

# Studying at the Department of Business Administration and Economics



## Course Catalogue 2023/2024



No responsibility is taken for the correctness of this information. Only the examination regulations published in the MUG (Announcements of JLU Giessen) in the German version are legally binding.

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For general information about the ERASMUS Program and ECTS-Institutional Coordinators at the Justus-Liebig-University visit:

https://www.uni-giessen.de/cms/international-pages/erasmus

Names and addresses of the ECTS Departmental Coordinators of the JLU Giessen are available on the Institutional Coordinator's Internet homepage above.

BASIC FACTS					
LECTURE PERIOD:					
WINTER SEMESTER	2023/24	1.10.2023 - 31.03.2024			
START OF LECTURES	Ост 16, 2023				
END OF LECTURES	Feb 9, 2024				
CHRISTMAS BREAK:	LAST DAY OF L	ECTURES: DECEMBER 22, 2023			
	FIRST DAY OF	LECTURES: JANUARY 8, 2024			
SUMMER SEMESTER	2024	INFORMATION FOLLOWING SOON!			
<b>REGULAR EXAMINATION</b>	I PERIOD (WITH F	RESERVATION):			
WINTER SEMESTER	WINTER SEMESTER ESTIMATED: FEBRUARY – MARCH 2024 (EXACT DATES ARE NOT PUBLISHED YET)				
SUMMER SEMESTER ESTIMATED: JULY – AUGUST 2024 (EXACT DATES ARE NOT PUBLISHED YET)					
<b>RE-EXAMINATION PERIOD (WITH RESERVATION):</b>					
WINTER SEMESTER 2023/2024 ESTIMATED APRIL 2024					
SUMMER SEMESTER 2024 SEPTEMBER – OCTOBER 2024					
PLEASE NOTE THAT APART FROM SOME EXCEPTIONS MOST COURSES ARE TAUGHT IN GERMAN. THEREFORE, WE RECOMMEND A SUFFICIENT LEVEL OF WRITING AND LISTENING SKILLS IN GERMAN (B1). THE ERASMUS OFFICE WILL GIVE YOU ADVICE, IF YOU HAVE ANY QUESTIONS CONCERNING THE COURSE OFFERS.					

MOST COURSES ONLY TAKE PLACE EITHER IN WINTER OR IN SUMMER SEMESTERS. SO PLEASE CHECK UNDER COURSE OFFERS THE FREQUENCY OF YOUR DESIRED COURSES.

### ANWESENHEITSBESCHEINIGUNG / CERTIFICATE OF ATTENDANCE

ZU BEGINN DER VERANSTALTUNGEN KANN DER DOZENT/ DIE DOZENTIN DARAUF ANGESPROCHEN WERDEN, FALLS MAN EINEN BELEG FÜR DEN BESUCH DER VERANSTALTUNG BENÖTIGT, DAMIT DIESE/R DIE ANWESENHEIT TATSÄCHLICH KONTROLLIEREN KANN.

Wenn Sie eine Anwesenheitsbescheinigung für Ihre Heimatuniversität brauchen, sprechen Sie bitte den Dozenten / die Dozentin vor Beginn der Veranstaltungen an. Lassen Sie bitte den Dozenten / die Dozentin nach jeder Veranstaltung auf einem Formular Ihre Anwesenheit durch seine Unterschrift bestätigten. Das Dokument muss die folgenden Informationen enthalten: Name der Veranstaltung, Name des Dozenten / der Dozentin, Datum jeder Veranstaltung und dahinter die Unterschrift des Dozenten / der Dozentin.

Sollten Sie die Klausur des Kurses am Ende des Semesters nicht bestehen, haben Sie die Möglichkeit, durch die Vorlage dieses Dokumentes (Teilnahme mindestens 80%) dennoch 2 ECTS (ohne Note) zu erhalten.

Bei Fragen wenden Sie sich bitte an das Erasmus-Büro (Licher Straße 62, Professur VWL IV von Prof. Göcke, 1. Stock)

IT IS POSSIBLE TO CONTACT THE LECTURER AT THE BEGINNING OF THE COURSES IN ORDER TO RECEIVE A CERTIFICATE THAT VERIFIES THE ATTENDANCE OF THE COURSE IN QUESTION.

If you need a 'Certificate of Attendance' for your university please contact the lecturer at the beginning of the courses. Please let the lecturer confirm your attendance by signing a document. This document must include the following

information: name of the course, name of the lecturer, dates of the course sessions and the signatures of the lecturer after every course session.

If perhaps, you didn't pass the examination at the end of the semester this document gives you the possibility to get 2 ECTS for this course (without grade, participation of the course at least 80% mandatory).

For further questions please contact the Erasmus office (Licher Straße 62, Chair VWL IV of Prof. Göcke, 1<sup>st</sup> floor.

### A. Educational Policy

### 1. Bachelor

In the following paragraphs the new modularised degrees BSc and MSc in Business administration and in Economics will be outlined. The bachelor degree is a first academic degree with the purpose of acquiring the necessary scientific methods and instruments, as well as to get a systematic orientation in the field of economics and business administration.

The students can obtain 180 credit points within 6 semesters in different modules. Most modules have a value of 6 credit points and the thesis module has a weight of 12 credit points. The modules are assessed on the normal European ECTS-scale.

The students have the choice between different majors:

- Business Administration
- Management
- Finance and Accounting (F&A)
- Economics
- General Business and Economics (GBE)
- Data Economy

#### 2. Master

The master's degree is a continuative degree that can be studied after the successful graduation of the bachelor's degree program. The master's degree program lasts 2 years.

