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Please keep in mind the year of validity.

FACULTY OF MANAGEMENT,
ECONOMICS AND SOCIAL SCI-
ENCES

UNIVERSITY OF COLOGNE

VICE DEAN OF STUDIES
DEPARTMENT



MODULE CATALOGUE

BUSINESS ADMINISTRATION:
Supply Chain Management
MASTER OF SCIENCE

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

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List of abbreviations

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

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1 Business Administration

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

1.1 Content and objectives of the programme

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

They present the results of their work in a way that is understandable for the target group, using relevant and efficient media formats. They justify them to experts and clients, even where the information available to them is incomplete or unreliable.

The major in Supply Chain Management (SCM) impart knowledge about theories and typical patterns of behaviour in the areas of strategy development, logistics and production management, purchasing, service management, intra-company and inter-company planning, optimisation and controlling. Graduates are able to describe and analyse economic questions. Additionally they know the meaning of enterprise value, compliance and social responsibility as well as of the interaction of intra-company functions and inter-company coordination of a supply chain. The SCM major is designed for future executives in national and international context of logistics and production planning, management consultancies and IT service providers.

1.2 Requirements

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

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

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

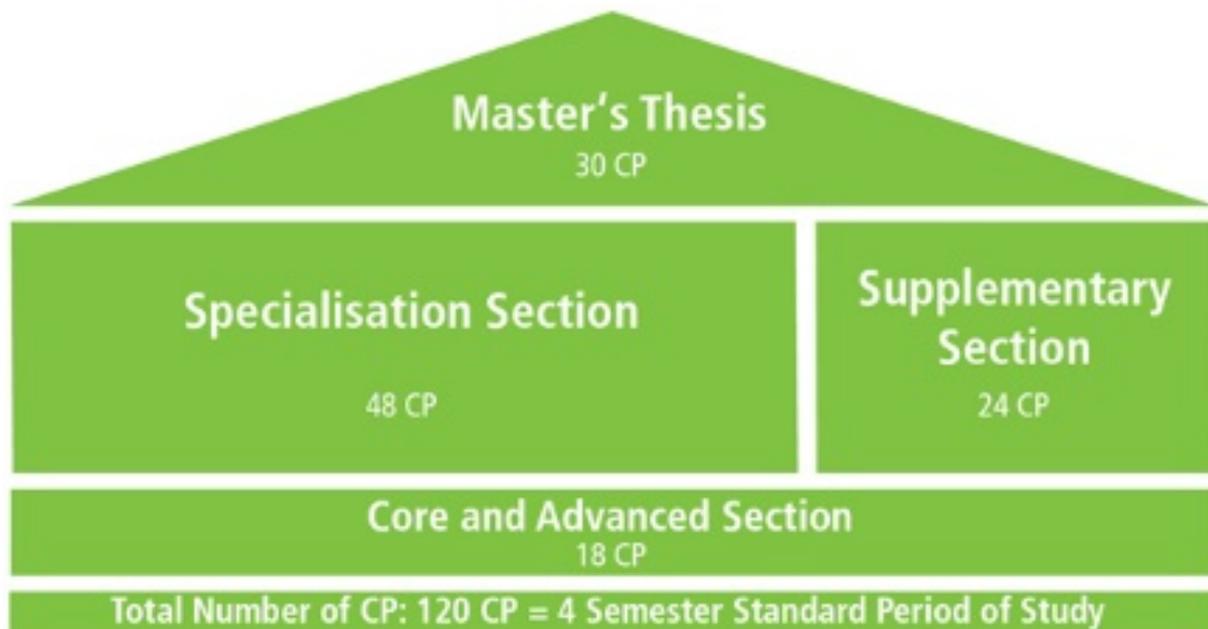
Applicants must provide proof that they have an adequate knowledge of German if neither their studies towards their first higher education qualification (e.g. bachelor) nor towards their general qualification for university entrance were conducted in German. Students may commence their studies if they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

If the number of applicants who meet the admission requirements is higher than the number of places available on the programme, a selection process is conducted to rank the applicants.

The **selection procedure** is based on the result of the applicant's bachelor degree or of a degree recognised as being equivalent and the result of a voluntary aptitude test (TM-WISO or GMAT).

1.3 Programme structure

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



1.4 Study Abroad Option

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

Successful STAP applicants benefit from direct contact and organisational support at the partner university and are exempt from paying tuition fees there. The range of universities available depends on the master course on which the student is enrolled – the possible options are listed

in the **WiSo EXchange (WEX) International Outgoings Portal** (access through the student's UoC account only), along with detailed information on each university.

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

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

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

The Faculty's Study Abroad Programme (STAP):

Master students should plan and submit their application for a term abroad at the beginning of their master course. The STAP main selection round takes place once a year and ends in the academic year 2020/21 due to the corona pandemic on 15 January 2021. Detailed information on the selection criteria and the best preparation for a STAP application can be found online in the **STAP Master Application Manual**. (As an exception, if a certain number of slots are still available for spring term, a secondary STAP selection round will be offered in May, with a limited choice of exchange opportunities):

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



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

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

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

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



* Deadline for handing in TOEFLS/IELTS results: 15 June. ** Alternative offer: if no offer can be given at one of the five preferred universities and if slots at other universities are available.

Credit transfer options from studies abroad:

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

1.5 Sample study plan

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

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

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

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

1.6 Modules with mid-term examinations

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

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

2 Support for students

2.1 Calculation of the overall mark

The marks for core and advanced, supplementary and specialisation categories are calculated as the weighted arithmetic mean of the marks for the respective modules, based on the weighting system described in the annexes. In the case of end-of-module examinations consisting of several components, the mark for the module is calculated as specified in the annex. The overall mark for the degree is calculated as the weighted arithmetic mean of the marks for the subject categories and the mark for the master's thesis. On the Business Administration programme, the weighting for the contributions to the overall mark is as follows:

- a) Mark for core and advanced section: 12 of 114 ECTS credits
- b) Mark for specialisation section: 48 of 114 ECTS credits
- c) Mark for supplementary section: 24 of 114 ECTS credits
- d) Mark for master's thesis: 30 of 114 ECTS credits

2.2 Rules for failed attempts

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

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

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

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

2.3 Subject-specific advice and examination advice

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

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

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

2.4 Other sources of information and advice

"KLIPS 2.0" is the central campus management system of the University of Cologne. At the WiSo faculty, KLIPS 2.0 serves as a student organisation tool. Students should use it as an online course catalogue, for registration and deregistration of courses and examinations, as well as an overview of the complete study programme and calendar. Information on current dates and deadlines of the WiSo faculty, as well as video tutorials and FAQs about KLIPS can be found on the homepage of **WiSo-KLIPS-Support**. If you have further questions, feel free to contact WiSo-KLIPS-Support via **e-mail** (klips-wiso@uni-koeln.de). For account questions, contact the central **KLIPS support**.

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

The Faculty's **Credit Transfer Centre (Zentrum für die Anrechnung auswärtiger Leistungen)** is responsible for recognising credits accumulated in other institutions. This applies both to credits students have gained at other higher education institutions in Germany or abroad prior to studying at the WiSo Faculty, and to (advance) transfer of credits that students plan to accumulate abroad or have already accumulated abroad as part of a WiSo Faculty

programme. This system eliminates the need to make individual inquiries to departments/institutes and examination offices. Students can find out everything they need to know about the transfer process on the website.

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

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

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

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

3 Curriculum and module descriptions

3.1 Core and advanced section

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

Group	Module	ECTS	CC/EC	Re-quired	
Basic Methods Supply Chain Management	Core Module Management Skills	6	CC	6	18
	Core Module Optimization	6	EC	12	
	Core Module Simulation	6	EC		
	Core Module Selected Methods for Supply Chain Management	6	EC		
	Specialisation Module Digital Transformation II	6	EC		
	Core Module Econometrics I	6	EC		
	Core Module Econometrics II	6	EC		
	Specialisation Module Advanced Statistics (Stochastic Processes)	6	EC		
	Specialisation Module Advanced Statistics (Statistical Inference)	6	EC		
	Core Module Experimental Methods	6	EC		
	Core Module Applied Econometrics	6	EC		
	Core Module Microeconomics	6	EC		
	Core Module Supply Chain Analytics I	6	EC		
	Core Module Supply Chain Analytics II	6	EC		

3.2 Specialisation section

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

Group	Module	ECTS	CC/ EC	Re- quired
Foundation Knowledge	Specialisation Module Supply Chain Strategy	6	EC	Min. 24
	Specialisation Module Supply Chain Innovation	6	EC	
	Specialisation Module Behavioral Operations (Adv.)	6	EC	
	Specialisation Module Supply Chain Operations (6 ECTS)	6	EC	
	Specialisation Module Supply Network Design	6	EC	
	Specialisation Module Operative Supply Chain Planning	6	EC	
Advanced/Elective Module	Specialisation Module Inventory Management	6	EC	Max. 18
	Specialisation Module Service Management	6	EC	
	Specialisation Module Project Management	6	EC	
	Specialisation Module Supply Chain Management Project	12	EC	
	Specialisation Module Selected Issues in Supply Chain Management I	6	EC	
	Specialisation Module Selected Issues in Supply Chain Management II	12	EC	
	Specialisation Module Research in Supply Chain Management (Research Track)	6	EC	
Semi- nars	Specialisation Module Supply Chain Seminar I	6	EC	Min. 6
	Specialisation Module Supply Chain Seminar II	6	EC	

3.3 Supplementary section

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

Group	Module	ECTS	CC/EC	Re-quired
Business Research	Specialisation Module Research in Finance (Research Track)	6	EC	24
	Specialisation Module Research on Organizations and Innovation (Research Track)	6	EC	
	Specialisation Module Research in Supply Chain Management (Research Track)	6	EC	
	Specialisation Module Research in Marketing (Research Track)	6	EC	
	Core Module Advanced Mathematics	6	EC	
	Core Module Advanced Experimental Methods	6	EC	
	Core Module Advanced Computational Methods	6	EC	
	Core Module Advanced Microeconomics I	6	EC	
	Core Module Advanced Microeconomics II	6	EC	
	Core Module Advanced Macroeconomics I	6	EC	
	Core Module Advanced Macroeconomics II	6	EC	
	Core Module Advanced Econometrics I	6	EC	
	Core Module Advanced Econometrics II	6	EC	
	Specialisation Module Research in Information Systems (Research Track)	6	EC	

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Controlling	Specialisation Module Operative and Strategic Controlling	12	EC	24	
	Specialisation Module Value-based Controlling	6	EC		
	Specialisation Module Selected Issues in Controlling	6	EC		
	Specialisation Module Selected Issues in Business Taxation I	6	EC		
	Specialisation Module Finance 7	6	EC		
Corporate Development	Specialisation Module Business Ethics	6	EC	Min. 12	24
	Specialisation Module Strategic Development	6	EC		
	Specialisation Module Strategic Human Resource Management	6	EC		
	Specialisation Module Strategic Management	6	EC		
	Specialisation Module Advanced Business Ethics (6 ECTS)	6	EC		
	Specialisation Module Organization Theory	6	EC		
Design & Behavior	Core Module Microeconomics	6	EC	24	
	Specialisation Module Economic Engineering	6	EC		
	Specialisation Module Auction Theory	6	EC		
	Specialisation Module Contract Theory	6	EC		
	Specialisation Module Behavioral Economics	6	EC		
	Core Module Experimental Methods	6	EC		
	Specialisation Module Matching and Market Design: Theory and Practice	6	EC		
	Specialisation Module Incentives and Behaviour in Organisations	6	EC		

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Finance	Specialisation Module Financial Theory	12	EC	24
	Specialisation Module Financial Institutions Management	12	EC	
	Specialisation Module Finance 1	6	EC	
	Specialisation Module Finance 2	6	EC	
	Specialisation Module Finance 5	6	EC	
	Specialisation Module Finance 6	6	EC	
	Specialisation Module Finance 7	6	EC	
	Specialisation Module Finance 8	6	EC	
	Specialisation Module Value-Based Management in Insurance	6	EC	
	Specialisation Module Selected Issues in Finance I (6 ECTS)	6	EC	
	Specialisation Module Selected Issues in Finance II	6	EC	
	Markets & Institutions	Core Module Microeconomics	6	
Specialisation Module Competition Policy		6	EC	
Specialisation Module Specific Markets A		6	EC	
Specialisation Module Specific Markets B		6	EC	
Specialisation Module Economics of Innovation		6	EC	
Specialisation Module Matching and Market Design: Theory and Practice		6	EC	

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Energy Economics	Specialisation Module Seminar in Energy, Resource and Environmental Economics	6	EC	24	
	Specialisation Module Energy Markets and Regulation (Master)	6	EC		
	Specialisation Module Topics in Energy Markets and Regulation A	6	EC		
	Specialisation Module Topics in Energy Markets and Regulation B	6	EC		
	Specialisation Module Topics in Energy, Resources, Environment and the Economy A	6	EC		
	Specialisation Module Topics in Energy, Resources, Environment and the Economy B	6	EC		
	Specialisation Module Competition Policy	6	EC		
Marketing	Specialisation Module Marketing I	6	EC	Min. 12	24
	Specialisation Module Marketing II	6	EC		
	Specialisation Module Marketing III	6	EC		
	Specialisation Module Marketing IV	6	EC		
	Specialisation Module Marketing V (6 ECTS)	6	EC	Max. 12	
	Specialisation Module Marketing VII	6	EC		
	Specialisation Module Selected Issues in Marketing I	6	EC		
	Specialisation Module Selected Issues in Marketing II	6	EC		
	Specialisation Module Selected Issues in Marketing III	6	EC		
Studies Abroad	Studies Abroad I (Master)	12	CC	24	
	Studies Abroad II (Master)	12	CC		

3.4 Extracurricular course programme

In addition to their regular studies Master's students have the opportunity to take part in extracurricular courses, in which both academic and vocational skills are taught. Thus it can have an academic and a professional orientation, which serve the development of professional competences. The extracurricular course programme intends to promote and impart competences that go beyond specialist knowledge or concern basic scientific or personal attitudes: scientific curiosity, systematic and analytical thinking, dealing with complexity, solution-orientation and other skills, e.g. the ability to work in a team and foreign language skills.

The extracurricular course programme is offered jointly by the faculties and the Professional Centre of the University of Cologne and enables students to pursue their own additional interests, to gain insights into other subjects and faculties, to attend events of social importance, to acquire professionally relevant skills and to attend language courses. In addition, students are offered learning and study aids as part of the extracurricular programme, e.g. for scientific work or literature research. Extracurricular courses are not credited, but the participation is noted on the transcript of records.

