coursework				
8	**Other Programmes that Use the Module** Bachelor of Science Management, Economics and Social Sciences: Supplementary Section				
9	**Module Manager** Academic Director				
10	**Miscellaneous** If recognition of this module is to be applied for, there is a standardised recognition procedure. Information on course recognition (deadlines and procedures) is available from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungwiso.uni-koeln.de/).				

Studies Abroad II (WiSo)					
Module Code 1014BESAW2	**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 the subjects: Business Administration, Economics, Social Sciences or Information Systems.				
3	**Learning Objectives** Students... ... 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**				
6	**Mode of End-Of-Module Examination** Academic Achievements				
7	**Prerequisites for Awarding of Credit Points** depending on course selection, successfully completed coursework				
8	**Other Programmes that Use the Module** Bachelor of Science Management, Economics and Social Sciences: Supplementary Section				
9	**Module Manager** Academic Director				
10	**Miscellaneous** If recognition of this module is to be applied for, there is a standardised recognition procedure. Information on course recognition (deadlines and procedures) is available from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungwiso.uni-koeln.de/).				

Studies Abroad III (WiSo)					
Module Code 1014BESAW3	**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 the subjects: Business Administration, Economics, Social Sciences or Information Systems.				
3	**Learning Objectives** Students... ... 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**				
6	**Mode of End-Of-Module Examination** Academic Achievements				
7	**Prerequisites for Awarding of Credit Points** depending on course selection, successfully completed coursework				
8	**Other Programmes that Use the Module** Bachelor of Science Management, Economics and Social Sciences: Supplementary Section				
9	**Module Manager** Academic Director				
10	**Miscellaneous** If recognition of this module is to be applied for, there is a standardised recognition procedure. Information on course recognition (deadlines and procedures) is available from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungwiso.uni-koeln.de/).				

Studies Abroad IV (WiSo)					
Module Code 1014BESAW4	**Workload** 540h	**ECTS Credits** 18	**Module Language** selected language	**Module Availability** every term	**Duration** 1 or 2 Term(s)
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... ... 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**				
6	**Mode of End-Of-Module Examination** Academic Achievements				
7	**Prerequisites for Awarding of Credit Points** depending on course selection, successfully completed coursework				
8	**Other Programmes that Use the Module** Bachelor of Science Management, Economics and Social Sciences: Supplementary Section				
9	**Module Manager** Academic Director				
10	**Miscellaneous** If recognition of this module is to be applied for, there is a standardised recognition procedure. Information on course recognition (deadlines and procedures) is available from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungwiso.uni-koeln.de/).				

3.6.3 Specialisation Section Management, Economics and Social Sciences

SuM Leadership and Interpersonal Skills					
Module Code 1230BELIS1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Leadership and Interpersonal Skills		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Summarise learnings from study programme and create competence profiles • Discuss values and impact on future decision making • Methods and instruments of self-reflection and feedback • Methods for personal development • Practical implications of innovation and change management • Practical implications of leadership				
3	**Learning Objectives** Students... ... apply theories in pre-structured contexts (e.g. case studies) in a solution-oriented way in leadership. ... 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. ... communicate in English. ... 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. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Project work				
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				
9	**Module Manager** Prof. Dr. Andreas Fügener				
10	**Miscellaneous**				

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) Earnings Management and Financial Statement Analysis 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** • 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 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
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) Accounting b) Fundamentals in International Taxation c) International Corporate Reporting	**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** • 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 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".			
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	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences			
9	**Module Manager** Area Accounting and Taxation			
10	**Miscellaneous** Accompanying reading canon, deployment of lecturers.			