Students who aim for the degree Master of Science of Business Administration have the choice between the following majors:

- Business Administration
- Management
- Finance and Accounting
- Data Economy

Students who aim for the degree Master of Science of Economics have the choice between the following majors:

- Economics
- Economics of Global Risk
- Data Economy

### B. The Department's Facilities

All the facilities are on the campus Licher Straße 60-76, 35394 Gießen. The telephone numbers begin always with the general university number +49-641-99-..., followed by a five digit number (which begins always with the digits 22 in case of the department of economics and business administration). The email-Address is usually composed as follows: FirstName.LastName@wirtschaft.uni-giessen.de

1. Administration

Dean's office Dean: Prof. Dr. Corinna Ewelt-Knauer Vice dean: Prof. Dr. Arnt Wöhrmann Dean for study affairs: Dr. Jana Brandt-Gkovas Dean's assistant: Kira Isabel Prössl / Secretary: Diana Guja

Licher Str. 74, 35394 Gießen Tel.: +49-641-99-22001/22611 Fax: +49-641-99-22009 Email: <u>dekanat@wirtschaft.uni-giessen.de</u>

The department's study advisory services Service-Center Studies Director: Prof. Dr. Jürgen Meckl Contact Persons: Marianne Löhr, Dr. Jana Brandt-Gkovas

Licher Str. 70, 35394 Gießen Tel.: +49-641-99-24502 Fax: +49-641-99-24509 Email: <u>Studiendekanat@wirtschaft.uni-giessen.de</u>

The department's library Licher Str. 68, 35394 Gießen Managing librarian: Dipl.-Volkswirt Bertram Wilmer

Tel.: +49 641 99-22020 Fax: +49 641 99-21039 Email: <u>Bertram.Wilmer@bibsys.uni-giessen.de</u> Opening hours: Mon – Sun: 8:30 – 21:00 h

Examination office (Prüfungsamt) Licher Str. 70, 35394 Gießen Director: Prof. Dr. Georg Götz; Dr. Jana Brand-Gkovas Contact person: Dr. Jana Brandt-Gkovas, Horst Becker, Suzan Gündüz Tel.: +49-641-99-24500 Fax: +49-641-99-24509 Email: <u>Pruefungsamt@wirtschaft.uni-giessen.de</u>

## 2. University Chairs at the Department of Business Administration and Economics

Chair Chair holder Address Telephone/FAX Email Subject	BWL I Prof. Dr. Alexander Haas Licher Str. 66 35394 Gießen +49-641-99-22401/22409 <u>Alexander.Haas@wirtschaft.uni-giessen.de</u> General Business Administration, Marketing
Chair Chair holder Address Telephone/FAX Email Subject	BWL II Prof. Dr. Andreas Bausch Licher Str. 62 35394 Gießen +49-641-99-22431/22439 <u>Andreas.Bausch@wirtschaft.uni-giessen.de</u> General Business Administration, Organization, Leadership
Chair Chair holder Address Telephone/FAX Email Subject	BWL IV Prof. Dr. Arnt Wöhrmann Licher Str. 62 35394 Gießen +49-641-99-22261/22269 info.bwl4@wirtschaft.uni-giessen.de General Business Administration, Managerial Accounting, Controlling
Chair Chair holder Address Telephone/FAX Email Subject	BWL V Prof. Dr. Andreas Walter Licher Str. 74 35394 Gießen +49-641-99-22521/22529 <u>Andreas.Walter@wirtschaft.uni-giessen.de</u> General Business Administration, Risk Management and Financial Services
Chair Chair Holder Address Telephone/FAX Email Subject	BWL VI Prof. Dr. Christina Bannier Licher Str. 62 35394 Gießen +49-641-99-22551/22559 Christina.Bannier@wirtschaft.uni-giessen.de Banking & Finance
Chair Chair holder Address Telephone/FAX Email Subject	BWL VII Prof. Dr. Corinna Ewelt-Knauer Licher Str. 62 35394 Gießen +49-641-99-22581 <u>Corinna.Ewelt-Knauer@wirtschaft.uni-giessen.de</u> General Business Administration, Financial Accounting
Chair Chair holder Address Telephone/FAX Email Subject 11	BWL VIII Prof. Dr. Frank Walter Licher Str. 62 35394 Gießen +49-641-99-22101/222109 <u>Frank.Walter@wirtschaft.uni-giessen.de</u> General Business Administration, Human Resource Management, Organization

ECTS Information Package, University of Giessen, Department of Business Administration and Economics

Chair Chair holder Address Telephone/FAX Email Subject	BWL IX Prof. Dr. Axel C. Licher Str. 70 35394 Gießen +49-641-99-22611/22619 <u>Axel.Schwickert@wirtschaft.uni-giessen.de</u> General Business Administration, Business Information Systems
Chair Chair holder Address Telephone/FAX Email Subject	BWL X Prof. Dr. Monika Schuhmacher Licher Str. 62 35394 Gießen +49-641-99-22551/22559 Monika.Schuhmacher@wirtschaft.uni-giessen.de Technology-, Innovation- and Start-Up-Management
Chair Chair holder Address Telephone/FAX Email Subject	BWL XI Prof. Dr. Nicolas Pröllochs Licher Str. 62 35394 Gießen +49-641-99-22551/22559 Nicolas.Proellochs@wi.jlug.de Data Science & Digitalisation
Chair Chair holder Address Telephone/FAX Email Subject	VWL I Prof. Dr. Georg Götz Licher Str. 62 35394 Gießen +49-641-99-22051/22059 <u>Georg.Goetz@wirtschaft.uni-giessen.de</u> General Economics, Microeconomics, Industrial Organization, Regulation and Antitrust
Chair Chair holder Address Telephone/FAX Email Subject	VWL III Prof. Dr. Jürgen Meckl Licher Str. 66 35394 Gießen +49-641-99-22111/22119 Juergen.Meckl@wirtschaft.uni-giessen.de General Economics, International Economics
Chair Chair holder Address Telephone/FAX Email Subject	VWL IV Prof. Dr. Matthias Göcke Licher Str. 62 35394 Gießen +49-641-99-22241/22249 <u>Matthias.Goecke@wirtschaft.uni-giessen.de</u> General Economics, Economics for Subsidiary Students, Economics of Transition and Integration
Chair Chair holder Address Telephone/FAX Email Subject	VWL V Prof. Dr. Peter Tillmann Licher Str. 66 35394 Gießen +49-641-99-22171/22179 Peter.Tillmann@wirtschaft.uni-giessen.de General Economics, Monetary Economics