3.5 Master's thesis

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

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

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

3.6 Module Descriptions

3.6.1 Core and Advanced Section

Core Module Management Skills					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1011BMMS00	180h	6	German and English	every term	1 Term
1	Courses Management Skills		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Models of leadership, communication, presentation, planning, analysis and reflection • Rules and techniques for and phases of leadership, communication, presentation, planning, analysis or reflection • Requirements, influencing factors and make-or-break criteria concerning the social and methodical aspects of management tasks • Disruptive factors and difficulties in the performance of management tasks. • Typical management task situations 				
3	Learning Objectives Students... ... analyse the social and methodical aspects of management tasks in companies for specific situations. ... can distinguish between and analyse the various management task functions in the areas of leadership, communication, presentation, planning, analysis and reflection. ... define the necessary analytical and organisational tasks within one area of management. ... analyse the requirements for typical management skills from the perspective of one area of management. ... compare suitable approaches and theories based on situational requirements. ... select suitable methods and practise managing the situation using those methods. ... reflect on and assess their own actions and those of others and identify development potential. ... identify any additional requirements and suggest ways of enhancing specific methods. ... engage in academic discourse.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				

7	<p>Prerequisites for Awarding of Credit Points Passing the combined examination.</p>
8	<p>Other Programmes that Use the Module Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Master of Science Business Administration - Finance: Core and Advanced Section Finance Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p>
9	<p>Module Manager WiSo Career-Service</p>
10	<p>Miscellaneous A range of seminars are offered, each focusing on different aspects of management skills.</p>

Core Module Optimization					
Module Code 1271BMOp00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Supply Chain Optimization		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Introduction to linear programming • Introduction to the user interface • Introduction to the relevant OPL elements • Creating model and data structures • External data input and output • Relaxation of model components • Efficient modelling • Logical operators • Efficient modelling using tuples • Problem reformulation and model tightening • ILOG script • Process control • Changing model parameters • Heuristics 				
3	Learning Objectives Students... ... recognise the relationships between the relevant decision variables in production and logistics. ... know how to use IBM ILOG CPLEX Optimization Studio. ... develop practical and theoretically sound proposals for solutions to specific planning problems and produce the necessary models and data for their solutions. ... implement OR models independently in IBM ILOG CPLEX Optimization Studio. ... develop solutions for complex decision situations using script and meta languages as well.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Practical examination: PRA				
7	Prerequisites for Awarding of Credit Points Passing the practical examination.				
8	Other Programmes that Use the Module Master of Science International Management:				

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	Supplementary Section International Management Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management
9	Module Manager Univ.-Prof. Dr. Horst Tempelmeier
10	Miscellaneous Compulsory reading will be announced through ILIAS.

Core Module Simulation					
Module Code 1271BMSi00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Supply Chain Simulation (2. Term)		Contact Hours 60h	Self-Studies 120h	Course Language
2	Module Content <ul style="list-style-type: none"> • Process analysis • Scenario analysis • Simulation software • Use of simulation software 				
3	Learning Objectives Students... ... are introduced to different simulation methods and techniques. ... use simulation tools in various situations. ... assess the results of different scenarios.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: PRES, PO				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management				
9	Module Manager Univ.-Prof. Dr. Ulrich W. Thonemann				
10	Miscellaneous				

Core Module Selected Methods for Supply Chain Management					
Module Code 1271BMSM00	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every fourth term	Duration 1 Term
1	Courses a) Analytische Modellierung von Produktions- und Logistiksystemen b) Softwaresysteme für Supply Chain Management und Produktion		Contact Hours a) 30h b) 60h	Self-Studies a) 150h b) 120h	Course Language
2	Module Content Analytical modelling of production and logistics systems: <ul style="list-style-type: none"> • Stochastic models • Queuing theory Software systems for supply chain management and production: <ul style="list-style-type: none"> • Advanced planning systems (theory) • Basics - Concepts and modules • Models (network design, demand planning, supply network planning, production planning, detailed scheduling, inventory management, available-to-promise, distribution planning, transportation planning, vehicle routing) • Introduction to using selected advanced planning systems • Use of selected advanced planning systems • Advanced planning systems (software development) • Basics of software development • Introduction to development of simple procedures • Introduction to development of metaheuristics 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... are introduced to selected methods for modelling and solving planning problems in production and logistics. ... learn methods for analysing production and logistics systems, particularly for calculating performance indicators for such systems, and use stochastic models, especially closed-form solutions, for their analysis. ... develop an understanding of the basic structure and underlying IT of and the planning models relevant to advanced planning systems ... learn how to use specific advanced planning systems and/or ... learn step by step how to develop simple procedures in advanced planning systems in a modern programming language. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				

6	<p>Mode of End-Of-Module Examination Written test: WT (60)</p>
7	<p>Prerequisites for Awarding of Credit Points Passing the written test. Only one course must be attended; the examination refers to topics of only one course.</p>
8	<p>Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management</p>
9	<p>Module Manager Univ.-Prof. Dr. Horst Tempelmeier</p>
10	<p>Miscellaneous</p>

Specialisation Module Digital Transformation II					
Module Code 1277SMDT02	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Data Science for Business Students		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content - Correlation and supervised segmentation - Overfitting - Similarity and clustering - Visualizations of model performance - Analysis of large amounts of text				
3	Learning Objectives Students... ... know the potential that data-based decision making offers companies ... know fundamental models and methods used in data science and data-based decision making ... use data science on real datasets to answer real problems ... learn how methods and algorithms can be used in practice, and assess how a specific approach should be chosen for a given managerial question ... understand basic characteristics of platform markets and markets with network effects. ... know the relevant theories from Economics and Strategic Management theory. ... are able to apply theory to current questions in platform markets on strategy and public policy				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Combined examination: WT (60), PRES				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science International Management: Core and Advanced Section International Management Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management				

9	Module Manager Fachbereich Wirtschaftsinformatik
10	Miscellaneous

Core Module Econometrics I					
Module Code 1314BMEc01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Core Econometrics I		Contact Hours 45h	Self-Studies 135h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Linear regression model and OLS method • Generalised linear regression model with heteroskedastic/autocorrelated errors and (F)GLS method • Endogeneity and instrumental variables • Maximum likelihood method 				
3	Learning Objectives Students... ... acquire basic knowledge of econometric methods, understand scientific contributions in the field of empirical economic research and conduct empirical studies on economic issues independently. ... create econometric models and choose between alternative model specifications. ... can estimate parameters of linear and generalised regression models, models for discrete and limited dependent variables and time series models, using suitable inference methods, and conduct hypothesis tests. ... generate forecasts for economic variables.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science Business Administration - Marketing: Core and Advanced Section Marketing				

	<p>Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management</p> <p>Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research</p> <p>Master of Science Wirtschaftsmathematik: Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation Supplementary Section Accounting and Taxation</p> <p>Master of Science Economics: Core and Advanced Section Economics</p>
<p>9</p>	<p>Module Manager Univ.-Prof. Dr. Roman Liesenfeld</p>
<p>10</p>	<p>Miscellaneous</p>

Core Module Econometrics II					
Module Code 1314BMEc02	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Core Econometrics II		Contact Hours 45h	Self-Studies 135h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Generalised moment method • Models for discrete and limited dependent variables • Univariate and multivariate time series models • Panel models 				
3	Learning Objectives Students... ... acquire basic knowledge of econometric methods, understand scientific contributions in the field of empirical economic research and conduct empirical studies on economic issues independently. ... create econometric models and choose between alternative model specifications. ... can estimate parameters of linear and generalised regression models, models for discrete and limited dependent variables and time series models, using suitable inference methods, and conduct hypothesis tests. ... generate forecasts for economic variables.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Supplementary Section Marketing				

	<p>Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management</p> <p>Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research</p> <p>Master of Science Wirtschaftsmathematik: Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Roman Liesenfeld</p>
10	<p>Miscellaneous</p>

Specialisation module Advanced Statistics (Stochastic Processes)					
Module Code 1314SMAS03	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Advanced Statistics II (Stochastic Processes)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • ANOVA • Interval estimation • Bootstrap • Non-parametric tests (Independence tests, rank tests) • Stochastic processes (Martingale, Markov strings) 				
3	Learning Objectives Students... ... deepen their knowledge of probability theory and stochastic modelling. ... calculate and interpret probabilities and tests. ... model economic phenomena with the aid of random variables and stochastic processes.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Solid basic knowledge of probability theory gained in bachelor degree, Core Module in Mathematics (BSc in Economics/Business Administration) and core and advanced modules in Statistics (BSc in Economics/Business Administration).				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development				

	<p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Dominik Wied</p>
10	<p>Miscellaneous</p>

Specialisation Module Advanced Statistics (Statistical Inference)					
Module Code 1314SMAS01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Advanced Statistics (Statistical Inference)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Sampling • Theory of point and interval estimation and estimation methods • Theory of hypothesis testing and test procedures • Estimation and testing for stochastic processes 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... deepen their knowledge of parameter estimation and testing of statistical hypotheses. ... outline the fundamentals of statistical data collection methods. ... conduct point and interval estimation and hypothesis testing. ... perform special parametric and non-parametric estimations and tests. ... perform statistical inference analysis of stochastic models. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Solid basic knowledge of probability theory gained in bachelor degree, Core Module in Mathematics (BSc in Economics/Business Administration) and core and advanced modules in Statistics (BSc in Economics/Business Administration).				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module <p>Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development</p>				

BUSINESS ADMINISTRATION: Supply Chain Management - MASTER OF SCIENCE

	<p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Dominik Wied</p>
10	<p>Miscellaneous</p>

Core Module Experimental Methods					
Module Code 1289BMEM00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Experimental Methods		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content The course discusses the methodology of experimental economics, covering questions of experimental design, experimental implementation and evaluation of economic experiments.				
3	Learning Objectives Students... ... are introduced to different experimental economic research methods and applications. ... discuss the advantages and disadvantages of specific experiment design elements. ... assess different methods for evaluating data from economic experiments.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management				

	<p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Bettina Rockenbach</p>
10	<p>Miscellaneous Recommended reading: Friedman and Sunder, Experimental Methods: A Primer for Economists, Cambridge University Press (1994)</p>

Core Module Applied Econometrics					
Module Code 1287ApEc00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Applied Econometrics (2nd Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Linear regression model • Endogeneity and instrumental variables • Maximum likelihood method • Generalised moment method • Models for discrete and limited dependent variables • Univariate and multivariate time series models • Panel models 				
3	Learning Objectives Students... ... acquire basic knowledge of econometric methods, enabling them to understand academic contributions in the field of empirical economic research and to conduct empirical studies on economic issues independently. ... learn how to create econometric models and choose between alternative model specifications. ... learn how to estimate parameters of linear and generalised regression models, models for discrete and limited dependent variables and time series models, using suitable inference methods, and how to conduct hypothesis tests. ... learn how to generate forecasts for economic variables.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Master of Science Business Administration - Corporate Development:				

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	<p>Core and Advanced Section Corporate Development Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Master of Science Business Administration - Finance: Core and Advanced Section Finance Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p>
9	<p>Module Manager N.N. Konveniat Volkswirtschaftslehre</p>
10	<p>Miscellaneous</p>

Core Module Microeconomics					
Module Code 1289BMMi04	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Game Theory		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Non-cooperative game theory • Games in normal form • Games in extensive form, with perfect and imperfect information • Finitely and infinitely repeated games • Cooperative game theory • Kern, Shapley value, negotiation solutions • Evolutionary game theory • Social choice theory and elections • Condorcet's paradox, Arrow's theorem 				
3	Learning Objectives Students... ... acquire basic knowledge of game theory. ... understand where game theory can be applied in political and social science. ... identify the links between game theory and experimental economics.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing:				

	<p>Core and Advanced Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Supplementary Section Supply Chain Management</p> <p>Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research</p> <p>Master of Science Wirtschaftsmathematik: Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p> <p>Master of Science Economics: Core and Advanced Section Economics</p>
<p>9</p>	<p>Module Manager Univ.-Prof. Dr. Bettina Rockenbach</p>
<p>10</p>	<p>Miscellaneous</p>

CM Supply Chain Analytics I					
Module Code 1271MBSA1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Predictive Analytics		Contact Hours 45h	Self-Studies 135h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Introduction Data Analysis/Data Science • Introduction Programming with Python • Methods of Demand Forecasting 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... understand advanced, specialized theories / methods in the area of data science. ... collect and analyse data material for selected scientific questions using quantitative / qualitative methods. ... communicate continuously and purposefully in diverse teams. ... solve team-internal conflicts and target divergences independently. ... justify and defend (independently developed) positions or problem solutions. ... present scientific results in a way that is appropriate for the target audience. ... develop work processes for real problems and challenges. ... use techniques of scientific work and good scientific practice. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the module examination				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Master of Science International Management: Supplementary Section International Management				

9	Module Manager Prof. Dr. Nicolas Fugger Area Supply Chain Management
10	Miscellaneous

CM Supply Chain Analytics II					
Module Code 1271MBSA2	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Prescriptive Analytics		Contact Hours 45h	Self-Studies 135h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Introduction Analytical Modelling • Introduction Optimisation • Solving Optimisation Case Studies in Python 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... understand advanced, specialized theories / methods in the area of data science / optimisation. ... collect and analyse data material for selected scientific questions using quantitative / qualitative methods. ... communicate continuously and purposefully in diverse teams. ... solve team-internal conflicts and target divergences independently. ... justify and defend (independently developed) positions or problem solutions. ... present scientific results in a way that is appropriate for the target audience. ... develop work processes for real problems and challenges. ... use techniques of scientific work and good scientific practice. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Master of Science International Management: Supplementary Section International Management				

9	Module Manager Prof. Dr. Andreas Fügener Area Supply Chain Management
10	Miscellaneous

3.6.2 Specialisation Section

Specialisation module Supply Chain Strategy					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1271SMSC06	180h	6	English	every 2nd term - winter term	1 Term
1	Courses Supply Chain Strategy (1. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Strategy formation • Product development • Process design • Process simulation • Applications 				
3	Learning Objectives Students... ... analyse and evaluate strategic decisions as well as design aspects in Supply Chains. ... understand and apply key concepts for the formulation and implementation of strategies in the context of Supply Chain and Operations Management ... understand the use product development methods and independently evaluate how such methods can enhance product planning and product architectures. ... discuss whether and how process designs support product strategies and critically reflect on how process and product configurations are mutually reinforcing elements of a supply chain strategy. ... discuss how supply chain process innovations can redefine industry landscapes and present analyses of successful supply chain strategy implementations in groups, to the class, and in written reports. ... assess the long term benefits and risks of a supply chain strategy by using scenario planning and real options analysis. ... recognize and independently quantify the value of managerial flexibility in supply chain strategy. ... analyse and evaluate the daily application of the methods and concepts in real-life operations.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Written test: PO				