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** • Internal Labor Markets and Careers • Job Design • Recruiting and Staffing • Performance Evaluation • Pay for Performance • Performance Reward Systems • Training • Turnover and Dismissals • Institutional Framework: Collective Bargaining & Corporate Governance				
3	**Learning Objectives** Students... ... learn basic concepts in Human Resource Management. ... understand how organizations develop strategies for managing their human resources. ... apply concepts to solve practical HRM problems that organizations face. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** lecture practice				
5	**Module Entry Requirements** Recommendation: CM Corporate Development I, AM Statistics 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 Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Department Corporate Development				
10	**Miscellaneous**				

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** • Theories of International Management • Employee Participation and Corporate Governance • Equality and Diversity				
3	**Learning Objectives** Students... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and 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**				

<table>
<tr><th colspan="7">SpM Finance I</th></tr>
<tr><td colspan="2">Module Code
1259BSMFI1</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
German and English</td><td>Module Availability
every 2nd term - summer term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
a) Corporate Finance
b) Financial Management
c) Investment Management
d) Leasing
e) Banking and Financial Intermediation</td><td>Contact Hours
a) 60h
b) 60h
c) 60h
d) 60h
e) 60h</td><td>Self-Studies
a) 120h
b) 120h
c) 120h
d) 120h
e) 120h</td><td>Course Language
a) English
b) German
c) German
d) German
e) English</td></tr>
<tr><td>2</td><td colspan="6">Module Content
a) Corporate Finance
• Analysing and Working with Financial Statements
• Company Valuation
• Mergers & Acquisitions

b) Financial Management
• Financial statement analysis
• Long-term financial and liquidity planning
• Calculation of capital costs
• Capital cost optimisation
• Risk Management

c) Investment Management
• Portfolio theory
• Risk management
• Investment strategies

d) Leasing
• German leasing market and leasing contracts
• Calculation of leasing rates and capital costs of leases
• Accounting for leases in accordance with HGB and IFRS
• Cost comparison of leasing and credit financing, taking tax conditions into account
• Institutional economic analysis of leasing

e) Banking and Financial Intermediation:
• Functions of banks and financial intermediaries
• Fund flows through financial markets
• Incentive problems in lending
• Regulation and financial stability
• Digital banking and new business models</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... 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.
... know and understand the relevant methods and theories for the points mentioned above under</td></tr>
</table>

	"Module content". ... ... The module is successfully completed through a competency-based exam format stated below in part 6. The exam format is defined in paragraph 12 of the exam regulations.
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 of the courses.
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Univ.-Prof. Dr. Dieter Hess Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz Dr. Wolfgang Spörk Jun.-Prof. Dr.‘ Hannah Winterberg
10	**Miscellaneous**

<table>
<tr><th colspan="6">SpM Finance II</th></tr>
<tr><td colspan="2">Module Code
1259BSMFI2</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
German and English</td><td>Module Availability
every 2nd term - winter term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="2">Courses
a) Insurance Management
b) Bank Management
c) Sustainable Finance
d) International Financial Markets and Investments</td><td colspan="2">Contact Hours
a) 60h
b) 60h
c) 60h
d) 60h</td><td>Self-Studies
a) 120h
b) 120h
c) 120h
d) 120h</td><td>Course Language
a) German
b) German
c) German
d) English</td></tr>
<tr><td>2</td><td colspan="6">Module Content
a) Insurance Management
• 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

b) Bank Management
• The German commercial banking system
• Central banks / supranational banks
• Bank Accounting
• Bank Controlling
• Bank regulation

c) Sustainable Finance
• 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

d) International Financial Markets and Investments
• International Monetary System
• Introduction to foreign exchange markets
• Interest rate and purchasing power parity
• International equity and bond markets
• Interest rate and currency derivatives
• International investments</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... know and understand basic theories in the areas of finance.
... know and understand common methods in the areas of finance.
... use methods in pre-structured contexts in a solution-oriented way in the areas of finance.
... 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.
... know and understand the relevant methods and theories for the points mentioned above under "Module content".</td></tr>
</table>

4	**Teaching and Learning Methods** lecture practice
5	**Module Entry Requirements** Recommendation: Either CM Accounting I, CM Finance I or CM Finance and Accounting
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. A course is to be attended; the examination relates to the content of one course.
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Jun.-Prof. Dr. Benedikt Ballensiefen Jun.-Prof. Dr. Tobias Bauckloh Univ.-Prof. Dr. Heinrich R. Schradin Dr. Wolfgang Spörk
10	**Miscellaneous** In the sumer semester, the course 'International Financial Markets and Investments' may be offered as an additional option. Further information can be obtained from KLIPS.