ECTS Information Package, University of Giessen, Department of Business Administration and Economics

Chair	VWL VI
Chair holder	Prof. Dr. Max Albert
Address	Licher Str. 66
, lucious	35394 Gießen
Tolophono/FAY	
Telephone/FAX	+49-641-99-22200/22209
Email	Max.Albert@wirtschaft.uni-giessen.de
Subject	Behavioural and Institutional Economics
Chair	VWL VII
Chair holder	Prof. Dr. Peter Winker
Address	Licher Str. 64
Address	35394 Gießen
Telephone/FAX	+49-641-99-22641/22649
Email	Peter.Winker@wirtschaft.uni-giessen.de
Subject	Statistics and Econometrics
Chair	VWL VIII
Chair holder	Prof. Dr. Christian Gissel
Address	Licher Str. 62
, luci coo	35394 Gießen
Telephone/FAX	+49-641-99-22054/19731
Email	Christian.Gissel@wirtschaft.uni-giessen.de
Subject	Health Economics
Chair	VWL IX
Chair holder	Prof. Dr. Irene Bertschek
Address	Licher Str. 64
	35394 Gießen
Telephone/FAX	+49-641-99-22641/22649
Email	
	Irene.Bertschek@wirtschaft.uni-giessen.de
Subject	Economics of Digitalisation
Chair	VWL X
Chair holder	Prof. Dr. Mirjam Stockburger
Address	Licher Str. 62
	35394 Gießen
Telephone/FAX	+49-641-99-22690
Email	Mirjam.Stockburger@wirtschaft.uni-giessen.de
Subject	Data Economy
	Data Loonomy
	Manager and a Base Park
Lectureship / subject	Managerial English
Lecturer	DiplAngl. Thomas Wagner

Address	Licher Str. 60
	D-35394 Gießen
Telephone/FAX	+49-641-99-22671
Email	Thomas.Wagner@wirtschaft.uni-giessen.de

## *Overview of all Courses in English at the Department of Business Administration and Economics*

### Winter semester

Code	Course	Chair
	Winter semester	
Bachelor		
02-BWL:BSc-B1-1	Marketing	BWL I
02-BWL:BSc-B1-3	Customer Management	BWLI
02-BWL:BSc-B8-3	Leadership	BWL VIII
02-VWL:BSc-V3-1	International Trade	VWL III
	Empirical Economic Research and	
02-VWL/BWL:BSc-St-2	Econometrics (digital)	VWL VII
02-Q:BSc-Englisch-7	Oral Communication	Managerial English
02-Q:BSc-Englisch-8	Written Communication	Managerial English
02-Q:BSc-Englisch-9	Working Across Culture	Managerial English
Master		
02-BWL:MSc-B1-1	Product Management	BWLI
02-BWL:MSc-B1-3	Advanced Issues in Marketing and Sales	BWLI
02-BWL:MSc-B6-1	Applied Corporate Finance	BWL VI
02-BWL:MSc-B10-2	Creativity and Entrepreneurship	BWL X
02-BWL/VWL:MSc-B11-1	Text Mining	BWL XI
02-VWL:MSc-V1-2	Industrial Organization	VWL I
02-VWL:MSc-V3-1	Theory of International Trade	VWL III
02-VWL:MSc-V5-2	Advanced Macroeconomics	VWL V
02-VWL:MSc-V5-3	Risk and the Open Economy	VWL V
02-VWL:MSc-St-1	Advanced Econometrics	VWL VII
02-Q:MSc-Englisch-2	Business Ethics	Managerial English

### Summer semester

Code	Course	Chair	
	1		
Bachelor			
02-BWL:BSc-B1-4	Sales Strategy and Execution	BWL I	
02-BWL:BSc-B10-2	Technology and Innovation Management	BWL X	
С	E-Commerce	BWL XII	
02-VWL:BSc-V4-1	Transition and Integration Economics	VWL IV	
02-BWL:BSc-Englisch-9	Working Across Culture	Department of English	
Master			
02-BWL:MSc-F-B5-4	Sustainable Portfolio Management	BWL V	
02-BWL:MSc-B10-1	Managing the Innovation Process	BWL X	
02-BWL:MSc-B11-2	Data Science for Consumer Behavior	BWL XII	
02-BWL:MSc-A-B4-3	Cases in Consulting and Management	BWL IV	
	Accounting		
02-VWL:MSc-V1-1	Economics of Regulation	BWL XII	
02-VWL:MSc-V1-3	Economics of Innovation	BWL XII	
02-VWL:MSc-V3-2	Trade Policy and International Factor VWL III		
	Movements		
02-VWL:MSc-V3-3	Summer School in Economics	VWL III	
02-VWL:MSc-V3-4	Virtual Summer School: Economics of		
	Dept Crisis		
02-VWL:MSc-V5-1	Financial Markets and International	VWL V	
	Macroeconomics		
02-VWL:MSc-V9-1	Economics of Digitalization	VWL IX	
02-VWL/BWL:MSc-V10-1	Cause and Effect: Topics in Empirical	VWL X	
	Economics of Education, Labor and		
	Health		
02-Q:MSc-Englisch-2	Business Ethics	Managerial English	
02-Q:MSc-Englisch-3	Rhetoric for Managers	Managerial English	