7	<p>Prerequisites for Awarding of Credit Points Passing the written test.</p>
8	<p>Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p>
9	<p>Module Manager Univ.-Prof. Dr. Fabian Sting</p>
10	<p>Miscellaneous</p>

Specialisation Module Supply Chain Innovation					
Module Code 1271SMSChI	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Supply Chain Innovation (2. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Innovation strategy in supply chains • Innovation management in supply chains • Supply Chain Innovation Processes: Idea generation, idea selection, idea implementation • Collaborative supply chain innovation • Applications of supply chain innovation strategy • Current technological changes and effective supply chain strategies 				
3	Learning Objectives Students... ... analyse supply chain innovations, and understand their implications. Discuss and present implications in groups, to the class, and in written reports. ... understand the need for innovations for competing supply chains. Critically reflect on peer analyses of supply chain innovations. ... conceptualise supply chain innovation strategies. ... engage in a scientific discourse on the emergence and management of disruptive innovations. ... detect and craft approaches as well as responses to disruptive innovations individually and in group work. Present approaches to classmates. ... analyse innovation systems to nurture the creative potential operations' and supply chains' ... assess the value of supply chain innovation projects ... conceptualize processes for the implementation of innovations ... understand and independently reflect on challenges of current technological changes in supply chains				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: At least 12 CP in the section Foundation Knowledge (Specialisation Section SCM)				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				

<p>8</p>	<p>Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Geographie: Business Administration Master Geography Master of Science Economics vor WS 18/19: Supplementary Section Economics Master of Science Economics: Supplementary Section Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
<p>9</p>	<p>Module Manager Univ.-Prof. Dr. Fabian Sting</p>
<p>10</p>	<p>Miscellaneous</p>

Specialisation Module Behavioral Operations (Adv.)					
Module Code 1271BOAd01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Behavioral Operations		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Behavioral Decision Making • Behavioral Contracting • Behavioral Forecasting • Behavioral Inventory Management • Behavioral Operations Management 				
3	Learning Objectives Students... ... read scientific articles and gain an understanding of decision processes in companies ... transfer these methods to optimize contracts between companies, forecast demand and manage inventories ... apply their knowledge to design experiments, analyze results, come up with and discuss solutions in teams and compare them to alternatives ... identify behavioral aspects in supply chain management ... use these insights to develop extensions of existing models ... work together in teams ... present and discuss topics in supply chain management ... realize which consequences result from decisions ... learn how to act responsibly and in a sustainable way ... design their learning and working process independently				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Specialisation Module Supply Chain Operations				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management				

BUSINESS ADMINISTRATION: Supply Chain Management - MASTER OF SCIENCE

	<p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Ulrich W. Thonemann</p>
10	<p>Miscellaneous</p>

Specialisation Module Supply Chain Operations (6 LP)					
Module Code 1271SCOp01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Supply Chain Operations		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Inventory Management • Contract Design • Capacity and Revenue Management • Supply Chain Management 				
3	Learning Objectives Students... ... design concepts to operate companies. ... apply mathematical models to optimize inventory. ... transfer these methods to optimize contracts between companies. ... learn about revenue management methods and use them to analyze various topics in supply chain management. ... apply their knowledge in case studies, create and discuss solution approaches in teams and compare them with other solution approaches. ... work cooperatively in teams, ... present and discuss topics in supply chain management, ... recognize the effects of their decisions, ... learn responsible and sustainable behaviour and ... design their learning and work processes independently.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Portfolio: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management:				

	<p>Specialisation Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p> <p>Master of Science International Management: Supplementary Section International Management</p>
9	<p>Module Manager Univ.-Prof. Dr. Ulrich W. Thonemann</p>
10	<p>Miscellaneous</p>

Specialisation Module Supply Network Design					
Module Code 1271SNDe01	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Supply Chain Management and Production: Network Design		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Site planning • Production infrastructure design • Flow production system design (under deterministic and stochastic conditions) • Central Production design (flexible manufacturing systems) 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... acquire knowledge about the problems that occur in production and supply chain management and methods for solving them. ... learn about the relationships between the relevant decision variables and ... are able to develop, implement and evaluate proposals for practical solutions to specific decision problems, based on solid theoretical foundations. ... work cooperatively in teams, ... discuss and present Supply Chain Management topics, ... recognize the consequences of decision-making, ... learn to act in a responsible as well as sustainable way and ... organize autonomously their learning and working processes. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management Master of Science Wirtschaftsmathematik:				

	<p>MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager AD Dr. Johannes Antweiler Univ.-Prof. Dr. Horst Tempelmeier</p>
10	<p>Miscellaneous Guided and structured self-study in working groups with active presentation of results. Registration in ILIAS is required. Mandatory reading will be announced in ILIAS.</p>

Specialisation Module Operative Supply Chain Planning					
Module Code 1271OSCP01	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Supply Chain Management and Production: Operative Planning		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Aggregated planning • Master production planning • Lotsizing and resource planning for workshop production • Lotsizing and resource planning for flowshop production • Resource planning in central productions • Maintenance planning • Quality control 				
3	Learning Objectives Students... ... acquire knowledge about the problems that occur in production planning and supply chain management and methods for solving them. ... learn about the relationships between the relevant decision variables and ... are able to develop, implement and evaluate proposals for practical solutions to specific decision problems, based on solid theoretical foundations. ... work cooperatively in teams, ... discuss and present Supply Chain Management topics, ... recognize the consequences of decision-making, ... learn to act in a responsible as well as sustainable way and ... organize autonomously their learning and working processes.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing				

	<p>Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager AD Dr. Johannes Antweiler Univ.-Prof. Dr. Horst Tempelmeier</p>
10	<p>Miscellaneous Guided and structured self-study in working groups with active presentation of results. Registration in ILIAS is required. Mandatory reading will be announced in ILIAS.</p>

Specialisation Module Inventory Management					
Module Code 1271SMIM00	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Bestandsmanagement und dynamische Losgrößenplanung		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Dynamic batch-size planning (including material requirements planning (MRP), batch-size planning with and without capacity constraints) • Inventory management in single and multi-phase production and warehousing systems 				
3	Learning Objectives Students... ... are introduced to the major approaches to inventory management and to decision-making models and solutions for dynamic batch-size planning. ... attain the ability to model real-life decision-making problems and to solve them using suitable methods.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management				
9	Module Manager Univ.-Prof. Dr. Horst Tempelmeier				
10	Miscellaneous Guided, structured self-study in groups, with active presentation of results.				

Specialisation Module Service Management					
Module Code 1282SMSM00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Advanced Health Care Management		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Strategy development and implementation • Service benchmarking • Capacity management • Strategic decision making • Project Management 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... discuss challenges specific to the service sector. ... analyse methods for strategic decision-making in the service sector. ... devise strategies for optimal management of service companies. ... assess the benefits of theoretical decision models as a means of overcoming conflicting objectives. ... apply methods and approaches to case studies. ... discuss selected empirical studies. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management				
9	Module Manager Univ.-Prof. Dr. Ludwig Kuntz				

10	Miscellaneous
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Specialisation Module Project Management					
Module Code 1271SMPrjM	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Project Management		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • project definition and scoping • project risk analysis and risk management • resource allocation and budgeting • project scheduling • project monitoring • project portfolio management • managing human behavior in projects 				
3	Learning Objectives Students... ... understand the strategic relevance of project management across industries. ... understand, recognise, and discuss the importance of project complexity, project uncertainty and human behavior in managing projects. ... engage in group and class discourses to evaluate how different project planning and execution approaches are contingent on project environments ... reflect on their own developed project management skills by applying these in project groups and case studies. Critically reflect on own and peer developed project management solutions. ... apply modern methods of project planning and project execution such as agile or help-based project management systems ... apply real options thinking to determine the value of uncertain projects. ... recommend project approaches to cope with uncertainty, complexity, and human behavior while accounting for the multidimensional goals of project stakeholders				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: at least 12 ECTS credits from the group Foundation Knowledge				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik:				

	<p>MA Business and Economics Sciences Mathematics</p> <p>Master of Science International Management: Core and Advanced Section International Management Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Fabian Sting</p>
10	<p>Miscellaneous</p>

Specialisation Module Supply Chain Management Project					
Module Code 1271SMSC02	Workload 360h	ECTS Credits 12	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Supply Chain Management Project		Contact Hours 90h	Self-Studies 270h	Course Language German and English
2	Module Content Vary depending on the topic of the practice project				
3	Learning Objectives Students... ... apply theoretical and methodological knowledge to concrete research or real-life problems ... discuss different solution strategies (within the team and) with their project supervisors ... apply different argumentation and presentation strategies ... acquire social skills during group-based problem-solving processes ... learn how to apply supply chain management aspects in practice				
4	Teaching and Learning Methods Research project				
5	Module Entry Requirements Recommended: at least 12 ECTS credits from the group Foundation Knowledge				
6	Mode of End-Of-Module Examination Written test: TP				
7	Prerequisites for Awarding of Credit Points Passing the written examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management				
9	Module Manager AD Dr. Johannes Antweiler				
10	Miscellaneous Students have to bring a practice partner to take this course. The admission to the course only take place after a professional review and in consultation with a supervisor. Language: German and English (The language conforms to the project partner)				

Specialisation module Selected Issues in Supply Chain Management I					
Module Code 1271SMSS01	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every fourth term	Duration 1 Term
1	Courses Selected Issues in Supply Chain Management I (2. Term)		Contact Hours 60h	Self-Studies 120h	Course Language German and English
2	Module Content <ul style="list-style-type: none"> • New approaches to supply chain management • Current problems in the application of supply chain management • Writing management reports • Development of presentation skills 				
3	Learning Objectives Students... ... follow and explain new developments and approaches in supply chain management. ... critically evaluate new approaches and assess their advantages and disadvantages. ... analyse problems facing businesses.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management				
9	Module Manager Area Supply Chain Management				
10	Miscellaneous This module consists of at least one course which takes place either until the middle of the semester (1. term) or from the middle of the semester (2. term). You can find this information in the field "Courses" of the module descriptions. In general midterm of the fall semester ends in December and of the summer semester in May. The appropriate examinations are offered in the middle of the semester often.				

Specialisation Module Selected Issues in Supply Chain Management II						
Module Code 1271SMSS02		Workload 360h	ECTS Credits 12	Module Language German and English	Module Availability every fourth term	Duration 1 Term
1	Courses Selected Issues in Supply Chain Management II			Contact Hours 90h	Self-Studies 270h	Course Language German and English
2	Module Content <ul style="list-style-type: none"> • New approaches to supply chain management • Current problems in the application of supply chain management • Writing management reports • Development of presentation skills 					
3	Learning Objectives Students... ... follow and explain new developments and approaches in supply chain management. ... critically evaluate new approaches and assess their advantages and disadvantages. ... analyse problems facing businesses.					
4	Teaching and Learning Methods lecture practice					
5	Module Entry Requirements no recommendations					
6	Mode of End-Of-Module Examination Written test: PO					
7	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management					
9	Module Manager Area Supply Chain Management					
10	Miscellaneous					

Specialisation Module Research in Supply Chain Management (Research Track)					
Module Code 1271SMRS00	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every fourth term	Duration 1 Term
1	Courses Research in Supply Chain Management		Contact Hours 60h	Self-Studies 120h	Course Language German and English
2	Module Content <ul style="list-style-type: none"> • Complex decision-making models • Limitations of existing models • Enhancement and modification of models 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... deepen their knowledge in the field of supply chain management. ... evolve existing supply chain methods and models further. ... apply new methods to different situations. 				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommended: At least 42 ECTS in the core and advanced/specialisation categories, with a minimum average mark of 2,0.				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Business Administration - Finance: Supplementary Section Finance Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation				

9	Module Manager Area Supply Chain Management
10	Miscellaneous

Specialisation Module Supply Chain Seminar I					
Module Code 1271SMSC04	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Supply Chain Seminar I		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content <ul style="list-style-type: none"> • Concepts for value-added management • Decision making based on spreadsheet • Methods of data modeling • Use of data base and simulations tools 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... are familiar with concepts of Supply Chain Management. ... understand the importance of the internal as well as the external coordination of different activities inside the company and between independent companies. ... make use of current software which supports them in taking decisions concerning Supply Chain Management. ... gather relevant information for Supply Chain Management as well as to structure these pieces of information. 				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements It is recommended to take the Seminar after the second semester. If the third semester is spend abroad, the Seminar can already be taken in the second semester.				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management				
9	Module Manager Area Supply Chain Management				
10	Miscellaneous				

Specialisation Module Supply Chain Seminar II					
Module Code 1271SMSC05	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Supply Chain Seminar II b) Supply Chain Seminar IV c) Supply Chain Seminar III		Contact Hours a) 30h b) 30h c) 30h	Self-Studies a) 150h b) 150h c) 150h	Course Language a) German and English b) German and English c) German and English
2	Module Content <ul style="list-style-type: none"> • Concepts for value-added management • Decision making based on spreadsheet • Methods of data modeling • Use of data base and simulations tools 				
3	Learning Objectives Students... ... are familiar with concepts of Supply Chain Management. ... understand the importance of the internal as well as the external coordination of different activities inside the company and between independent companies. ... make use of current software which supports them in taking decisions concerning Supply Chain Management. ... gather relevant information for Supply Chain Management as well as to structure these pieces of information.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements It is recommended to take the Seminar after the second semester. If the third semester is spend abroad, the Seminar can already be taken in the second semester.				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination. Only one course must be attended; the examination refers to topics of only one course.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management				
9	Module Manager Area Supply Chain Management				

10	Miscellaneous
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3.6.3 Supplementary Section

Specialisation Module Research in Finance (Research Track)					
Module Code	Workload	ECTS Credits	Module Language	Module Availability	Duration
1259RiFi01	180h	6	German and English	every fourth term	1 Term
1	Courses a) Empirical Research in Corporate Finance b) Empirical Research in Asset Management c) Wissenschaftliches Arbeiten in Finance: Von der der Idee zur Veröffentlichung		Contact Hours a) 60h b) 30h c) 30h	Self-Studies a) 120h b) 150h c) 150h	Course Language a) English b) English c) German
2	Module Content Empirical Research in Corporate Finance <ul style="list-style-type: none"> • Current issues in capital market research, focusing on asset management • Critical assessment of pivotal studies in this area • Methodical implementation of empirical investigations • Guidance on independent research Empirical Research in Asset Management <ul style="list-style-type: none"> • Current issues in capital market research, focusing on asset management • Critical assessment of pivotal studies in this area • Methodical implementation of empirical investigations • Guidance on independent research Scientific work in Finance: From Idea to Publication <ul style="list-style-type: none"> • Development of a research proposal in the field of finance • Preparation of the proposal for a research paper • Presentation and publication of the research paper 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... develop their own research ideas. ... devise methods for conducting their own research projects. ... formulate their own research proposals and work them out into papers. ... engage in academic discourse. 				
4	Teaching and Learning Methods lecture practice seminar				
5	Module Entry Requirements Recommended: Extensive knowledge of finance and statistics. We recommend a minimum of 42 LPs from the Core and Advanced as well as from the Specialisation section with a minimum average grade of 2.0.				