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		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • 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 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
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** Concepts of Marketing Mix Management		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** English
2	**Module Content** • Marketing mix decisions (e.g. brand management and new product development) • Management of innovations and established products • Price and distribution management • Communication management				
3	**Learning Objectives** Students... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Marc Fischer				
10	**Miscellaneous**				

<table>
<tr><th colspan="6">SpM Supply Chain Management I</th></tr>
<tr><td colspan="2">Module Code
1271BSMSC1</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
German and English</td><td>Module Availability
every term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
a) Strategic Procurement
b) Supply Chain Planning
c) Behavioral Management Science I
d) Business AI
e) Supply Chain Management: Design, Planning and Analytics</td><td>Contact Hours
a) 45h
b) 45h
c) 30h
d) 45h
e) 45h</td><td>Self-Studies
a) 135h
b) 135h
c) 150h
d) 135h
e) 135h</td><td>Course Language
a) English
b) German
c) English
d) English
e) English</td></tr>
<tr><td>2</td><td colspan="6">Module Content
Selected Topics in Supply Chain Management:

a) Strategic Procurement
• Strategic Thinking
• Sourcing Analysis
• Sourcing Methods
• Supplier Management
• Behavioral Aspects

b) Supply Chain Planning
• Supply Chain Design
• Demand Planning
• Sales Planning
• Supply Chain Management

c) Behavioral Management Science I
• Behavioral economics and psychology
• Experimental methods
• Applications to different fields of management

d) Business AI
• Foundations of AI and Ethical Implications
• AI-Driven Optimization and Modeling Techniques
• Business Applications and Governance of AI

e) Supply Chain Management: Design, Planning and Analytics
• Introduction to Supply Chain Management
• Supply Chain Strategy
• Supply Chain Segmentation
• Inventory Management & Risk Pooling
• Demand Planning
• Product Life Cycle Planning
• Supply Planning
• Processes
• Sales & Operations Planning
• Supply Chain Management in the AI era</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... 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.</td></tr>
</table>

	... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".
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** Combined examination: Written exam with Term Paper
7	**Prerequisites for Awarding of Credit Points** Passing the module examination as specified in part six. Students have to select one course. The exam will relate to the content of this course.
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** AD Dr. Johannes Antweiler Area Supply Chain Management
10	**Miscellaneous**

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) Supply Chain Management: Strategy, Coordination and Resilience b) Production Management c) Behavioural Management Science II		**Contact Hours** a) 45h b) 45h c) 45h	**Self-Studies** a) 135h b) 135h c) 135h	**Course Language** a) English b) German c) English
2	**Module Content** Selected Topics in Supply Chain Management: a) Supply Chain Management: Strategy, Coordination and Resilience • Introduction to Supply Chain Management • Network Planning • Supplier Management • Strategic Alliances • Procurement and Outsourcing Strategies • Global Logistics • Distribution Strategies • Supply Chain Risk Management • Coordinated Product and Supply Chain Design • Supply Chain AI Applications b) Production Management • Lot-Sizing and Scheduling • Inventory Management c) Behavioral Management Science II • Behavioral economics and psychology • Experimental methods • Applications to different fields of management				
3	**Learning Objectives** Students... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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** Combined examination: Written exam with Term Paper
7	**Prerequisites for Awarding of Credit Points** Passing the module examination as specified in part six. Students have to select one course. The exam will relate to the content of this course.
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Business Administration Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** AD Dr. Johannes Antweiler Area Supply Chain Management
10	**Miscellaneous**