## C. Course Offers

### Bachelor (BSc) program courses

02-Wi	wi: <b>BSc</b> -Or-1	Managemer	nt l	1 <sup>st</sup> semester	6 CP		
Course Management I							
Code 02-Wiwi:BSc-Or-1							
	y / Department /		s Administration / BWL II – Strat		tional		
Chair			t, BWL VIII – Human Resource I				
-	inators		as Bausch and Prof. Frank Walte	r			
	rements	None					
	e Contents	basics under princip under impor knowl under decisi basic and le under organ subjet corpo consti comp found found	erstanding business lines of argument and their applications ciples and practice of business analysis and calculations erstanding the types of goals, goal relationships and the ortance of goals for corporate governance wledge of the nature and areas of corporate governance erstanding the problem-solving process of diverse constitutive				
Teach	ing Method		foundations of human resource management Lecture and tutorial				
	Total		180 hours				
Workload (hours)	Course		Attendance Preview and review		and review		
urs	Lectur	e	30		60		
Workloa (hours)	Tutoria		30		60		
	sment	1	se assessment				
13363	Requirements		None				
ent	Type(s) (duration)		Written examination (60 – 90 minutes)				
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment				
-	Contribution to final grade		100% written examination				
Frequency Winter seme		ester					
Teaching language German							
Note For furthe			nodule information and required	readings, see St	udIP		

02-W	iwi: <b>BSc-</b> Or-2	Manageme	nt II	2 <sup>nd</sup> Semester	6 CP
Course Management II					
Code		02-Wiwi:BSc	-Or-2		
Facul	Ity / Department /	02 / Busines	s Administration / BWL I – Marke	eting and Sales	Management,
Chair			ovations and Start-Up Managem		
Coord	dinators	Prof. Alexan	der Haas and Prof. Monika Schu	Ihmacher	
Requ	irements	None			
Learr	ning Outcomes	basics • under	ledge and systematic understanding of business administration s rstanding business lines of argument and their applications ples and practice of business analysis and calculations		
Course Contents • advar • techn • procu • marke			nced basics of business administration ology and innovation management rement		
Teac	hing Method		_ecture and tutorial		
	Total	180 hours			
Workload (hours)	Course		Attendance	Preview	and review
Workloa (hours)	Lectur	е	30		60
Nc (hc	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		al grade	100% written examination		
Frequ	lency	Summer ser	nester		
Teac	hing Language	German			
Note		For further n	nodule information and required	readings, see St	tudIP

02-W	iwi: <b>BSc</b> -Or-3	Accounting		1 <sup>st</sup> semester	6 CP
0		A			
Cours		Accounting			
Code		02-Wiwi:BSo			
	ty / Department /		s Administration / BWL IV – Mar	agerial Account	ting,
Chair			inancial Accounting		
	dinators		öhrmann and Prof. Corinna Ewe	lt-Knauer	
	irements	None			
• ur fir • kr		<ul> <li>under finance</li> <li>knowi</li> </ul>	knowledge of managerial and financial accounting rstanding double-entry bookkeeping as a core principle of cial accounting ving the three parts of cost accounting: cost type accounting, cost er accounting, cost unit accounting		
Course Contents • b a • b • c • f		accou • basics • cost t • full co	cs of bookkeeping/journal entries and basics of external financial bunting cs of cost accounting type accounting, cost center accounting, cost unit accounting costing and direct costing ication of other cost accounting tools		
Teacl	hing Method	Lecture and			
	Total	180 hours			
Workload (hours)	Course		Attendance	Preview	and review
Workloa (hours)	Lectur	е	30		60
No Ad	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 m	inutes)	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		al grade	100% written examination		
Frequ		Winter seme	ester		
Teacl	hing Language	German			
Note		For further n	nodule information and required	readings, see S	tudIP

02-W	′iwi: <b>BSc</b> -Or-4	Finance		2 <sup>nd</sup> semester	6 CP
Course Finance					
Code		02-Wiwi:BS			
	Ity / Department /		s Administration / BWL V – Fina	ancial Services,	
Chair			anking & Finance		
	dinators		as Walter and Prof. Christina Bar	nnier	
	iirements	None			
Learr	ning Outcomes	basic		U	
			standing business lines of argun ples and practice of business an		
Cour	se Contents		s in investments		
e e an		basics in finance			
		More detailed information is available from the coordinators.			
Теас	hing Method	Lecture and	d tutorial		
	Total	•	180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Worklo; (hours)	Lectur	e	30		60
ĕ Ĕ	Tutoria	al	30		60
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
int	Type(s) (duration)	)	Written examination (60 – 90 minutes)		
Assessment	Type of reassess	ment	Equivalent to type of initial assessment		
Contribution to final grad		al grade	100% written examination		
Frequ	Jency	Summer ser	nester		
Teac	hing Language	German			
		For further n	nodule information and required	readings, see St	tudIP