<p>6</p>	<p>Mode of End-Of-Module Examination Combined examination: PRES, TP</p>
<p>7</p>	<p>Prerequisites for Awarding of Credit Points Passing the combined examination. Only one course must an can be attended; the examination refers to topics of only one course.</p>
<p>8</p>	<p>Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
<p>9</p>	<p>Module Manager Univ.-Prof. Dr. Dieter Hess Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz</p>
<p>10</p>	<p>Miscellaneous Only one course (a, b, or c) must and can be attended. The courses are offered on an irregular basis.</p>

Specialisation Module Research on Organizations and Innovation (Research Track)					
Module Code 1253SMRO00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every fourth term	Duration 1 Term
1	Courses Empirical and theoretical research on organization and innovation		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Current issues in management, organization and/or innovation research, with a focus on pertinent theory and empirical research • Critical assessment of central research papers • Guidance to independent research 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... discuss papers to understand, compare and critically evaluate theories and methodological approaches in management, organization, and innovation. ... develop research ideas, with a focus on various topics in contemporary research in the above fields. ... are prepared for conducting their own research projects. 				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements recommended: Advanced knowledge in statistics and management, organization and innovation. Prior to enrolling, students are recommended to have completed 18 credit points in methodological foundations, 33 credit points in basic or advanced modules of the major, including the seminar.				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module <ul style="list-style-type: none"> Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Business Administration - Finance: 				

	Supplementary Section Finance Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation
9	Module Manager Univ.-Prof. Dr. Mark Ebers
10	Miscellaneous

Specialisation Module Research in Supply Chain Management (Research Track)					
Module Code 1271SMRS00	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every fourth term	Duration 1 Term
1	Courses Research in Supply Chain Management		Contact Hours 60h	Self-Studies 120h	Course Language German and English
2	Module Content <ul style="list-style-type: none"> • Complex decision-making models • Limitations of existing models • Enhancement and modification of models 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... deepen their knowledge in the field of supply chain management. ... evolve existing supply chain methods and models further. ... apply new methods to different situations. 				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements Recommended: At least 42 ECTS in the core and advanced/specialisation categories, with a minimum average mark of 2,0.				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Specialisation Section Supply Chain Management Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Business Administration - Finance: Supplementary Section Finance Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation				

9	Module Manager Area Supply Chain Management
10	Miscellaneous

Specialisation Module Research in Marketing (Research Track)						
Module Code 1266SMRM00		Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Research in Marketing		Contact Hours 30h	Self-Studies 150h	Course Language English	
2	Module Content <ul style="list-style-type: none"> • Current issues in marketing research, with a focus on theory development and empirical research. • Critical assessment of central research papers. • Guidance to independent research. 					
3	Learning Objectives Students... ... evaluate and discuss research articles to understand theories and methodological approaches in marketing and consumer behavior. ... develop research ideas, with a focus on various topics in contemporary marketing research. ... conduct their own research projects. ... write papers on their own.					
4	Teaching and Learning Methods seminar					
5	Module Entry Requirements It is recommended that students have accumulated at least 42 ECTS credits in the core and advanced section and/or the specialisation section with a minimum average mark of 2,0.					
6	Mode of End-Of-Module Examination Combined examination: PRES, PR					
7	Prerequisites for Awarding of Credit Points Passing the combined examination.					
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Specialisation Section Marketing Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Business Administration - Finance:					

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

Core Module Advanced Mathematics					
Module Code 1314BMAMa0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Advanced Mathematics for Economists		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Overview of elementary mathematical concepts • Metric and standardized spaces • Linear algebra • Differential calculus and applications • Convex sets and concave functions • Optimisation 				
3	Learning Objectives Students... ... apply mathematical argumentation and proof techniques correctly. ... formulate economic problems occurring in research mathematically and solve them.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Core and Advanced Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Business Administration - Finance:				

	Supplementary Section Finance Master of Science Economics: Supplementary Section Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation
9	Module Manager Univ.-Prof. Dr. Martin Barbie
10	Miscellaneous

Core Module Advanced Experimental Methods					
Module Code 1289BMAEM0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Advanced Experimental Methods		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Experimental Methods in economic sciences • Experimental design • Practical execution of experiments • Evaluation of data from economic experiments 				
3	Learning Objectives Students... ... understand different methods and know application areas of experimental economic research. ... apply the methods, evaluate them, and interpret experimental data. ... use the technical language in a manner appropriate to the addressee.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management				

	<p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Andreas Schabert</p>
10	<p>Miscellaneous Literatur Experimental Methods: Friedman and Sunder, Experimental Methods: A Primer for Economists, Cambridge University Press (1994)</p>

Core Module Advanced Computational Methods					
Module Code 1289BMACM0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Computational Methods		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Programming numerical algorithms • Numerical approximation • Numerical solution of zeroing and optimization problems • Application to canonical economic problems • Parametrization, solution and simulation of structural economic models 				
3	Learning Objectives Students... ... apply numerical methods and programs for the solution and simulation of quantitative structural economic models. ... interpret results of the application of numerical models. ... use the technical language in a way that is appropriate for the target group.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research Master of Science Business Administration - Media and Technology Management:				

	<p>Supplementary Section Media and Technology Management</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager</p> <p>Univ.-Prof. Dr. Andreas Schabert</p>
10	<p>Miscellaneous</p>

Core Module Advanced Microeconomics I					
Module Code 1289BMAMi1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Advanced Microeconomics I		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Theory of household and demand • Theory of the enterprise and the supply • Market equilibrium 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... understand modern microeconomic concepts. ... are proficient in the most important techniques of microeconomic analysis, such as the analysis of individual decision-making behaviour. ... use mathematical models to investigate price formation in markets. ... modify these models to recognize their limitations and to analyze the effects of political interventions. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Good basic knowledge of microeconomics and mathematics.				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: Economics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: Economics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development				

	<p>Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Johannes Münster</p>
10	<p>Miscellaneous</p>

Core Module Advanced Microeconomics II					
Module Code 1289BMAMi2	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Advanced Microeconomics II		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Static games with complete information: Nash Equilibrium, Mixed Strategies • Dynamic games with complete information: subgame perfect Nash Equilibrium, one-shot deviation principle, bargaining, forward induction • Static games with incomplete information: Bayesian Nash Equilibrium, auctions • Dynamic games with incomplete information: Perfect Bayesian Nash Equilibrium and refinements, signaling games • Mechanism design and social preferences aggregation • Current developments in game theory and mechanism design 				
3	Learning Objectives Students... ... acquire and deepen methodological knowledge in the field of modern game theory and mechanism design. ... discuss the latest developments in game theory.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: Economics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: Economics Master of Science Information Systems: Supplementary Section Information Systems				

	<p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Christoph Schottmüller</p>
10	<p>Miscellaneous</p>

Core Module Advanced Macroeconomics I					
Module Code 1302BMAMa1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Advanced Macroeconomics I		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Stylized facts: growth and business cycles • Dynamic optimization in continuous time and in discrete time under uncertainty • Stability and uniqueness of dynamic systems • The canonical neoclassical growth model • Exogenous and endogenous growth • Real business cycles (TFP and fiscal policy shocks) • Numerical solutions, simulation and evaluation of structural models • Calibration and introduction in structural estimation of model parameter 				
3	Learning Objectives Students... ... analyze and solve the canonical models of real business cycle and growth theory at an advanced methodological level. ... apply the mathematical and numerical methods necessary to do so. ... tailor and apply these models to answer positive and normative research questions in the areas of growth and business cycle fluctuations. ... discuss the strengths and weaknesses of these models in terms of their assumptions and implications. ... parameterize models using filtered data und assess the goodness of fit. ... develop analytical skills required for research activities and further studies (doctorate). ... gain an understanding of the most important strands of the literature that prepares them for their own research at an advanced level.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: Economics				

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

Core Module Advanced Macroeconomics II					
Module Code 1302BMAMa2	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Advanced Macroeconomics II		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Complete markets and representative agents • Incomplete markets and heterogenous agents • Fiscal policy, public debt, and optimal taxation • Transaction frictions and monetary policy • Open economy macroeconomics • New Keynesian macroeconomics • Labor market frictions and Labor market fluctuations 				
3	Learning Objectives Students... ... master core macroeconomic concepts for solving positive and normative problems and acquire skill for innovative research. ... deepen their knowledge of short- and medium-run macroeconomic developments and of efficient conduct of policy measures. ... evaluate and discuss the impact of empirically relevant frictions in goods, financial and labor markets. ... recognize possibilities to enhance social welfare in a general equilibrium framework with incomplete markets. ... Identify the optimal implementation of macroeconomic instruments under relevant policy trade-offs. ... question and assess societal developments, in particular, inequality and unemployment, and reflect current policy measures with regard to potential research projects.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: Economics				

	<p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
<p>9</p>	<p>Module Manager Univ.-Prof. Michael Krause, Ph.D. Univ.-Prof. Dr. Andreas Schabert</p>
<p>10</p>	<p>Miscellaneous Useful references are Ljungqvist, Lars and Thomas J. Sargent (2012). Recursive macroeconomic theory. 3rd ed. Cambridge, MA: MIT Press; Gali, J. (2015) Monetary Policy, Inflation, and the Business Cycle An Introduction to the New Keynesian Framework and Its Applications, 2nd ed., Princeton University Press. Schmitt-Grohe, S., and Uribe M. (2017). Open Economy Macroeconomics, Princeton University Press</p>

Core Module Advanced Econometrics I					
Module Code 1314BMAEc1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Advanced Econometrics: Theory		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • The classic linear model • Tests in the classical linear model • Specification of econometric models • Generalized linear model • panel data regression • Time series econometric methods • Instrument Variables / GMM • Asymptotic Inference 				
3	Learning Objectives Students... ... have basic knowledge of econometric methods, which enable them to understand scientific contributions in the field of empirical economic research and to assess the properties of quantitative methods. ... model economic relationships econometrically and choose between alternative model specifications. ... estimate parameters with suitable methods and carry out hypothesis tests.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test				
8	Other Programmes that Use the Module Master of Science Mathematik: Economics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik:				

	<p>Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Jörg Breitung</p>
10	<p>Miscellaneous This course presents econometric tools for the analysis of cross-sectional data, time series and panel data at doctoral level.</p>

Core Module Advanced Econometrics II					
Module Code 1314BMAEc2	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Advanced Econometrics: Applications		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content - Evaluation of causal effects - Fixed effects and difference-in-difference estimator - Regression discontinuity designs - Robust standard errors and clustering - Structural estimates with experimental data				
3	Learning Objectives Students... ... implement estimation methods and test procedures. ... discuss situation estimation and testing procedures. ... apply appropriate econometric models and the corresponding inference methods. ... carry out empirical studies in modern macro- and microeconometrics. ... report on their approach and their results.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: TP				
7	Prerequisites for Awarding of Credit Points Passing the written test				
8	Other Programmes that Use the Module Master of Science Mathematik: Economics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: Economics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development:				

	<p>Supplementary Section Corporate Development</p> <p>Master of Science Economic Research: Core and Advanced Section Economic Research Specialisation Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Jörg Breitung</p>
10	<p>Miscellaneous This course presents econometric tools for the analysis of cross-sectional data, time series and panel data at doctoral level.</p>

Specialisation Module Research in Information Systems (Research Track)					
Module Code 1277SMRI00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Research in Information Systems		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content Current research issues in IS research Selected theories in IS research Selected methods in IS research				
3	Learning Objectives Students... ... are familiar with current issues in Information Systems. ... discuss and critically assess the findings of earlier studies. ... develop suitable approaches for their own research questions. ... are proficient in methods with which to advance their work on their own research questions. ... write their own first scientific articles. ... engage in academic discourse.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements None				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Specialisation Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Business Administration - Finance: Supplementary Section Finance				

	Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation
9	Module Manager Managing Director Cologne Institute for Information Systems
10	Miscellaneous Students may be required to read and prepare scientific articles by producing short presentations or summaries or by completing exercises. Students will be advised of compulsory reading on a term-by-term basis. Seminar can be held as blocked courses. Required readings are announced at the beginning of the semester. Seminar can be held by faculty members on a rotating basis or by an adjunct or guest professor.