<table>
<tr><th colspan="7">SpM Media and Technology Management I</th></tr>
<tr><td colspan="2">Module Code
1284BSMTM1</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
German and English</td><td>Module Availability
every 2nd term - summer term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
Media and Technology Management I</td><td>Contact Hours
30h</td><td>Self-Studies
150h</td><td>Course Language
German and English</td></tr>
<tr><td>2</td><td colspan="6">Module Content
• 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</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... 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.
... kennen und verstehen die relevanten Methoden und Theorien zu den zuvor unter "Inhalte des Moduls" genannten Punkten.</td></tr>
<tr><td>4</td><td colspan="6">Teaching and Learning Methods
seminar</td></tr>
<tr><td>5</td><td colspan="6">Module Entry Requirements
none</td></tr>
<tr><td>6</td><td colspan="6">Mode of End-Of-Module Examination
Combined examination: presentation with written test</td></tr>
<tr><td>7</td><td colspan="6">Prerequisites for Awarding of Credit Points
Passing the module examination</td></tr>
<tr><td>8</td><td colspan="6">Other Programmes that Use the Module
Bachelor of Science Volkswirtschaftslehre:
Specialisation Section Track Business Administration
Bachelor of Science Wirtschaftsinformatik:
Supplementary Section Information Systems
Bachelor of Arts Medienwissenschaft:
Media and Technology Management
Bachelor of Science Betriebswirtschaftslehre:
Specialisation Section Business Administration
Bachelor of Science Information Systems (as of winter semester 24/25):
Supplementary Section Information Systems
Bachelor of Science Sozialwissenschaften:
Supplementary Section Social Sciences
Bachelor of Science Management, Economics and Social Sciences:
Specialisation Section Management, Economics and Social Sciences</td></tr>
<tr><td>9</td><td colspan="6">Module Manager
Univ.-Prof. Dr.‘ Claudia Loebbecke, M.B.A.</td></tr>
<tr><td>10</td><td colspan="6">Miscellaneous</td></tr>
</table>

<table>
<tr><th colspan="7">SpM Media and Technology Management II</th></tr>
<tr><td colspan="2">Module Code
1284BSMTM2</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
German and English</td><td>Module Availability
every 2nd term - summer term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
Media and Technology Management II</td><td>Contact Hours
30h</td><td>Self-Studies
150h</td><td>Course Language
German and English</td></tr>
<tr><td>2</td><td colspan="6">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</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... 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.
... know and understand the relevant methods and theories for the points mentioned above under "Module content".</td></tr>
<tr><td>4</td><td colspan="6">Teaching and Learning Methods
seminar</td></tr>
<tr><td>5</td><td colspan="6">Module Entry Requirements</td></tr>
<tr><td>6</td><td colspan="6">Mode of End-Of-Module Examination
Combined examination: presentation with written test</td></tr>
<tr><td>7</td><td colspan="6">Prerequisites for Awarding of Credit Points
Passing the module examination</td></tr>
<tr><td>8</td><td colspan="6">Other Programmes that Use the Module
Bachelor of Science Volkswirtschaftslehre:
Specialisation Section Track Business Administration
Bachelor of Science Wirtschaftsinformatik:
Supplementary Section Information Systems
Bachelor of Arts Medienwissenschaft:
Media and Technology Management
Bachelor of Science Betriebswirtschaftslehre:
Specialisation Section Business Administration
Bachelor of Science Information Systems (as of winter semester 24/25):
Supplementary Section Information Systems
Bachelor of Science Sozialwissenschaften:
Supplementary Section Social Sciences
Bachelor of Science Management, Economics and Social Sciences:
Specialisation Section Management, Economics and Social Sciences</td></tr>
<tr><td>9</td><td colspan="6">Module Manager
Univ.-Prof. Dr.‘ Claudia Loebbecke, M.B.A.</td></tr>
</table>

10	**Miscellaneous**

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** • 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... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Project work				
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 Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Betriebswirtschaftslehre: Specialisation Section Business Administration				

	Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplemetary 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 - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Univ.-Prof. Dr.‘ Martina Fuchs
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** • 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 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Project work				
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 Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplemetary 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 - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Univ.-Prof. Dr.‘ Martina Fuchs
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** • 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 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".					
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 Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Social Sciences Bachelor of Science Geographie: Nebenfach SoWi Bachelor of Arts Regionalstudien China - Sozialwissenschaften: Ergänzungsbereich SoWi Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Sozialwissenschaften: Supplemetary 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 Sozialwissenschaften: Core and Advanced Section Social Sciences Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Univ.-Prof. Dr. Clemens Kroneberg
10	**Miscellaneous**

SpM Seminar Actions/ Norms/ Networks					
Module Code 1320BSHNN1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German and English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Seminar Actions/Norms/Networks		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** German and English
2	**Module Content** On the basis of scientific articles, the students will familiarise themselves with the theoretical and empirical state of research of a specific sociology or social psychology and train to discuss scientifically in one or more of the subject areas actions/norms/networks.				
3	**Learning Objectives** Students... ... apply theories in the area of microsociology in pre-structured contexts (e.g. case studies) in a solution-oriented way. ... use methods in the area of microsociology 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. ... 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. ... use under guidance techniques of scientific work and good scientific practice. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: term paper with presentation				
7	**Prerequisites for Awarding of Credit Points** Passing the module examination				
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Specialisation Section Social Sciences Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Clemens Kroneberg				
10	**Miscellaneous**				