02-W	'iwi: <b>BSc</b> -Or-5	Microecond	omics I	1 <sup>st</sup> semester	6 CP	
Cours	20	Microeconor	mics I			
Code		02-Wiwi:BSc				
-	ity / Department /		ics / VWL I – Industrial Econom	ice Compotition	Policy and	
Chair		Regulation		lics, competition	r Folicy and	
	dinator	Prof. Georg	Cötz			
	irements	None	6012			
	ning Outcomes		ould develop a basic understand	ing of how mark	ets work and	
Lean		whether mai	ould develop a basic understanding of how markets work and rket outcomes are beneficial from the viewpoint of society. The helps to understand the potential and limits of economic policy in exts			
Cours	se Contents	econo	omic thinking			
		<ul> <li>basics</li> </ul>	s of supply and demand			
		<ul> <li>the id</li> </ul>	ea of markets and welfare			
			ublic sector and economic policy			
		firm behavior under perfect and imperfect competition				
		Please take detailed information on concrete module contents from the				
			notices about the attributed course.			
Teac	hing Method	Lecture and				
p	Total		180 hours			
Workload (hours)	Course		Attendance	Preview	and review	
Worklo: (hours)	Lectur		30		60	
≳ ר	Tutoria	al	30		60	
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ıt	Type(s) (duration)		Written examination (90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Contribution to final grad		al grade	80-90% written assessment; 20-10% assignment (details to be announced in class)			
Frequ	lency	Winter seme	ester			
	hing Language	German				
Note		For further n	nodule information and required	readings, see St	tudIP	

02-W	′iwi: <b>BSc</b> -Or-6	Microecond	omics II	2 <sup>nd</sup> semester	6 CP
L		1			
Cours		Microeconor			
Code		02-Wiwi:BSo			
Facul Chair	lty / Department /	02 / Econom	nics / VWL VI – Behavioural and	Institutional Eco	nomics
Coord	dinator	Prof. Max Al	bert		
Requ	irements	none			
Learning Outcomes		metho its his • ability	<ul> <li>methodological, decision-theoretic and mathematical foundations and its historical development</li> <li>ability to interpret and critically discuss simple models from this area</li> </ul>		
Course Contents • ba • the • the • ge			e methods Ty of the consumer Ty of the firm ral equilibrium theory remporal decision making and decision making under risk		
Teac	hing Method	Lecture and tutorial			
σ	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Worklo; (hours)	Lectur	e	30		60
ŠĔ	Tutoria	al	30		60
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		al grade	100% written examination		
Frequ	uency	Summer ser	nester		
Teac	hing Language	German			
Note		For further n	nodule information and required	readings, see S	tudIP

02-W	iwi: <b>BSc</b> -Or-7	Macroecon	omics I	1 <sup>st</sup> semester	6 CP
			· · · ·		
Cours		Macroecono			
Code		02-Wiwi:BSo	-		
Chair			nics / VWL III – International Eco	onomics	
Coord	dinator	Prof. Jürgen	Meckl		
Requ	irements	None			
Learning Outcomes • kn ma • un ap		macro • under applic	ledge and systematic reproduction of fundamental oeconomics rstanding for lines of macroeconomic reasoning and their cation calculations and evaluations within macroeconomic questions		
Course Contents •		<ul> <li>Keyne</li> <li>goods</li> <li>goods</li> </ul>	c concepts of macroeconomics nesian income-expenditure model Is and money markets – the IS-LM model Is markets and financial markets in the open economy lization policy and the exchange rate – the Mundell-Fleming model		
Teac	hing Method	Lecture and	tutorial		
70	Total	180 hours			
Workload (hours)	Course		Attendance	Preview	and review
Workloa (hours)	Lectur	е	30		60
N K	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% written assessment		
	uency	Winter seme	ester		
Teac	hing Language	German			
Note		For further n	nodule information and required	readings, see S	tudIP

02-W	iwi: <b>BSc</b> -Or-8	Macroecon	omics II	2 <sup>nd</sup> semester	6 CP
		1			
Course Macroecono					
Code		02-Wiwi:BSo			
Facul Chair	lty / Department /	02 / Econom	nics / VWL V – Monetary Econon	nics	
Coord	dinators	Prof. Peter 7	Tillmann		
	mmended prior sework	None			
Learning Outcomes		<ul> <li>Acquisition of theoretical knowledge and applied skills in macroeconomics II resulting in improved methodological and self-management competence (to be specified in initial course session): <ul> <li>knowledge and systematic understanding of economic basics</li> <li>understanding business lines of argument and their applications</li> <li>principles and practice of business analysis and calculations</li> </ul> </li> </ul>			
Course Contents		<ul> <li>introduction to growth theory</li> <li>labour markets</li> <li>money and prices in the short-run and the long-run</li> <li>intertemporal consumption and saving decisions</li> <li>macroeconomic data and stylized facts</li> </ul>			
Teac	hing Method	Lecture and	tutorial		
Р	Total	•	180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Workloa (hours)	Lectur	е	30		60
No Ad	Tutoria	al	30		60
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		al grade	100% written examination		
Frequ		Summer ser	nester		
Teac	hing Language	German			
Note		For further n	nodule information and required	readings, see S	tudIP

02-W	′iwi: <b>BSc</b> -Or-9	Mathematic	s for Economists	1 <sup>st</sup> semester	6 CP	
		•				
Cours			s for Economists			
Code		02-Wiwi:BSo				
	Ity / Department /	02 / Econom	nics / VWL VII - Statistics and E	conometrics		
Chair						
-	dinator	Prof. Peter V	Vinker			
	irements	None				
Learr	ning Outcomes	under	edge and systematic understan standing mathematical lines of ation and practice of mathemat	argument and th	eir principles of	
Cours	se Contents	<ul> <li>basics</li> </ul>	s of mathematics			
		<ul> <li>analys</li> </ul>	sis of one variable			
		analysis of several variables				
			algebra			
Teac	hing Method	Lecture and	tutorial			
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview	and review	
Worklo; (hours)	Lectur		30		60	
≥£	Tutoria	al	30		60	
Asse	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60 minutes)			
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment			
Contribution to final grade		100% written examination				
Frequ	lency	Winter seme	ester			
Teac	hing Language	German				
Note		For further n	nodule information and required	readings, see S	tudIP	