Specialisation Module Operative and Strategic Controlling					
Module Code 1016SOSCo0	Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Operative Controlling (1. Term) b) Strategic Controlling (2. Term)		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content Operative controlling: <ul style="list-style-type: none"> • Fundamentals of controlling • Theory, strategies and methods to support controlling activities • Controlling instruments Strategic controlling: <ul style="list-style-type: none"> • Introduction to strategic controlling • Conventional cost management instruments • More recent cost management instruments • Benchmarking 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... identify the main controlling strategies. ... learn about different types of interdependency and assess analytical and heuristic methods with which to coordinate said interdependencies. ... deepen their knowledge of different “conventional” cost accounting techniques (including actual and standard costing, full-cost accounting and variable costing). ... learn methods for conducting cost variance analyses. ... understand the Peinreich-Lücke theorem and the relationship between investment appraisal and cost accounting. ... use linear programming for production planning and dynamic programming for measuring inter-temporal interdependencies. ... examine the benefit of additional information under uncertainty using the concept of “information value”. ... analyse the principal-agency theory and use controlling instruments to help solve any incentive problems that arise. ... learn the main controlling strategies for solving coordination problems. ... compare the pros and cons of proactive cost management and early cost budgeting. ... examine the more recent instruments of cost management (including lifecycle, target and activity-based costing). ... discuss the basics of benchmarking. ... conduct case studies using the skills they have acquired. 				
4	Teaching and Learning Methods lecture practice				

5	<p>Module Entry Requirements Recommended: Basic knowledge of internal and external accounting, investment, financing and decision theory.</p>
6	<p>Mode of End-Of-Module Examination Written test: PO</p>
7	<p>Prerequisites for Awarding of Credit Points Passing the written examination. Both courses must be attended. The module is tested in two written examination elements.</p>
8	<p>Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Supplementary Section Health Economics Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Geographie: Business Administration Master Geography Master of Science Economics vor WS 18/19: Supplementary Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance Master of Science Economics: Supplementary Section Master of Science Business Administration - Accounting and Taxation: Specialisation Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Carsten Homburg</p>
10	<p>Miscellaneous Required reading will be announced at the beginning of the respective term.</p>

Specialisation module Value-based Controlling					
Module Code 1016SVbCo0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Value-based Controlling		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Basics of value-based controlling (including traditional financial indicators) • Characteristics of capital markets • Effect of capital structure on business value • Shareholder value approach • Discounted cash flow (DCF) method • Value-based indicators • Implementation of a value-based strategy • The Ohlson model 				
3	Learning Objectives Students... ... identify the disadvantages of traditional financial indicators. ... assess capital market characteristics and their implications in terms of valuation. ... apply investment calculus to business valuations. ... distinguish between valuation techniques, especially with regard to the underlying assumptions. ... draw up estimates for forecasting cash flow and profit and determining cost of capital. ... examine published financial statement data and adapt to economic standards. ... determine business value based on multiplier, DCF and EVA methods.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of "Kosten- und Leistungsrechnung", "Bilanz- und Erfolgsrechnung", "Investition und Finanzierung", as well as "Entscheidungstheorie" from the bachelor studies should be present.				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Supplementary Section Health Economics Master of Science Mathematik:				

	<p>MA Business and Economics Sciences Mathematics</p> <p>Master of Science International Management: Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Specialisation Section Marketing Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Specialisation Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Carsten Homburg</p>
10	<p>Miscellaneous Required reading will be announced at the beginning of the respective term.</p>

Specialisation Module Selected Issues in Controlling					
Module Code 1016SMAC00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every term	Duration 1 Term
1	Courses Ausgewählte Fragen des Controlling		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content Students are advised of the current content each term. The following areas are usually covered: <ul style="list-style-type: none"> • Legal provisions for risk management systems • Establishment and implementation of an early warning system • Establishment of a risk management system • German Corporate Governance Code • Auditing of the risk management system by the internal auditing department • Auditing of the risk management system by the external auditor • Application of the competencies gained to realistic case studies 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... discuss current issues in controlling and develop appropriate solutions. ... analyse selected businesses' controlling problems. ... apply the specialist knowledge they have acquired in a business environment. ... discuss and investigate problems that arise when implementing controlling tools. ... assess the advantages and disadvantages of recent controlling tools. ... learn how to solve realistic cases using the expertise and methodological competence taught on the programme. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Coremodule Accounting, Coremodule Finance, as well as Coremodule Decision Theory or similar courses from the bachelor programme				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development				

	<p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Specialisation Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Carsten Homburg</p>
10	<p>Miscellaneous</p>

Specilisation Module Selected Issues in Business Taxation I					
Module Code 1016SMSB01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Tax Accounting b) Financial Service and Real Estate Taxation (1. Term) c) Taxation of Family Business		Contact Hours a) 30h b) 30h c) 30h	Self-Studies a) 60h b) 60h c) 60h	Course Language a) English b) English c) German
2	Module Content Selected Issues in Business Taxation				
3	Learning Objectives Students... ... acquire methodological competence in the area of tax law. ... acquire subject expertise to deepen their understanding of tax law. ... learn how to solve new cases using the subject expertise and methodological competence they have acquired.				
4	Teaching and Learning Methods lecture				
5	Module Entry Requirements Recommended: Basic knowledge of business taxation				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test. Two courses must be attended; the examination refers to topics of two courses.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management				

	<p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Specialisation Section Accounting and Taxation Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Michael Overesch</p>
10	<p>Miscellaneous</p>

Specialisation module Finance 7						
Module Code 1259SMFi07		Workload 180h	ECTS Credits 6	Module Language German	Module Availability irregular	Duration 1 Term
1	Courses Rechnungslegung von Versicherungsunternehmen nach HGB und IFRS		Contact Hours 30h	Self-Studies 60h	Course Language German	
2	Module Content <ul style="list-style-type: none"> • Accounting systems • Sources of law • HGB, IAS/IFRS accounting methods • Full fair value accounting 					
3	Learning Objectives Students... ... analyse insurance companies' annual financial statements based on different accounting rules. ... value claims reserves, claims equalization reserves and actuarial reserves. ... explore the impact of different accounting rules on how balance sheet items are valued. ... implement risk-based auditing strategies for insurance companies.					
4	Teaching and Learning Methods lecture practice					
5	Module Entry Requirements no recommendations					
6	Mode of End-Of-Module Examination Written test: WT (60)					
7	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China					

	<p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Heinrich R. Schradin</p>
10	<p>Miscellaneous</p>

Specialisation Module Business Ethics					
Module Code 1253SBuEt0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Business Ethics and Continental Philosophy (1. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Ethical approaches and how they are applied in business • Reflection on current business ethics debates (e.g. concerning globalisation, sustainability, corporate responsibility, pay systems) • Independent presentation of approaches developed • Discussion of case studies from a normative and practical perspective 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... identify and distinguish between ethically relevant issues based on philosophical approaches. discuss normative arguments and use this as a basis upon which to evaluate case studies from the world of business. ... identify their responsibility as players in companies and other areas of business. ... develop and explain the rationale behind effective strategies for enhancing ethical conduct in companies. ... accumulate a sound knowledge of philosophical perspectives and ethical debates on business conduct. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Supplementary Section Health Economics Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Core and Advanced Section International Management Supplementary Section International Management Master of Science Business Administration - Marketing:				

	<p>Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager</p> <p>Univ.-Prof. Dr. Bernd Irlenbusch</p>
10	<p>Miscellaneous</p> <p>This course provides students with a sound knowledge of philosophical perspectives and ethical debates on business conduct.</p>

Specialisation Module Strategic Development					
Module Code 1253SSStDe0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Mergers and Aquisitions (2nd term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Models of business development • Growth strategies • Mergers and acquisitions (M&A) • Organisational staff reduction (downsizing) • disruptive innovation • innovation strategies 				
3	Learning Objectives Students... ... recognize different perspectives and drivers of corporate development. ... identify and contrast different strategy options with regard to organziational growth and shrinkage. ... differentiate tools and measures to support innovation activities in companies. ... apply the acquired tools and concepts and develop solutions based on case studies from practice.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written examination.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:				

	<p>Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Supplementary Section Economics Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Mark Ebers</p>
10	<p>Miscellaneous The lecture gives an overview of the determinants of organizational development. The aim of the module is to convey and train analytical skills for understanding the phenomena of organizational development.</p>

Specialisation Module Strategic Human Resource Management					
Module Code 1253SSHRM0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Strategic Human Resource Management (2. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Corporate strategy – an economic perspective • Human capital and value creation • Talent management and careers • Performance management • HR development • Corporate culture • Measurement of value contributed and evidence-based HR management 				
3	Learning Objectives Students... ... acquire an understanding of the value contributed by HR work and analyse potential drivers. develop standards by which to assess different HR strategies. ... discuss instruments for talent and performance management and develop recommendations for applying them. ... evaluate the interests of different stakeholders based on corporate case studies and can explain the reasons behind them. ... design and evaluate employee surveys. ... analyse HR management indicator systems. ... determine the contribution corporate culture makes to an organisation's performance.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Supplementary Section Health Economics Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management:				

	<p>Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Dirk Sliwka</p>
10	<p>Miscellaneous The module teaches students how HR management creates economic value and helps implement corporate strategies.</p>

Specialisation Module Strategic Management					
Module Code 1253SStMa0	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Strategic Management (1. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Fundamentals of strategic management • Strategic positioning • Strategy processes • Contexts 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... understand different explanations for strategic positioning. ... analyse the influence of sectors and corporate resources on the choice of strategy. ... can distinguish between different forms of strategy development. ... apply theoretical knowledge to practical case studies and industry contexts. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module <p>Master of Science Gesundheitsökonomie: Supplementary Section Health Economics</p> <p>Master of Science Mathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science International Management: Core and Advanced Section International Management Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p>				

	<p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Matthias Heinz</p>
10	<p>Miscellaneous</p>

Specialisation Module Advanced Business Ethics (6 LP)					
Module Code 1253ABEt01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Behavioral Ethics		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content The course deals with advanced topics and methods in behavioral research as well as their application to ethics. Topics include: <ul style="list-style-type: none"> • Normative Theories from moral philosophy (e.g. teleology, deontology, virtue ethics). • Theories of moral behavior from the fields of economics and psychology (e.g. social preferences, biases und heuristics, bounded ethicality). • Empirical evidence of human decision making. • Methods for conducting experimental studies on morally relevant behavior 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... realize ethical dilemmas from the perspective different disciplines (philosophy, psychology, game theory, behavioural economics). ... describe, discuss and judge recent scientific articles and methods ... develop initial research projects together with other students and evaluate and present their results. ... reflect first scientific work and their implications. ... identify ethical dilemmas and reflect them in the light of their own values. 				
4	Teaching and Learning Methods project seminar				
5	Module Entry Requirements Recommended: Specialisation Module Business Ethics, Core Module Microeconomics II: Game Theory, Core Module Experimental Methods				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing				

	<p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Bernd Irlenbusch</p>
10	<p>Miscellaneous</p>

Specialisation Module Organization Theory					
Module Code 1253OrTh01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Organization Theory		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Criteria for classifying and assessing organizational theories • Efficient design of organizational structure (contingency theory) • Significance of stakeholders, expectations and norms for business success (institutionalism) • Significance of values and symbols for business success (organization culture) • Influence of social networks on players' opportunities and risks (social network theory) • Efficient contract drafting and definition of organizational boundaries (institutional economic theories) 				
3	Learning Objectives Students... ... explain and contrast organizational theories and evaluate them. ... identify different theory-based criteria for business decisions related to organizational design, contract drafting, definition of organizational boundaries. ... analyse and assess empirical studies on theory development and verification. ... evaluate the appropriateness of different research designs as well as methods of measurement and analysis with regard to answering specific research questions ... distinguish between different influences on and criteria for assessment of organizational efficiency. ... present current research findings in teams. ... develop arguments in order to assess, reason and value research findings critically.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: WT (60), PRES				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management:				

	<p>Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Mark Ebers</p>
10	<p>Miscellaneous</p>

Core Module Microeconomics					
Module Code 1289BMMi04	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Game Theory		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Non-cooperative game theory • Games in normal form • Games in extensive form, with perfect and imperfect information • Finitely and infinitely repeated games • Cooperative game theory • Kern, Shapley value, negotiation solutions • Evolutionary game theory • Social choice theory and elections • Condorcet's paradox, Arrow's theorem 				
3	Learning Objectives Students... ... acquire basic knowledge of game theory. ... understand where game theory can be applied in political and social science. ... identify the links between game theory and experimental economics.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing:				

	<p>Core and Advanced Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Supplementary Section Supply Chain Management</p> <p>Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research</p> <p>Master of Science Wirtschaftsmathematik: Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p> <p>Master of Science Economics: Core and Advanced Section Economics</p>
9	<p>Module Manager Univ.-Prof. Dr. Bettina Rockenbach</p>
10	<p>Miscellaneous</p>

Specialisation Module Economic Engineering					
Module Code 1289SMEE00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Economic Engineering		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Evaluation of the roles of theory and laboratory/field experiments in the development of markets and incentive systems • Analysis of relevant behavioural phenomena and institutional details of particular importance for specific designs • Discussion of practical applications of economic engineering in matching markets, auctions and other markets 				
3	Learning Objectives Students... ... apply their theoretical and empirical skills to real markets. ... identify problems in markets and develop and discuss possible solutions. ... deal with current economic challenges and present own research ideas.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Specialisation Section Media and Technology Management Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19:				

	<p>Specialisation Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	<p>Module Manager Univ.-Prof. Dr. Axel Ockenfels</p>
10	<p>Miscellaneous</p>

Specialisation Module Auction Theory					
Module Code 1289SMAT00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Auctions and Market Design		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Auctions with “private values”: second-price auctions, first-price auctions, reservation prices, revenue equivalence theorem, extensions • Mechanism design: revelation principle, optimal mechanisms, efficient mechanisms • Auctions with “interdependent values”: comparisons of auction proceeds , linkage principle 				
3	Learning Objectives Students... ... acquire a deeper understanding of the economic theory of auction design.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements None				
6	Mode of End-Of-Module Examination Written test: WT (120)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Science Business Administration - Finance:				

	<p>Supplementary Section Finance Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	<p>Module Manager Prof. Dr. Peter Cramton</p>
10	<p>Miscellaneous</p>

Specialisation Module Contract Theory					
Module Code 1289SMVe00	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Vertragstheorie		Contact Hours 60h	Self-Studies 120h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Principal/agent models • Mechanism design • Hold-up problem •- Incomplete contracts 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... recognise the concepts of information economics. ... describe and model situations with information asymmetries between several parties. ... analyse and discuss causal relationships in contract theory. ... apply methods for solving contract theory problems. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19:				

BUSINESS ADMINISTRATION: Supply Chain Management - MASTER OF SCIENCE

	<p>Specialisation Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	<p>Module Manager Univ.-Prof. Dr. Patrick W. Schmitz</p>
10	<p>Miscellaneous Compulsory reading will be announced each term.</p>

Specialisation Module Behavioral Economics					
Module Code 1289SMBE00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Behavioral Economics		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content Using the concept of the homo economicus, the module presents behavioural theory concepts that are based on findings from empirical and experimental research. The lectures provide an introduction to bounded rationality theories, focusing on those theories' criticism of the homo economicus concept.				
3	Learning Objectives Students... ... understand behavioural models and formal arguments. ... apply advanced microeconomic concepts. ... challenge arguments critically.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Core modules in Microeconomics				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management				

BUSINESS ADMINISTRATION: Supply Chain Management - MASTER OF SCIENCE

	<p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	<p>Module Manager Dr. Thomas Lauer Univ.-Prof. Dr. Bettina Rockenbach</p>
10	<p>Miscellaneous</p>

Core Module Experimental Methods					
Module Code 1289BMEM00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Experimental Methods		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content The course discusses the methodology of experimental economics, covering questions of experimental design, experimental implementation and evaluation of economic experiments.				
3	Learning Objectives Students... ... are introduced to different experimental economic research methods and applications. ... discuss the advantages and disadvantages of specific experiment design elements. ... assess different methods for evaluating data from economic experiments.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Core and Advanced Section Marketing Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management				