SpM Seminar Family/ Ageing/ Migration					
Module Code 1320BSFAM1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German and English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Seminar Family/ Ageing/ Migration		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** German and English
2	**Module Content** On the basis of scientific articles, the students will familiarise themselves with the theoretical and empirical state of research of a specific sociology or social psychology and train to discuss scientifically in one or more of the subject areas family/ageing/migration.				
3	**Learning Objectives** Students... ... know and understand basic theories in the subject area of the module. ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... present and discuss results with teaching staff and other students. ... use techniques of scientific work and good scientific practice. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: term paper with presentation				
7	**Prerequisites for Awarding of Credit Points** Passing the module examination				
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Specialisation Section Social Sciences Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Karsten Hank				
10	**Miscellaneous**				

SpM Seminar Education/ Work/ Organisation					
Module Code 1320BSBAO1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German and English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Seminar Education/ Work/ Organisation		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** German and English
2	**Module Content** On the basis of scientific articles, the students will familiarise themselves with the theoretical and empirical state of research of a specific sociology or social psychology and train to discuss scientifically in one or more of the subject areas education/work/organization.				
3	**Learning Objectives** Students... ... 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. ... develop an understanding of the impact of decisions that take into account environmental, economic, social and/or ethical criteria. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: essay collection with presentation				
7	**Prerequisites for Awarding of Credit Points** Passing the module examination				
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Specialisation Section Social Sciences Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr.‘ Marita Jacob				
10	**Miscellaneous** Mandatory reading is announced every semester.				

SpM Seminar Culture/ Values/ Cohesion					
Module Code 1320BSKWZ1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German and English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Seminar Culture/ Values/ Cohesion		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** German and English
2	**Module Content** On the basis of scientific articles, the students will familiarise themselves with the theoretical and empirical state of research of a specific sociology or social psychology and train to discuss scientifically in one or more of the subject areas culture/values/cohesion.				
3	**Learning Objectives** Students... ... know and understand basic theories in the area of culture/values/cohesion. ... know and understand common methods in the area of culture/values/cohesion. ... 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. ... communicate in English. ... use under guidance techniques of scientific work and good scientific practice. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** seminar				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: term paper with presentation				
7	**Prerequisites for Awarding of Credit Points** Passing the module examination				
8	**Other Programmes that Use the Module** Bachelor of Science Volkswirtschaftslehre: Specialisation Section Track Social Sciences Bachelor of Science Sozialwissenschaften: Specialisation Section Social Sciences Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Eldad Davidov				
10	**Miscellaneous**				

CM Mathematics					
Module Code 1314BBMMA1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German	**Module Availability** every term	**Duration** 1 Term
1	**Courses** Mathematical Methods		**Contact Hours** 105h	**Self-Studies** 75h	**Course Language** German
2	**Module Content** • 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... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Regionalstudien China - Betriebswirtschaftslehre: Ergänzungsbereich BWL Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Wirtschaftsinformatik: Core Section Information Systems Bachelor of Science Betriebswirtschaftslehre: Core and Advanced Section Business Administration Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL				

	Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Dr. Christoph Scheicher
10	**Miscellaneous** After lectures, electronic homework should be completed. 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

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** 60h	**Self-Studies** 120h	**Course Language** German
2	**Module Content** • Introduction to the science of strategic thinking and applications				
3	**Learning Objectives** Students... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Informatik: Nebenfach Volkswirtschaftslehre Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Axel Ockenfels				

10	**Miscellaneous**

AM Macroeconomics					
Module Code 1302BAMMA1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Economic Growth and Inequality		**Contact Hours** 60h	**Self-Studies** 120h	**Course Language** German
2	**Module Content** • 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... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Wirtschaftsmathematik: Nebenfach VWL Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Informatik: Nebenfach Volkswirtschaftslehre Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences Bachelor of Science Volkswirtschaftslehre: Core and Advanced Section Economics				