02-W	iwi: <b>BSc</b> -Or-10	Fundament	als of Statistics	2 <sup>nd</sup> semester	6 CP		
Cours	se	Fundamenta	als of Statistics				
Code	•	02-Wiwi:BSo	-Or-10				
Facu	lty / Department /	02 / Econom	nics / VWL VII - Statistics and Ec	onometrics			
Chair							
Coor	dinator	Prof. Peter V	Vinker				
Requ	irements	None					
Learr	ning Outcomes		edge and systematic understand				
			standing statistical lines of argui				
_			ples and practice of statistical ar	alysis and calcu	lations		
Cour	se Contents		riptive statistics				
			<ul> <li>probability calculus</li> </ul>				
-			dom variables and distributions				
leac	hing Method	Lecture and					
ad	Total		180 hours				
klo (s	Course		Attendance	Preview	and review		
Workload (hours)	Lectur		30		60		
2 E	Tutoria	•	30		60		
Asse	ssment	End-of-cours	se assessment				
	Requirements		None				
ent	Type(s) (duration)	)	Written examination (60 minutes)				
Assessment	Type of reassess	nent	Equivalent to type of initial assessment				
Ass	Contribution to final grade		100% written examination				
Frequ	lency	Summer ser	nester				
	hing Language	German					
Note	<b>. .</b>	For further n	nodule information and required	readings, see St	tudIP		

02-B\	WL: <b>BSc-</b> B1-1	Marketing	3	<sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Course Marketing					
Code		02-BWL:BS	c-B1-1		
-	Ity / Department /		s Administration / BWL I – Mar	keting and Sales Management	
Coord	dinator	Prof. Alexan	der Haas		
Requ	irements	None			
Learning Outcomes • inde insi • abil • abil app • abil		insigh ability ability appro ability and s	endent compilation, evaluation and interpretation of scientific the in their societal and ethical context to structure further independent study and learning to formulate, defend and criticize specific positions and baches in this field to discuss information, ideas, issues and solutions with both lay specialist audiences in this field		
Course Contents		<ul> <li>comprehension of market actors</li> <li>development of market strategies</li> <li>formulation of marketing measures</li> <li>implementation of market strategies</li> </ul>			
Teac	hing Method	Lecture and	ure and tutorial		
p	Total		180 hours		
cloa s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur		30	60	
ج ج	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment or in-course ass	sessment	
	Requirements		None		
nt	Type(s) (duration)		Written examination, simulation (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		al grade	90-100% written assessment; 0-10% simulation (details to be announced in class)		
Frequ	lency	Winter seme	ester		
Teac	hing Language	English			
Note		For further n	nodule information and required	readings, see StudIP	

02-B\	WL: <b>BSc-</b> B1-2	Marketing F	Research	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP
Cours	20	Marketing R	esearch	
Code		02-BWL:BS		
	ty / Department /	•		arketing and Sales Management
Coord	dinator	Prof. Alexan	der Haas	
Requ	irements	None		
Learning Outcomes		<ul> <li>independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>ability to structure further independent study and learning</li> <li>ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
		<ul> <li>comprehension of market research</li> <li>development and execution of market research projects</li> <li>understanding of the methods of data evaluation</li> <li>generating market information</li> </ul>		
Teacl	hing Method	Lecture and	tutorial	
þ	Total		180 hours	
loa s)	Course		Attendance	Preview and review
Workload (hours)	Lectur	е	30	60
ХЧ)	Tutoria	al	30	60
Asses	ssment	End-of-cours	se assessment	1
	Requirements		None	
ent	Type(s) (duration)		Written examination (60-90 minutes)	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment	
Contribution to final grade		100% written examination		
Frequ	lency	Summer ser	nester	
Teac	hing Language	German		
Note		For further n	nodule information and requir	ed readings, see StudIP

02-B\	WL: <b>BSc-</b> B1-3	Customer M	lanagement	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
		[			
Cours		Customer M			
Code		02-BWL:BS			
Facul Chair	lty / Department /	02 / Busines	s Administration / BWL I – Ma	arketing and Sales Management	
Coord	dinator	Prof. Alexan	der Haas		
Requ	irements	None			
Learning Outcomes		endent compilation, evaluation and interpretation of scientific its in their societal and ethical context to structure further independent study and learning to formulate, defend and criticize specific positions and aches in this field to discuss information, ideas, issues and solutions with both lay pecialist audiences in this field			
• •		<ul><li>plann</li><li>plann</li><li>custo</li></ul>	<ul> <li>planning and realization of selling processes</li> <li>planning and realization of negotiation processes</li> </ul>		
Teac	hing Method	Lecture and	v		
70	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
urs urs	Lectur	е	30	60	
Workloa (hours)	Tutoria	al	30	60	
Asse	ssment	In-course as	sessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes) and oral assessment (to be announced in initial session)		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
Contribution to final grade			66,66% written assessment and 33,33% oral assessment		
	uency	Winter seme	ester		
Teac	hing Language	English			
Note	Note For further module information and required reading			ed readings, see StudIP.	