	<p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Bettina Rockenbach</p>
10	<p>Miscellaneous Recommended reading: Friedman and Sunder, Experimental Methods: A Primer for Economists, Cambridge University Press (1994)</p>

Specialisation module Matching and Market Design: Theory and Practice					
Module Code 1289SMMD00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Matching and Market Design: Theory and Practice		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • One-sided matching: House allocation and organ exchange • Two-sided matching: Entry-level labor markets • School choice und Zufallszuteilung • Abgleich von Vertägen: Vetriebsbeschränkungen und Internet-Auktionen • Große Matching-Märkte • Kombinatorische Zuordnungen und Kurszuweisung 				
3	Learning Objectives Students... ... define theoretical models of matching markets. ... use a mixture of theory, experiments, and empirics to analyze existing matching mechanisms and, if necessary, design better ones				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance				

	<p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p> <p>Master of Science Economic Research: Specialisation Section Economic Research</p>
9	<p>Module Manager Univ.-Prof. Dr. Alexander Westkamp</p>
10	<p>Miscellaneous More detailed information is available here: http://www.matching.uni-koeln.de/de/lehre</p>

Specialisation Module Incentives and Behaviour in Organisations					
Module Code 1253IBiO01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses The Economics of Incentives in Organisations (1. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Principal/agent models • Social preferences and reference points • Incentives in teams • Incentives in multitasking • Contests and promotions • Intrinsic motivation 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... analyse formal economic models concerning the impact of incentives. ... discuss and compare current behavioural economics theories. ... perform economic model forecasts using game theory strategies. ... assess theoretical concepts based on empirical evidence. ... present current research papers from scientific journals. ... identify key statements in scientific articles and interpret the results independently. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Previous knowledge of game theory and applied econometrics.				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Business Administration - Corporate Development: Specialisation Section Corporate Development Supplementary Section Corporate Development Master of Science Business Administration - Finance: Supplementary Section Finance				

9	Module Manager Univ.-Prof. Dr. Dirk Sliwka
10	Miscellaneous

Specialisation Module Financial Theory					
Module Code 1259SFith0	Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Capital Market Theory (1. Term) b) Corporate Finance Theory (1. Term)		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content <ul style="list-style-type: none"> • Capital markets and consumption • Investment decisions given certainty and uncertainty • Portfolio theory • Asset pricing models • Analysis and valuation of forwards, futures, and options • Equity valuation models (in particular Discounted Cash Flow methods, models of residual income, Multiples approach) • Impact of financial policies • M&A activities and defensive strategies • Aspects of balancing of accounts and financial realisation of mergers and acquisitions 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... analyse investment decisions. ... understand asset pricing models. ... determine the value of securities and derivatives. ... use different methods of valuing companies and individual assets. ... learn how to analyse annual accounts in order to extract value relevant information. ... recognize different theories explaining M&A-activities. ... analyse manager interests in mergers and acquisitions. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Written test: WT (120)				
7	Prerequisites for Awarding of Credit Points Passing the written test. Both courses must be attended; the examination refers to topics of both courses.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics				

	<p>Master of Science International Management: Core and Advanced Section International Management Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Dieter Hess Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz</p>
10	<p>Miscellaneous</p>

Specialisation Module Financial Institutions Management					
Module Code 1259SFIMa0	Workload 360h	ECTS Credits 12	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Insurance Economics b) Risk Management (2. Term)		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content Module content 1. Risk Management <ul style="list-style-type: none"> • Risk control on perfect and imperfect financial markets • Risk and risk measures • Management of liquidity risk • Management of interest rate risk • Management of default risk 2. Insurance Economics <ul style="list-style-type: none"> • Insurance demand theory • Production theory in insurance • Market balance in regard to information symmetry and asymmetry • Basics of sector-specific tariff calculation and reserve creation • Claim settlement • Introduction to solvency standards 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... analyse various risk measures in terms of effective risk/return management. ... apply risk measures to decision-making problems in bank operations. ... assess regulatory standards intended to limit risk. ... are familiar with the methods for measuring market and default risks. ... assess instruments for controlling market and default risks. ... analyse insurance supply and demand. ... can explain information symmetry and asymmetry. ... assess the institutional parameters for insurance markets. ... calculate premiums and reserves in life and indemnity insurance. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements no recommendations				
6	Mode of End-Of-Module Examination Written test: WT (120)				

7	<p>Prerequisites for Awarding of Credit Points Passing the written test. Both courses must be attended; the examination refers to topics of both courses.</p>
8	<p>Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Supplementary Section Health Economics Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Geographie: Business Administration Master Geography Master of Science Economics vor WS 18/19: Supplementary Section Economics Master of Science Business Administration - Finance: Specialisation Section Finance Master of Science Economics: Supplementary Section Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Thomas Hartmann-Wendels Univ.-Prof. Dr. Heinrich R. Schradin</p>
10	<p>Miscellaneous</p>

Specialisation module Finance 1						
Module Code 1259SMFi01		Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Application of Capital Market Theory (2. Term)			Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Portfolio theory and practical application thereof • Performance measurement and attribution • Trading strategies using derivatives • Risk management • Financial engineering 					
3	Learning Objectives Students... ... put together and implement optimum securities portfolios. ... analyse investment performance and its causes. ... control risks using derivatives. ... answer critical questions confidently. ... create new financial instruments. ... work on practical exercises in small groups to discuss the knowledge and methods learned in class. ... agree on suitable methods for solving the practical exercises within the small groups and justify their decision. ... students reflect their own learning success by solving case studies independently.					
4	Teaching and Learning Methods lecture practice					
5	Module Entry Requirements Recommended: Supplementary Module Financial Theory					
6	Mode of End-Of-Module Examination Written test: WT (60)					
7	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development					

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	<p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz</p>
10	<p>Miscellaneous</p>

Specialisation Module Finance 2					
Module Code 1259SMFi09	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Fixed Income Management (1. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Market for Fixed Income securities • Trading strategies • Types of bonds and risk factors • Yield curves • Bond valuation and management • Interest rate derivatives 				
3	Learning Objectives Students... ... outline how the Fixed Income market operates. ... analyse various investment styles and their prospects of success. ... value bonds and bond portfolios. ... calculate the risks involved in bonds. ... weigh the anticipated return against the risk taken in order to ensure professional and responsible risk management. ... compare portfolio management strategies. ... answer critical questions confidently. ... work on practical exercises in small groups to discuss the knowledge and methods learned in class. ... agree on suitable methods for solving the practical exercises within the small groups and justify their decision. ... students reflect their own learning success by solving case studies independently.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Specialisation Module Financial Theory				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics				

	<p>Master of Science International Management: Supplementary Section International Management</p> <p>Master of Science Business Administration - Marketing: Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz</p>
10	<p>Miscellaneous</p>

Specialisation Module Finance 5						
Module Code 1259SMFi10		Workload 180h	ECTS Credits 6	Module Language German	Module Availability irregular	Duration 1 Term
1	Courses a) Versicherungskonzern und Rückversicherung (Teil A: Rückversicherung und ART) b) Versicherungskonzern und Rückversicherung (Teil B: Konzernsteuerung und Gegenseitigkeitsprinzip)			Contact Hours a) 30h b) 30h	Self-Studies a) 60h b) 60h	Course Language a) German b) German
2	Module Content <ul style="list-style-type: none"> • Decision models applying to individual economic units • Modelling of stochastic cash flows in insurance companies • Corporate and risk management in insurance companies • Capital stocks of insurance companies • Development and trends of the insurance industry • Evaluation of life insurances and non-life insurance Companies • Organization of insurance holding structures • Risk management instruments in insurance holdings • Types of reinsurance • Financial reinsurance • Alternative risk transfer 					
3	Learning Objectives Students... ... have a thorough knowledge of the levels of management in insurance companies. ... investigate value-based management of insurance companies. ... model payment flows in insurance companies. ... analyse insurance companies' risk situation. ... apply different models for calculating capital requirements. ... determine which areas of a business have which capital requirements. ... use methods for valuing personal insurance companies and property and casualty insurance companies. ... have a thorough knowledge of the fundamentals of asset liability management and capital management. ... work within the legislative framework for insurance groups. ... assess the group structures found in the insurance industry. ... understand how different types of reinsurance work. ... analyse how risk management instruments are used to meet company objectives.					
4	Teaching and Learning Methods lecture practice					
5	Module Entry Requirements no recommendations					

6	<p>Mode of End-Of-Module Examination Written test: WT (60)</p>
7	<p>Prerequisites for Awarding of Credit Points Passing the written test. Both courses must be attended; the examination refers to topics of both courses.</p>
8	<p>Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Economics vor WS 18/19: Supplementary Section Economics Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance Master of Science Economics: Supplementary Section Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Heinrich R. Schradin</p>
10	<p>Miscellaneous</p>

Specialisation Module Finance 6					
Module Code 1259SMFi06	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Empirical Finance		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Selected basic and advanced econometric methods, particularly OLS, FGLS, panel and time series • Test methods for assessing the quality of estimated and forecast results • Use of regression models as part of analysis of theoretical models and estimation/forecasting of parameters for issues of relevance in the real world 				
3	Learning Objectives Students... ... are familiar with strategies with which to collect, prepare and evaluate corporate data. ... distinguish between selected econometric methods based on this knowledge. ... interpret analysis strategies in order to evaluate the influence of specific factors on corporate performance. ... independently produce regression analyses for selected applications (e.g. for testing capital market models, estimating capital costs and valuing companies) in exercises and case studies. ... discuss their findings in groups.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of statistics				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management				

	<p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Dieter Hess</p>
10	<p>Miscellaneous</p>

Specialisation module Finance 7						
Module Code 1259SMFi07		Workload 180h	ECTS Credits 6	Module Language German	Module Availability irregular	Duration 1 Term
1	Courses Rechnungslegung von Versicherungsunternehmen nach HGB und IFRS			Contact Hours 30h	Self-Studies 60h	Course Language German
2	Module Content <ul style="list-style-type: none"> • Accounting systems • Sources of law • HGB, IAS/IFRS accounting methods • Full fair value accounting 					
3	Learning Objectives Students... <ul style="list-style-type: none"> ... analyse insurance companies' annual financial statements based on different accounting rules. ... value claims reserves, claims equalization reserves and actuarial reserves. ... explore the impact of different accounting rules on how balance sheet items are valued. ... implement risk-based auditing strategies for insurance companies. 					
4	Teaching and Learning Methods lecture practice					
5	Module Entry Requirements no recommendations					
6	Mode of End-Of-Module Examination Written test: WT (60)					
7	Prerequisites for Awarding of Credit Points Passing the written test.					
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China					

	<p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Heinrich R. Schradin</p>
10	<p>Miscellaneous</p>

Specialisation module Finance 8					
Module Code 1259SMFi08	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Asset Management (2. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Investment process and design of equity funds • Trading strategies for equity funds • Risk factors 				
3	Learning Objectives Students... ... outline the institutional framework related to asset management. ... analyse various investment styles and their prospects of success. ... value stock, bonds and combined stock/bond portfolios. ... calculate the risks involved in stocks and bonds. ... weigh the anticipated return against the risk taken in order to ensure professional and responsible risk management. ... compare portfolio management strategies. ... answer critical questions confidently. ... work on practical exercises in small groups to discuss the knowledge and methods learned in class. ... agree on suitable methods for solving the practical exercises within the small groups and justify their decision. ... reflect their own learning success by solving case studies independently.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Specialisation Module Financial Theory				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing:				

	<p>Supplementary Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager</p> <p>Univ.-Prof. Dr. Alexander Kempf Dr. Alexander Pütz</p>
10	<p>Miscellaneous</p>

Specialisation Module Value-Based Management in Insurance					
Module Code 1259SMVB00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Value-Based Management in Insurance - Theory and Practice		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Introduction in Insurance Management • Insurance Risk and Production Technology • Risk Modelling and Risk Measurement • Risk Management and Shareholder Wealth • Risk-based Capital Allocation • Decision-making in a Value-Based Management Framework • Trends and Challenges in the Insurance Industry • Trends and Challenges in the Insurance Industry 				
3	Learning Objectives Students... ... learn methods for managing and evaluating insurance companies. ... learn methods of value-based management in insurance companies. ... model cash flows of insurance companies. ... analyze the risk situation of insurance companies. ... assess different methods for calculating the capital requirements. ... assess different methods for risk capital allocation. ... learn fundamentals of asset liability management.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written examination.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management				

	<p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Dr. Muhammed Altuntas Univ.-Prof. Dr. Heinrich R. Schradin</p>
10	<p>Miscellaneous</p>

Specialisation Module Selected Issues in Finance I (6 LP)					
Module Code 1259SIIIF01	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Management of Leasing Companies (1st term)		Contact Hours 60h	Self-Studies 120h	Course Language
2	Module Content <ul style="list-style-type: none"> • Institutional Economic Analysis of Leases • Financing of Leasing Companies • Special Features of Accounting for Leasing Contracts • Calculation of Net Asset Value • Financial Controlling of Leasing Companies' Profit and Risk Situation 				
3	Learning Objectives Students... ... analyse the theoretical fundamentals of the leasing business ... recognise the special features of leasing in term in term of business administration ... assess different refinancing possibilities for leasing companies ... calculate net asset value in order to value leasing portfolios ... discuss the special features of accounting for leasing contracts ... apply financial controlling instruments to leasing companies' return/risk control activities ... develop an understanding for the managerial tasks in a leasing company				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems:				

	<p>Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Science Business Administration - Finance: Specialisation Section Finance Supplementary Section Finance</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Thomas Hartmann-Wendels</p>
10	<p>Miscellaneous</p>

Specialisation module Selected Issues in Finance II					
Module Code 1259SMSF02	Workload 180h	ECTS Credits 6	Module Language German	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Management von Bausparkassen b) Business Simulation (from winter term 20/21)		Contact Hours a) 30h b) 60h	Self-Studies a) 150h b) 120h	Course Language a) German b) German
2	Module Content a) Business Simulation Leasing <ul style="list-style-type: none"> • Typical Leasing Contract Types • Leasing Contract Calculation • Risk Management • Distribution Types • Decisions in the IT and Human Resources Departments b) Management of building societies <ul style="list-style-type: none"> • Main contents of the Building and Loan Associations Act (Bauspar-kassengesetz) • Basic theories of controlling depositors groups • Risk categories relevant for building societies • Managing interest rate margins on a depositor group level • Management of liquidity risks • Impact of the Basel Committee's capital accords on building societies 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... develop a corporate strategy on the basis of economic theories ... apply financial mathematical methods to calculate financial contracts ... evaluate the effects of their entrepreneurial decisions on the company's risk situation ... assess the effects of competition on the outcome of their actions ... explore the banking legislation upon which financial institution's management is based. ... work cooperatively in a team and develop decisions together with the other team members ... justify argumentatively, which decisions they prefer ... defend their own-developed solutions ... recognize their responsibility to the company's objective ... develop an understanding for their leadership role in a company ... assess their actions in self-reflection 				
4	Teaching and Learning Methods lecture practice Research project				
5	Module Entry Requirements no recommendations				