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

<table>
<tr><th colspan="7">AM Public Economics</th></tr>
<tr><td colspan="2">Module Code
1302BAMWF1</td><td>Workload
180h</td><td>ECTS Credits
6</td><td>Module Language
German</td><td>Module Availability
every 2nd term - summer term</td><td>Duration
1 Term</td></tr>
<tr><td>1</td><td colspan="3">Courses
Policy of Economics and Finance</td><td>Contact Hours
45h</td><td>Self-Studies
135h</td><td>Course Language
German</td></tr>
<tr><td>2</td><td colspan="6">Module Content
• 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)</td></tr>
<tr><td>3</td><td colspan="6">Learning Objectives
Students...
... 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.
... know and understand the relevant methods and theories for the points mentioned above under "Module content".</td></tr>
<tr><td>4</td><td colspan="6">Teaching and Learning Methods
lecture
practice</td></tr>
<tr><td>5</td><td colspan="6">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</td></tr>
<tr><td>6</td><td colspan="6">Mode of End-Of-Module Examination
Written test: WT (60)</td></tr>
<tr><td>7</td><td colspan="6">Prerequisites for Awarding of Credit Points
Passing the module examination</td></tr>
<tr><td>8</td><td colspan="6">Other Programmes that Use the Module
Bachelor of Science Volkswirtschaftslehre:
Core and Advanced Section Economics
Bachelor of Science Wirtschaftsmathematik:
Nebenfach VWL
Bachelor of Science Mathematik:
Nebenfach VWL
Bachelor of Science Informatik:
Nebenfach Volkswirtschaftslehre
Bachelor of Science Betriebswirtschaftslehre:
Supplementary Section Business Administration
Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre:
Ergänzungsbereich VWL
Bachelor of Science Sozialwissenschaften:
Supplementary Section Social Sciences</td></tr>
</table>

	Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Univ.-Prof. Dr. Sebastian Siegloch
10	**Miscellaneous** The course will also be offered in the winter semester of 2026/2027

SuM International Trade and Investment					
Module Code 1302BEITI1	**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: • 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 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
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.

AM Behavioural Economics					
Module Code 1289BAMBE1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Behavioural Economics		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** The aim of this module is to provide a grounding in the main areas of study within behavioural economics, including bounded rationality, heuristics and biases, choice under risk and uncertainty, temptation and self-control, fairness and reciprocity, reference dependence and aspiration adaption.				
3	**Learning Objectives** Students... ... apply theories in the area of behavioural economics 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Informatik: Nebenfach Volkswirtschaftslehre Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				

9	**Module Manager** Fachbereich Mikroökonomik Jun.-Prof. Dr. Frederik Schwerter
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** • 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... ... 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. ... kennen und verstehen die relevanten Methoden und Theorien zu den zuvor unter "Inhalte des Moduls" genannten Punkten.				
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 Volkswirtschaftslehre: Core and Advanced Section Economics Bachelor of Science Wirtschaftsmathematik: Nebenfach VWL Bachelor of Science Mathematik: Nebenfach VWL Bachelor of Science Informatik: Nebenfach Volkswirtschaftslehre Bachelor of Arts Medienwissenschaft: Media and Technology Management Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Science Sozialwissenschaften: Supplementary Section Social Sciences Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre:				

	Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft: Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Univ.-Prof. Dr. Erik Hornung
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 c) Introduction to Electricity Markets and Regulation			**Contact Hours** a) 45h b) 45h c) 45h	**Self-Studies** a) 135h b) 135h c) 135h	**Course Language** a) German b) German c) English
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. c) Specialisation Economics and Climate Change: Markets and mechanisms; static pricing in electricity markets, including CO_2-prices; long-term equilibrium; generation technologies and investment; regulating and managing electricity grids, including congestion management; energy markets from a business perspective, including business models and strategy options across the value chain.					
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 for the points mentioned above under "Module content". ... 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), b) or c)					
8	**Other Programmes that Use the Module** 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 Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences					

9	**Module Manager** Univ.-Prof. Dr. Marc Oliver Bettzüge Univ.-Prof. Dr. Andreas Schabert Univ.-Prof. Dr. Patrick W. Schmitz
10	**Miscellaneous**