02-B\	WL: <b>BSc-</b> B1-4	Sales Strate	egy and Execution	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
		•		•	
Course		Sales Strategy and Execution			
Code	ļ	02-BWL:BS			
Facul Chair	lty / Department /	02 / Business Administration / BWL I – Marketing and Sales Management			
Coord	dinator	Prof. Alexan	der Haas		
Requ	irements	None			
Learning Outcomes		<ul> <li>independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>ability to structure further independent study and learning</li> <li>ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>			
Course Contents		<ul> <li>understanding sales process and performance</li> <li>formulating sales strategies</li> <li>implementing sales strategies</li> <li>negotiating and selling</li> <li>analysing and controlling the sales process</li> </ul>			
Teac	hing Method	Lecture and			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview a	and review
Workloa (hours)	Lectur	e	30		60
Vc (ho	Tutorial		30	6	60
Asse	ssment	In-course as	sessment		
	Requirements		None		
ц	Type(s) (duration)		Written assessment and oral assessment (to be announced in initial session)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Contribution to final grade		al grade	75-80%% written assessment and 20-25% oral assessment (to be announced in initial session)		
Frequ	lency	Summer ser	mester		
	Teaching Language English				
Note		For further n	nodule information and requir	ed readings, see Stu	ldIP

02-B	WL: <b>BSc</b> -B2-1	Managemer	nt Skills and Methods	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cour	<u></u>	Managaman	t Skills and Mathads		
Course Code		Management Skills and Methods 02-BWL:BSc-B2-1			
	; Ity / Department /		s Administration / BWL II – St	ratagic and International	
Chair	2 1	Managemen			
	dinator	Prof. Andrea			
-	lirements	None			
Learning Outcomes		<ul> <li>basic understanding of goals, tasks and capabilities of management and theories of management</li> <li>knowledge of key methods and frameworks for systematic analysis, problem solving and decision making across the management process</li> <li>independent compilation, evaluation and interpretation of scientific insights from different areas in management</li> </ul>			
Course Contents		<ul> <li>identification, structuring and analysis of problems</li> <li>conceptual and creative thinking</li> <li>strategic analysis and evaluation</li> <li>financial analysis and evaluation</li> <li>communication of problem solving</li> <li>problem solving as a project</li> </ul>			
Teac	hing Method	Lecture and tutorial			
	Total		180 hours		
oa( s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur	е	30	60	
м ХЧ	Tutoria	al	30	60	
Asse	ssment	End-of-cours	se assessment		
	Requirements	L	None		
Assessment	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
	Type of reassessr	nent	Equivalent to type of initial assessment		
			70-100% written assessment and 0-30% project assignment		
	Frequency Winter sen		ester		
	hing Language	German			
Note		For further module information and required readings, see StudIP			

02-B\	WL: <b>BSc-</b> B2-2	Strategic ar Managemer	nd International nt	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP	
		Strategic and International Management				
Code		02-BWL:BSc				
Facul Chair	ty / Department /	02/ Business Managemen	s Administration / BWL II – St It	rategic and Internat	ional	
	dinator	Prof. Andreas Bausch				
-	irements	None				
Learning Outcomes		mana • knowl and p • knowl intern • indep insigh • introd • strate • busine • intern • strate	<ul> <li>knowledge of key methods and frameworks for systematic analysis and problem solving in strategic decision making</li> <li>knowledge of evidence provided by empirical studies in strategic and international management</li> <li>independent compilation, evaluation and interpretation of scientific insights from research in strategy and international business</li> <li>introduction to strategic and international management</li> <li>strategy processes and strategic analysis</li> <li>business and corporate strategy</li> <li>international trade and foreign direct investment</li> <li>strategy and organisation in international enterprises</li> </ul>			
Teac	hing Method	Lecture and	ationalisation and firm perforr tutorial	nanoo		
	Total		180 hours			
oac	Course		Attendance	Preview	and review	
orkl ours	Lectur	е	30		60	
Workload (hours)	Tutoria	al	30		60	
Asse	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Ass			70-100% written assessment and 0-30% project assignment			
Frequ		Winter seme	lester			
Teac	Teaching Language German					
Note		For further module information and required readings, see StudIP				

02-B\	WL: <b>BSc</b> -B4-1	Fundament	als of Controlling	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP		
		[				
Course			als of Controlling			
Code		02-BWL:BS				
Facul Chair	ty / Department /	02 / Business Administration / BWL IV – Managerial Accounting				
Coord	dinator	Prof. Arnt Wöhrmann				
Requ	irements	None				
Learning Outcomes		<ul> <li>ability to systemize and apply core concept of managerial accounting</li> <li>general understanding of the idea of managerial accounting and also of selected managerial accounting concepts along the value chain (primary and support activities)</li> <li>enabling students to adapt, apply and challenge selected instruments</li> </ul>				
Course Contents		<ul> <li>introduction to managerial accounting including an overview of important managerial accounting conceptions</li> <li>role of managerial accounting for supporting decisions</li> <li>presentation of fundamental managerial accounting tasks, concepts and instruments (e.g., transfer pricing, budgeting)</li> </ul>				
Teacl	hing Method	Lecture and	tutorial			
7	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Lectur	е	30	60		
No Ad	Tutoria	al	30	60		
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessment		Equivalent to type of initial assessment			
Ass	Contribution to final grade		100% written examination			
Frequency Winter seme		ester				
Teacl	Teaching Language German					
		For further n	or further module information and required readings, see StudIP.			