6	<p>Mode of End-Of-Module Examination Written test: PO</p>
7	<p>Prerequisites for Awarding of Credit Points Passing the written examination. Only one course must be attended; the examination refers to topics of only one course.</p>
8	<p>Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Finance: Specialisation Section Finance Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Thomas Hartmann-Wendels</p>
10	<p>Miscellaneous</p>

Core Module Microeconomics					
Module Code 1289BMMi04	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Game Theory		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Non-cooperative game theory • Games in normal form • Games in extensive form, with perfect and imperfect information • Finitely and infinitely repeated games • Cooperative game theory • Kern, Shapley value, negotiation solutions • Evolutionary game theory • Social choice theory and elections • Condorcet's paradox, Arrow's theorem 				
3	Learning Objectives Students... ... acquire basic knowledge of game theory. ... understand where game theory can be applied in political and social science. ... identify the links between game theory and experimental economics.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing:				

	<p>Core and Advanced Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Core and Advanced Section Supply Chain Management Supplementary Section Supply Chain Management</p> <p>Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research</p> <p>Master of Science Wirtschaftsmathematik: Economics</p> <p>Master of Science Information Systems: Supplementary Section Information Systems</p> <p>Master of Science Business Administration - Corporate Development: Core and Advanced Section Corporate Development Supplementary Section Corporate Development</p> <p>Master of Science Business Administration - Media and Technology Management: Core and Advanced Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Business Administration - Finance: Core and Advanced Section Finance Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Business Administration - Accounting and Taxation: Core and Advanced Section Accounting and Taxation</p> <p>Master of Science Economics: Core and Advanced Section Economics</p>
9	<p>Module Manager Univ.-Prof. Dr. Bettina Rockenbach</p>
10	<p>Miscellaneous</p>

Specialisation module Competition Policy					
Module Code 1289SMCP00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Competition Policy		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Institutional background: competition policy in Germany, the EU and the US • Market power: theory and measurement • Unilateral abuse of market power: horizontal and vertical restraints on competition • Multilateral abuse of market power: cartels and implicit agreements 				
3	Learning Objectives Students... ... recognise, based on models of competition theory, how competitive markets work. ... discuss the causes of market power and its effects in terms of welfare economics. ... assess, evaluate and debate cases that illustrate competition policy in practice and use competition theory to analyse them.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science International Management: Core and Advanced Section International Management Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: Economics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development:				

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	<p>Supplementary Section Corporate Development</p> <p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Specialisation Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	Module Manager N.N.
10	Miscellaneous

Specialisation Module Specific Markets A					
Module Code 1289SMSM01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Media Economics (Markets & Institutions)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • The relevant actors on these markets, their objectives and constraints • The interaction between these actors • Market equilibrium, efficiency and frictions 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... study methods of economics used for analyzing specific markets, such as, for example, health markets or media markets. ... acquire a range of instruments to help them answer questions in connection with these markets. ... understand basic characteristics of platform markets and markets with network effects. ... reproduce the relevant theories from Economics and Strategic Management theory. ... apply theory to current questions in platform markets on strategy and public policy. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements none				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test. One course has to be chosen.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Economics vor WS 18/19:				

	<p>Specialisation Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	<p>Module Manager Univ.-Prof. Dr. Johannes Münster</p>
10	<p>Miscellaneous</p>

Specialisation Module Specific Markets B					
Module Code 1289SMSM02	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Information problems in healthcare markets (Master Economics)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Relevant players on these markets, their objectives and factors of relevance to decision-making • Relationships between the players and implications for healthcare market design • Analysis of existing healthcare systems within and outside the European region 				
3	Learning Objectives Students... ... understand economic methods that can be used for theoretical analysis of healthcare markets. ... evaluate health policy measures independently.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance Master of Arts Politikwissenschaft: Supplementary Section Political Science				

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	Master of Science Economics: Specialisation Section Economics Supplementary Section
9	Module Manager N.N.
10	Miscellaneous

Specialisation Module Economics of Innovation					
Module Code 1302SMEI00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Economics of Innovation		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Pivotal and current research on selected topics in economics of innovation: <ul style="list-style-type: none"> - ideas and knowledge production, adoption and diffusion of technologies, mobility of innovators and highly qualified workers - competition in product markets, innovation and economic growth - intellectual property rights, science and basic research - design of incentive systems, limited rational and rational decisions of innovators, entrepreneurs and consumers in new markets - bounded rational and rational decisions of innovators, firms and consumers in new markets • Methods of empirical modeling, econometric methods, economic theory and data sources • Instruments of research policy, innovation policy and growth policy 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... analyze and assess advanced empirical approaches to identifying causal relationships on topics in the area of economics of innovation. ... use quantitative methods for the evaluation of research, innovation, or growth policy interventions in innovation processes and markets. ... extend their knowledge of econometric methods and build on their knowledge of economic theory. ... study the relevance of core characteristics of the relevant data and get to know important data sources. ... scrutinize current scientific literature, are introduced to new research questions and guided to develop original research ideas. 				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Core Modules Econometrics I, Microeconomics and Macroeconomics in M.Sc. Economics or the corresponding Core Modules Advanced Econometrics I, Microeconomics I and Macroeconomics I in M.Sc. Economic Research				
6	Mode of End-Of-Module Examination Written test: WT (60)				

7	<p>Prerequisites for Awarding of Credit Points Passing the written test.</p>
8	<p>Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Finance: Supplementary Section Finance Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	<p>Module Manager Univ.-Prof. Dr. Susanne Prantl</p>
10	<p>Miscellaneous Additional information will be provided in the relevant online systems and on www.ieam.uni-koeln.de.</p>

Specialisation module Matching and Market Design: Theory and Practice					
Module Code 1289SMMD00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Matching and Market Design: Theory and Practice		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • One-sided matching: House allocation and organ exchange • Two-sided matching: Entry-level labor markets • School choice und Zufallszuteilung • Abgleich von Vertägen: Vetriebsbeschränkungen und Internet-Auktionen • Große Matching-Märkte • Kombinatorische Zuordnungen und Kurszuweisung 				
3	Learning Objectives Students... ... define theoretical models of matching markets. ... use a mixture of theory, experiments, and empirics to analyze existing matching mechanisms and, if necessary, design better ones				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Science Business Administration - Finance: Supplementary Section Finance				

	<p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p> <p>Master of Science Economic Research: Specialisation Section Economic Research</p>
9	<p>Module Manager Univ.-Prof. Dr. Alexander Westkamp</p>
10	<p>Miscellaneous More detailed information is available here: http://www.matching.uni-koeln.de/de/lehre</p>

Specialisation Module Seminar in Energy, Resource and Environmental Economics					
Module Code 1289SMSE00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every term	Duration 1 Term
1	Courses Seminar in Energy, Resource and Environmental Economics		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content Varying topics from the areas of: <ul style="list-style-type: none"> • Energy economics • Environmental economics • Resource economics • Climate change economics 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... acquire the skills necessary for independent conceptual work in the fields of energy, environmental, resource or climate change economics. ... independently analyse current issues in research and practice, using the economics knowledge gained on the programme. ... critically examine the subject-specific, scientific and applied literature, summarise their findings in a piece of written work, present the results in a seminar and discuss them with the other seminar participants. 				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module <ul style="list-style-type: none"> Master of Science Business Administration - Supply Chain Management: <ul style="list-style-type: none"> Supplementary Section Supply Chain Management Master of Science Information Systems: <ul style="list-style-type: none"> Supplementary Section Information Systems Master of Science Business Administration - Media and Technology Management: <ul style="list-style-type: none"> Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: <ul style="list-style-type: none"> Specialisation Section Economics Master of Arts Politikwissenschaft: <ul style="list-style-type: none"> Supplementary Section Political Science Master of Science Economics: <ul style="list-style-type: none"> Specialisation Section Economics 				

9	Module Manager Univ.-Prof. Dr. Marc Oliver Bettzüge
10	Miscellaneous

Specialisation Module Energy Markets and Regulation (Master)					
Module Code 1289SMER02	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Energy Markets and Regulation		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content - Economic and technical fundamentals of the energy sector - Energy markets - Functioning of the electricity market - Transmission grids - Regulation				
3	Learning Objectives Students... ... acquire the skills necessary for work in the media, parties, research institutes, banks and other institutions where a good understanding of energy markets and regulation is useful. ... prepare for more advanced research in these areas. ... use empirical facts and main institutions related to examine the subject matter dealt with ... assess them critically to determine their relevance. ... study the theoretical, empirical and applied literature on said subject matter. ... discuss and assess the subject matter dealt with, using the economic knowledge they have gained on the programme.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Economic Research:				

	<p>Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Arts Politikwissenschaft: Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Oliver Bettzüge</p>
10	<p>Miscellaneous</p>

Specialisation Module Topics in Energy Markets and Regulation A					
Module Code 1289SMTE01	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every fourth term	Duration 1 Term
1	Courses Topics in Energy Markets and Regulation A		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Economic and technical fundamentals of the energy sector • Energy markets • Functioning of the electricity market • Transmission grids • Regulation 				
3	Learning Objectives Students... ... acquire the skills necessary for work in the media, parties, research institutes, banks and other institutions where a good understanding of energy markets and regulation is useful. ... prepare for more advanced research in these areas. use empirical facts and main institutions related to examine the subject matter dealt with and assess them critically to determine their relevance. ... study the theoretical, empirical and applied literature on said subject matter. ... discuss and assess the subject matter dealt with, using the economic knowledge they have gained on the programme.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management				

	<p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Oliver Bettzüge</p>
10	<p>Miscellaneous</p>

Specialisation Module Topics in Energy Markets and Regulation B					
Module Code 1289SMTE02	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every fourth term	Duration 1 Term
1	Courses Topics in Energy Markets and Regulation B		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Econometric models of energy economics • Energy markets • Regulation 				
3	Learning Objectives Students... <ul style="list-style-type: none"> ... qualify themselves for independent conceptual work in the fields of Energy Markets and Regulation. ... assess current scientific and applied issues independently, using the economic knowledge they have gained on the programme. ... study the theoretical, empirical and applied literature on said subject matter. ... summarise their findings in a written paper, present their results and discuss them with the other participants. 				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module <ul style="list-style-type: none"> Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Information Systems: Supplementary Section Information Systems Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Arts Politikwissenschaft: Supplementary Section Political Science 				

	Master of Science Economics: Specialisation Section Economics
9	Module Manager Univ.-Prof. Dr. Marc Oliver Bettzüge
10	Miscellaneous

Schwerpunktmodul Topics in Energy, Resources, Environment and the Economy A					
Module Code 1289SMTE03	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every fourth term	Duration 1 Term
1	Courses Model UNFCCC – Climate Change Strategy Role Play		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Economic and technical fundamentals of the energy sector • Economics of climate change • Resource economics • Environmental economics 				
3	Learning Objectives Students... ... acquire the skills necessary for work in the media, parties, research institutes, banks and other institutions where a good understanding of energy markets and regulation is useful. ... prepare themselves for more advanced research in these areas. ... use empirical facts and main institutions related to examine the subject matter dealt with ... assess them critically to determine their relevance. ... study the theoretical, empirical and applied literature on said subject matter. ... discuss and assess the subject matter dealt with, using the economic knowledge they have gained on the programme.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: PO				
7	Prerequisites for Awarding of Credit Points Passing the written exam.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management International Master of Environmental Sciences: Wiso-Module IMES Master of Science Information Systems: Supplementary Section Information Systems Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management:				

	<p>Supplementary Section Media and Technology Management</p> <p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics</p>
9	<p>Module Manager</p> <p>Univ.-Prof. Dr. Marc Oliver Bettzüge</p>
10	<p>Miscellaneous</p>

Specialisation Module Topics in Energy, Resources, Environment and the Economy B					
Module Code 1289SMTE04	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every fourth term	Duration 1 Term
1	Courses Topics in Energy, Resources, Environment, and the Economy B		Contact Hours 30h	Self-Studies 150h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Economic and technical fundamentals of the energy sector • Energy markets • Resource economics • Environmental economics 				
3	Learning Objectives Students... ... qualify for independent conceptual work in the fields of Energy Markets and Regulation ... assess current scientific and applied issues independently, using the economic knowledge they have gained on the programme. ... study the theoretical, empirical and applied literature on said subject matter. ... summarise their findings in a written paper, present their results in a seminar and discuss them with the other participants.				
4	Teaching and Learning Methods seminar				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination.				
8	Other Programmes that Use the Module Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management International Master of Environmental Sciences: Wiso-Module IMES Master of Science Information Systems: Supplementary Section Information Systems Master of Science Economic Research: Supplementary Section Economic Research Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Economics vor WS 18/19: Specialisation Section Economics Master of Arts Politikwissenschaft:				

	Supplementary Section Political Science Master of Science Economics: Specialisation Section Economics
9	Module Manager PD Dr. Dietmar Lindenberger
10	Miscellaneous

Specialisation module Competition Policy					
Module Code 1289SMCP00	Workload 180h	ECTS Credits 6	Module Language English	Module Availability irregular	Duration 1 Term
1	Courses Competition Policy		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content <ul style="list-style-type: none"> • Institutional background: competition policy in Germany, the EU and the US • Market power: theory and measurement • Unilateral abuse of market power: horizontal and vertical restraints on competition • Multilateral abuse of market power: cartels and implicit agreements 				
3	Learning Objectives Students... ... recognise, based on models of competition theory, how competitive markets work. ... discuss the causes of market power and its effects in terms of welfare economics. ... assess, evaluate and debate cases that illustrate competition policy in practice and use competition theory to analyse them.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (90)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Arts Regionalstudien Ost- und Mitteleuropa - Volkswirtschaftslehre: Economics Master Regional Studies Eastern Europe Master of Arts Regionalstudien Lateinamerika - Volkswirtschaftslehre: Economics Master Regional Studies Latin America Master of Science Mathematik: Economics Master of Science International Management: Core and Advanced Section International Management Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: Economics Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development:				