SpM Economics and Society					
Module Code 1289BSECS1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Inequality and Intergenerational Mobility		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** This module will revolve around questions distributional inequality and inequality of opportunity. The first aim is to learn about some of the theoretical models and empirical stylized facts related to inequality and intergenerational mobility. Second, students are supposed to gain a better understanding of the mechanics through which inequality is generated within and across generations. Ideally, the module brings students to the frontier of this important research field and enables them to form an opinion about which policies might be appropriate to fight intergenerational cycles of poverty.				
3	**Learning Objectives** Students... ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... establish and evaluate independently developed positions. ... question and critically reflect on current social developments. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 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 Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr.‘ Pia Pinger				
10	**Miscellaneous**				

SpM Economics and Politics					
Module Code 1289BSECP1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German and English	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Competition on Markets and in Politics		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** German and English
2	**Module Content** • Actual debates in public policy • Welfare economics • Political economy • Market failure and political failure				
3	**Learning Objectives** Students... ... analyse (current) questions and challenges within the framework of pre-structured contexts. ... discuss results with teaching staff and other students. ... question and critically reflect on current social developments. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Felix Bierbrauer				
10	**Miscellaneous**				

SuM Current Topics in Economics					
Module Code 1289BECTE1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German and English	**Module Availability** every term	**Duration** 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... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".			
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 Volkswirtschaftslehre: Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Arts Regionalstudien China - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Ergänzungsbereich VWL Bachelor of Arts Regionalstudien Lateinamerika - Volkswirtschaft:			

	Ergänzungsbereich VWL Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences
9	**Module Manager** Academic Director
10	**Miscellaneous**

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: • 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... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Jörg Breitung				
10	**Miscellaneous**				

CM Health Systems I					
Module Code 1282BBGHS1	**Workload** 180h	**ECTS Credits** 6	**Module Language** German	**Module Availability** every 2nd term - winter term	**Duration** 1 Term
1	**Courses** Health care structure		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** German
2	**Module Content** • The module deals with the institutional structures and actors of the German health care system. It provides an overview of the entire German health care system with all the essential forms of care. Questions of organisation, regulation, financing and remuneration of the statutory health insurance are in the foreground. Health reform policy discourses are examined on the basis of this basic knowledge. • The approach is interdisciplinary and includes different, theoretically informed socio-political perspectives.				
3	**Learning Objectives** Students... ... know and understand basic theories of the German health care system. ... establish and evaluate independently developed positions. ... present and discuss results with teaching staff and other students. ... question and critically reflect on current social developments. ... design their learning and working processes independently. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
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 Klinische Pflege: Wahlbereich: Gesundheitssysteme Master of Science Versorgungswissenschaft: Multidisziplinäre Schwerpunktmodule Bachelor of Science Gesundheitsökonomie: Core and Advanced Section Health Economics Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Ludwig Kuntz				
10	**Miscellaneous** Lecturers: Prof. Dr. Andreas Lehr und Dr. Desdemona Möller, Sprache: deutsch				

CM Health Economics IV					
Module Code 1282BBGOE4	**Workload** 180h	**ECTS Credits** 6	**Module Language** German	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Quality Assurance and Quality Management		**Contact Hours** 30h	**Self-Studies** 150h	**Course Language** German
2	**Module Content** • Quality and risk management, process analysis techniques • Definition of objectives, development of indicators, measurement and presentation of quality and risks • Public presentation of quality and risks in health care • Certification • Cross-sectoral case studies				
3	**Learning Objectives** Students... ... 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. ... develop an understanding of the impact of decisions that take into account environmental, social and/or ethical criteria. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** lecture				
5	**Module Entry Requirements** Recommendation: CM Health Systems 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 Gesundheitsökonomie: Core and Advanced Section Health Economics Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Medizinische Fakultät Univ.-Prof. Dr. med.' Stephanie Stock				
10	**Miscellaneous** The lecture is supplemented by concrete case studies and business games. The development of independent solutions and the consolidation of key competences will be promoted. The materials will be made available on the Internet. Literature will be made available as required.				