	<p>Supplementary Section Corporate Development</p> <p>Master of Science Economic Research: Supplementary Section Economic Research</p> <p>Master of Science Business Administration - Media and Technology Management: Specialisation Section Media and Technology Management Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Economics Master Geography</p> <p>Master of Science Economics vor WS 18/19: Specialisation Section Economics</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Arts Regionalstudien China - Volkswirtschaftslehre: Economics Master Regional Studies China</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Specialisation Section Economics Supplementary Section</p>
9	Module Manager N.N.
10	Miscellaneous

Specialisation Module Marketing I					
Module Code 1266SMark1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Business Model Innovation and Entrepreneurship b) Service Innovation		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content The module covers elements that are conceptual and applied elements, including presentations by students, case studies, discussions and guest speakers from industry. Students are expected to do their own reading in addition to the lectures and exercises.				
3	Learning Objectives Students... ... deepen their understanding of fundamental marketing theories, concepts and methods, using specific marketing tools as examples, and gain more advanced skills in assessing marketing activities independently. ... describe theories, concepts and methods for solving decision-making problems in marketing. analyse and assess the advantages of alternative decisions, using specific marketing tools as examples. ... formulate and discuss alternative marketing strategies and activities, using specific marketing tools as examples.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of marketing and multivariate methods				
6	Mode of End-Of-Module Examination Oral examination: PRES				
7	Prerequisites for Awarding of Credit Points Passing the oral examination.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik:				

BUSINESS ADMINISTRATION: Supply Chain Management - MASTER OF SCIENCE

	<p>MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Franziska Völckner</p>
10	<p>Miscellaneous Only one of the two courses (a or b) can and needs to be taken.</p>

Specialisation Module Marketing II					
Module Code 1266SMark2	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses a) Retailing (1. Term) b) Practical Applications in Retailing (1. Term)		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content The module includes conceptual and applied elements, including presentations by the students, case studies, discussions and guest speakers from the world of marketing. Students are required to do their own reading independently in addition to attending lectures and participating in exercises.				
3	Learning Objectives Students... ... develop a profound understanding of current marketing strategies and activities in retail value chains (national/international, physical/online, manufacturer/retailer) on the basis of conceptual and empirical input. ... identify, interpret and discuss tools, frameworks and theories with which to understand, analyse and assess companies' retail and distribution functions. ... appreciate the significance of the retail function and the retail sector and identify and evaluate current trends and best practice. ... understand the impact of altered consumer behaviour and of technological advances on how the retail function is managed. ... demonstrate the skills they have learned with regard to how the strategy process is applied in retail.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of marketing and multivariate methods				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written examination of one course. A course is to be attended; the written examination relates to the content of one course.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Core and Advanced Section International Management				

	<p>Master of Science Business Administration - Marketing: Specialisation Section Marketing</p> <p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Werner Reinartz</p>
10	<p>Miscellaneous</p>

Specialisation Module Marketing III					
Module Code 1266SMark3	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses Services and Media Marketing (2. Term)		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content The module includes conceptual and applied elements, including case studies, discussions and guest speakers from the world of marketing. Students are required to organise their own learning and working processes independently and self responsible in addition to attending lectures and participating in exercises.				
3	Learning Objectives Students... ... acquire a wide range of skills (e.g., strategic, quantitative) with which to manage specific products or services. ... identify, interpret and discuss theories, strategies and methods related to the management of various products/services. ... analyse and assess the planning and implementation of the marketing mix based on examples of specific products/services. ... compare the challenges involved in managing specific products/services and identify and evaluate current trends and best practice. ... apply the acquired skills for managing specific products/services (e.g., in case studies).				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of multivariate methods.				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Gesundheitsökonomie: Supplementary Section Health Economics Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Specialisation Section Marketing				

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	<p>Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Fischer</p>
10	<p>Miscellaneous</p>

Specialisation Module Marketing IV					
Module Code 1266SMark4	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - summer term	Duration 1 Term
1	Courses a) Brand Management (1. Term) b) Sustainability in Marketing and Consumer Behavior (1. Term)		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content The module includes conceptual and applied elements, including case studies, discussions and guest speakers from the world of marketing. Students are required to do their own reading in-dependently in addition to attending lectures and participating in exercises.				
3	Learning Objectives Students... ... deepen their understanding of fundamental theories, concepts and methods in marketing, using specific marketing instruments as examples, and consolidate their ability to critically and independently assess marketing strategies and activities that are based on such theories, concepts and methods. ... describe marketing as the management of assets (e.g. brands) in line with the concept of value-based marketing. ... describe and analyse theories, concepts and methods related to value-based marketing. ... analyse, assess and discuss the advantages of various value-based options that can be taken to manage such assets effectively, using specific marketing instruments as examples.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of marketing and multivariate methods				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written examination of one course. A course is to be attended; the written examination relates to the content of one course.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing:				

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	<p>Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management</p> <p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Franziska Völckner</p>
10	<p>Miscellaneous If more than one course is offered, only one course can and needs to be taken.</p>

Specialisation Module Marketing V (6 LP)					
Module Code 1266SMar15	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Marketing Performance Management		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content The module includes conceptual and applied elements, including presentations by guest speakers from the world of marketing. Students are required to organise their own learning and working processes independently and self-responsibly in addition to attending lectures and participating in exercises.				
3	Learning Objectives Students... ... develop, on the basis of theoretical and empirical input, a profound understanding to analyse and assess marketing activities in corporate practice and in theory. ... recognise and discuss the theoretical principles behind marketing performance management. ... assess and compare the impact of marketing activities in order to quantify and evaluate it in financial terms. ... recognise the impact of marketing activities on tangible and intangible marketing assets. ... assess different approaches to measure intangible firm value, i.e. brand value. ... develop strategies for marketing-mix optimization.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of marketing and multivariate methods.				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management				

	<p>Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Fischer</p>
10	<p>Miscellaneous</p>

Specialisation Module Marketing VII					
Module Code 1266SMark7	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every 2nd term - winter term	Duration 1 Term
1	Courses Customer Relationship Management		Contact Hours 60h	Self-Studies 120h	Course Language English
2	Module Content The module includes conceptual and applied elements, including presentations by the students, case studies, discussions and guest speakers from the world of marketing. Students are required to organise their own learning and working processes independently and self responsible in addition to attending lectures and participating in exercises.				
3	Learning Objectives Students... ... develop, on the basis of theoretical and empirical input, a profound understanding of current marketing strategies and activities to comprehend, analyse and assess customer relationship management in corporate practice and in theory. ... structure and distinguish between the conceptual principles behind customer relationship management and recognise the impact of customer-based marketing activities. ... develop suitable customer management activities for different business contexts. ... assess different approaches to customer value measurement and the strategies and activities derived from them.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements Recommended: Basic knowledge of marketing and multivariate methods				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science International Management: Supplementary Section International Management Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik:				

	<p>MA Business and Economics Sciences Mathematics</p> <p>Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development</p> <p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Werner Reinartz</p>
10	<p>Miscellaneous</p>

Specialisation Module Selected Issues in Marketing I					
Module Code 1266SSIMa1	Workload 180h	ECTS Credits 6	Module Language English	Module Availability every fourth term - winter term	Duration 1 Term
1	Courses a) Strategic Marketing b) Transformative Consumer Research - A Course on Social Conflicts		Contact Hours a) 60h b) 60h	Self-Studies a) 120h b) 120h	Course Language a) English b) English
2	Module Content Current marketing issues.				
3	Learning Objectives Students... ... understand selected issues in marketing. ... analyse and assess current marketing issues. ... develop, discuss, and apply marketing strategies and activities based on case studies/examples. ... derive recommendations for management action from the results.				
4	Teaching and Learning Methods lecture practice Research project Colloquium				
5	Module Entry Requirements Recommended: Basic knowledge of marketing and multivariate methods				
6	Mode of End-Of-Module Examination Combined examination: PRES, TP				
7	Prerequisites for Awarding of Credit Points Passing the combined examination. Only one course must be attended; the examination refers to topics of only one course.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development				

	<p>Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China</p> <p>Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education</p> <p>Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management</p> <p>Master of Science Geographie: Business Administration Master Geography</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Fischer Univ.-Prof. Dr. Werner Reinartz Univ.-Prof. Dr. Franziska Völckner</p>
10	<p>Miscellaneous</p>

Specialisation Module Selected Issues in Marketing II					
Module Code 1266SSIMa2	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability irregular	Duration 1 Term
1	Courses Quantitative Applications in Marketing		Contact Hours 30h	Self-Studies 150h	Course Language German and English
2	Module Content Current marketing issues.				
3	Learning Objectives Students... ... understand and recognize selected current issues in marketing. ... analyse and assess current marketing issues. ... develop, discuss, and apply marketing strategies and activities based on case studies/examples. ... derive recommendations for management action from the results.				
4	Teaching and Learning Methods lecture practice Research project Colloquium				
5	Module Entry Requirements Recommended: Basic knowledge of multivariate methods.				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test. Only one course must be attended; the examination refers to topics of only one course.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:				

	<p>Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Geographie: Business Administration Master Geography Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Fischer Univ.-Prof. Dr. Werner Reinartz Univ.-Prof. Dr. Franziska Völckner</p>
10	<p>Miscellaneous</p>

Specialisation Module Selected Issues in Marketing III					
Module Code 1266SSIMA3	Workload 180h	ECTS Credits 6	Module Language German and English	Module Availability every fourth term - winter term	Duration 1 Term
1	Courses Pricing		Contact Hours 60h	Self-Studies 120h	Course Language German and English
2	Module Content Current marketing issues.				
3	Learning Objectives Students... ... acquire a deeper understanding of selected issues in marketing ... analyse and assess current marketing issues. ... develop and discuss marketing strategies and activities based on case studies/examples. ... derive recommendations for management action from the results.				
4	Teaching and Learning Methods lecture practice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination Written test: WT (60)				
7	Prerequisites for Awarding of Credit Points Passing the written test. Only one of the courses must and can be chosen.				
8	Other Programmes that Use the Module Master of Science Mathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Marketing: Specialisation Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Wirtschaftsmathematik: MA Business and Economics Sciences Mathematics Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Arts Regionalstudien China - Betriebswirtschaftslehre: Business Administration Master Regional Studies China Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:				

	<p>Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management: Supplementary Section Media and Technology Management Master of Science Geographie: Business Administration Master Geography Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	<p>Module Manager Univ.-Prof. Dr. Marc Fischer Univ.-Prof. Dr. Werner Reinartz Univ.-Prof. Dr. Franziska Völckner</p>
10	<p>Miscellaneous</p>

Studies Abroad I (Master)						
Module Code 1014SAEr01		Workload 360h	ECTS Credits 12	Module Language	Module Availability every term	Duration 1 Term
1	Courses			Contact Hours	Self-Studies	Course Language
2	Module Content Depends on chosen course					
3	Learning Objectives Students... ... describe approaches to business administration, economics and social sciences from an international ... perspective. ... explain international issues in the areas of business administration, economics and social science. ... discuss and compare different theories and approaches in business administration, economics and ... social science. ... develop new intellectual perspectives with regard to their own education. ... recognize the dynamic, global dimensions of their professional future.					
4	Teaching and Learning Methods depending on course choice					
5	Module Entry Requirements No recommendations					
6	Mode of End-Of-Module Examination TR - depending on course selection					
7	Prerequisites for Awarding of Credit Points Depends on chosen course					
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs: Supplementary Section Business Education Master of Science Business Administration - Media and Technology Management:					

	<p>Supplementary Section Media and Technology Management</p> <p>Master of Science Economics vor WS 18/19: Supplementary Section Economics</p> <p>Master of Science Business Administration - Finance: Supplementary Section Finance</p> <p>Master of Arts Politikwissenschaft: Supplementary Section Political Science</p> <p>Master of Science Economics: Supplementary Section</p> <p>Master of Science Business Administration - Accounting and Taxation: Supplementary Section Accounting and Taxation</p>
9	Module Manager
10	<p>Miscellaneous</p> <p>Language: can be held in English or in any language offered at the host university. This module can be studied at a higher education institution in another country. There is a standardised crediting procedure for such cases. Information about course crediting (deadlines and procedures) can be obtained from the Credit Transfer Centre (WiSo Credit Transfer Centre: https://www.anrechnungswiso.uni-koeln.de/) This module can also be taken as part of a summer school organised by the WiSo Faculty. In this case, students must register for the examination in accordance with the rules of the WiSo Faculty prior to embarking on the module.</p>

Studies Abroad II (Master)					
Module Code 1014SAEr02	Workload 360h	ECTS Credits 12	Module Language	Module Availability every term	Duration 1 Term
1	Courses		Contact Hours	Self-Studies	Course Language
2	Module Content Depends on chosen course				
3	Learning Objectives Students... ... describe approaches to business administration, economics and social sciences from an international ... perspective. ... explain international issues in the areas of business administration, economics and social science. ... discuss and compare different theories and approaches in business administration, economics and ... social science. ... develop new intellectual perspectives with regard to their own education. ... are better equipped to deal with the dynamic, global dimensions of their professional future in an ... effective manner.				
4	Teaching and Learning Methods depending on course choice				
5	Module Entry Requirements No recommendations				
6	Mode of End-Of-Module Examination TR - depending on course selection				
7	Prerequisites for Awarding of Credit Points Depends on chosen course.				
8	Other Programmes that Use the Module Master of Science Business Administration - Marketing: Supplementary Section Marketing Master of Science Business Administration - Supply Chain Management: Supplementary Section Supply Chain Management Master of Science Sociology and Social Research: Supplementary Section Sociology and Social Research Master of Science Information Systems: Supplementary Section Information Systems Master of Science Business Administration - Corporate Development: Supplementary Section Corporate Development Master of Education Wirtschaftspädagogik/Lehramt an Berufskollegs:				

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

3.6.4 Masterthesis

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

BUSINESS ADMINISTRATION: Supply Chain Management - MASTER OF SCIENCE

	<p>Master of Science Business Administration - Supply Chain Management: Masterthesis</p> <p>Master of Science Business Administration - Corporate Development: Masterthesis</p> <p>Master of Science Business Administration - Media and Technology Management: Masterthesis</p> <p>Master of Science Business Administration - Finance: Masterthesis</p> <p>Master of Science Business Administration - Accounting and Taxation: Masterthesis</p>
9	<p>Module Manager AD Dr. Johannes Antweiler</p>
10	<p>Miscellaneous The master's thesis may be written in German or English.</p>