SpM Introduction to Machine Learning					
Module Code 1314MSIML1	**Workload** 180h	**ECTS Credits** 6	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Introduction to Machine Learning		**Contact Hours** 45h	**Self-Studies** 135h	**Course Language** English
2	**Module Content** Classification Resampling Methods Linear Model Selection and Regularization Tree Based Methods Deep Learning				
3	**Learning Objectives** Students... ... 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. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** lecture practice				
5	**Module Entry Requirements** Recommendation: AM Statistics and Econometrics, BM Mathematics				
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 Volkswirtschaftslehre: Specialisation Section Track Economics Specialisation Section Track Business Administration Specialisation Section Track Social Sciences Bachelor of Science Betriebswirtschaftslehre: Supplementary Section Business Administration Bachelor of Science Management, Economics and Social Sciences: Specialisation Section Management, Economics and Social Sciences				
9	**Module Manager** Univ.-Prof. Dr. Roman Liesenfeld				
10	**Miscellaneous**				

SpM Project Study Management					
Module Code 1271BSPSM1	**Workload** 360h	**ECTS Credits** 12	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** a) Project Study Management b) Project Study Health Care Management		**Contact Hours** a) 30h b) 30h	**Self-Studies** a) 330h b) 330h	**Course Language** a) English b) English
2	**Module Content** Students develop solutions to a real-world problem				
3	**Learning Objectives** Students... ... 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. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** project				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: Project work				
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				
9	**Module Manager** Area Supply Chain Management				
10	**Miscellaneous**				

SpM Project Study Economics					
Module Code 1287BSPSE1	**Workload** 360h	**ECTS Credits** 12	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Project Study Economics		**Contact Hours** 30h	**Self-Studies** 330h	**Course Language** English
2	**Module Content** • Students develop solutions to a real-world problem				
3	**Learning Objectives** Students... ... 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. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... know and understand the relevant methods and theories for the points mentioned above under "Module content".				
4	**Teaching and Learning Methods** project				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: presentation with written paper				
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				
9	**Module Manager** Fachbereich Mikroökonomik				
10	**Miscellaneous**				

SpM Project Study Social Sciences					
Module Code 1319BSPSS1	**Workload** 360h	**ECTS Credits** 12	**Module Language** English	**Module Availability** every 2nd term - summer term	**Duration** 1 Term
1	**Courses** Project Study Social Sciences		**Contact Hours** 30h	**Self-Studies** 330h	**Course Language** English
2	**Module Content** • Students develop solutions to a real-world problem				
3	**Learning Objectives** Students... ... 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. ... communicate in English. ... develop an understanding of the impact of decisions that take into account environmental, economic, social or ethical criteria. ... design their learning and working processes independently. ... reflect their own performance and implement feedback constructively. ... kennen und verstehen die relevanten Methoden und Theorien zu den zuvor unter "Inhalte des Moduls" genannten Punkten.				
4	**Teaching and Learning Methods** project				
5	**Module Entry Requirements** none				
6	**Mode of End-Of-Module Examination** Combined examination: presentation with written paper				
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				
9	**Module Manager** DSS Department für Soziologie und Sozialpsychologie				
10	**Miscellaneous**				

3.6.4 Bachelor's Thesis Management, Economics and Social Sciences

Bachelor's Thesis in Management, Economics and Social Sciences					
Module Code 1979BBARB1	**Workload** 360h	**ECTS Credits** 12	**Module Language** English	**Module Availability** every term	**Duration** 1 Term
1	**Courses** Bachelor's Thesis		**Contact Hours** 0h	**Self-Studies** 360h	**Course Language** English
2	**Module Content**				
3	**Learning Objectives** Students... ... collect, systematize and synthesize literature and data material for a scientific work on a selected topic. ... establish and evaluate independently developed positions. ... communicate in English. ... 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 The candidate must attend a consultation meeting.				
5	**Module Entry Requirements** 100 CP completed				
6	**Mode of End-Of-Module Examination** Combined Examination: Thesis 12 weeks and progress documentation				
7	**Prerequisites for Awarding of Credit Points** Passing the Bachelor's thesis. The candidate must attend a consultation meeting.				
8	**Other Programmes that Use the Module** Bachelor of Science Management, Economics and Social Sciences: Bachelor's Thesis Management, Economics and Social Sciences				
9	**Module Manager** Academic Director				
10	**Miscellaneous**				