02-B	WL: <b>BSc</b> -B4-2	Cost Manag	gement	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP		
-						
Course		Cost Management				
Code		02-BWL:BS				
Facu Chair	lty / Department / ·	02 / Busines	02 / Business Administration / BWL IV – Managerial Accounting			
Coor	dinator	Prof. Arnt Wöhrmann				
Requ	iirements	None				
Learning Outcomes		<ul> <li>knowing how to apply cost management instruments in specific situations</li> <li>students can differentiate between various concepts and instruments of cost management</li> <li>students understand cost information and can base business decisions on this understanding</li> </ul>				
Course Contents		based • funda costin • select	d costing, cost analysis) mental and advanced concepts ig) ted management accounting ins	in cost accounting (e.g. activity of cost management (e.g. target struments		
Teac	hing Method	Lecture and	-			
be	Total		180 hours	· · · · ·		
Workload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Lectur		30	60		
35	Tutoria	al	30	60		
Asse	ssment	End-of-cours	se assessment			
t	Requirements Type(s) (duration)		None Written examination (60-90 minutes)			
Assessment	Type of reassessment Contribution to final grade		Equivalent to type of initial assessment 100% written examination			
Frequency Summer sen		l mester				
	Teaching Language German		וורסוכו			
Note	0 0 0		module information and required readings, see StudIP			
NOLE		To Turther module information and required readings, see Studie				

02-B	WL: <b>BSc-</b> B5-3	Financial In	stitutions	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP	
Course		Financial Institutions				
Code		02-BWL:BS				
Chair		02 / Business Administration / BWL V - Financial Services				
Coor	dinator	Prof. Andrea	as Walter			
Requ	iirements	None				
Learning Outcomes		<ul> <li>knowledge and systematic understanding of the relevant field of business administration.</li> <li>understanding business lines of argument and their applications</li> <li>independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>ability to formulate, defend and criticize specific positions and approaches in this field</li> </ul>				
Course Contents		<ul> <li>financial intermediaries as provider of financial services</li> <li>financial institutions</li> <li>financing as financial service</li> <li>investment as financial service</li> <li>risk assumption and risk transfer as financial service</li> </ul>				
Teac	hing Method	Lecture and				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview	and review	
Workloa (hours)	Lectur	е	45	(	90	
o d ∀	Tutoria	al	15	;	30	
Asse	ssment	End-of-cours	se assessment			
Assessment	Requirements Type(s) (duration)		None Written examination (60-90 minutes)			
	Type of reassessment Contribution to final grade		Equivalent to type of initial assessment 100% written examination			
		l mostor				
		Summer ser German	ארוובאנבו			
Note		For further module information and required readings, see StudIP				

02-B\	WL: <b>BSc-</b> B5-4	Investment	S	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Course		Investments			
Code	•	02-BWL:BS			
Faculty / Department / Chair		02 / Business Administration / BWL V - Financial Services			
Coord	dinator	Prof. Andreas Walter			
Requ	irements	None			
Learning Outcomes		<ul> <li>knowledge and systematic understanding of the relevant field of business administration.</li> <li>independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>ability to structure further independent study and learning</li> <li>ability to formulate, defend and criticize specific positions and approaches in this field</li> </ul>			
Course Contents		<ul> <li>basics in investments</li> <li>portfolio management</li> <li>asset classes</li> <li>hedging strategies</li> </ul>			
Teac	hing Method	Lecture and			
	Total	Lootaro ana	180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	e	30	60	
VC (ho	Tutorial		30	60	
Asse	ssment	End-of-cours	rse assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% written examination		
Frequency Winter seme		ester			
Teaching Language German					
Note	Note For fu		nformation and required reading	ngs, see StudIP	

02-B\	WL: <b>BSc</b> -B6-1	Corporate F	inance	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP		
Course		Corporate Finance				
Code		02-BWL:BS				
Faculty / Department / Chair		02-BWL.BSC-BC-1 02 / Business Administration / BWL VI – Banking and Finance				
Coord	dinator	Prof. Christin	na Bannier			
Requ	irements	None				
Learning Outcomes		<ul> <li>understanding of basic and advanced aspects of corporate finance</li> <li>classification of entrepreneurial financing decisions in the overall economic development</li> <li>understanding of the development of financial markets as a place where entrepreneurial financing and individual (financial) investment decisions meet</li> <li>critical appreciation of current research results on the description and explanation of financial phenomena</li> <li>transfer of the acquired knowledge into the entrepreneurial practice</li> <li>analysis of corporate financial information</li> <li>capital allocation within the company</li> <li>financing strategies</li> <li>dividend policy</li> </ul>				
Teac	hing Method	corporate valuation     Lecture and tutorial				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Lectur	е	30	60		
No Ad	Tutoria	al	30	60		
Asse	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Ass	Contribution to final gr		rade 100% written examination			
	uency		nter semester			
	hing Language	German				
Note		For further module information and required readings, see StudIP.				

02-B\	WL: <b>BSc-</b> B6-2	Banking		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP		
		1					
Cours			Banking				
Code		02-BWL:BS					
Facul Chair	lty / Department /	02 / Busines	s Administration / BWL VI – B	anking and Finance	e		
Coord	dinator	Prof. Christin	na Bannier				
Requ	irements	None					
Learning Outcomes       • understanding of basic and advanced aspects of investment and commercial banking         • classification of bank-related strategies in the overall economic development         • knowledge of the risk effects of banking on the development of financial and real markets         • critical appreciation of current research findings on the descriptio explanation of phenomena in the field of banking         • transfer of the acquired knowledge to bank management			conomic oment of description and				
Course Contents • basi • inve • com			s of financial intermediation ment banking: security issues nercial banking ng risks and hedging strategie	and transaction co			
Teac	hing Method	Lecture and					
ס	Total		180 hours				
s)	Course		Attendance		and review		
Workload (hours)	Lectur		30		60		
ک ک	Tutoria	al	30		60		
Asses	ssment	End-of-cours	se assessment				
	Requirements		None				
ent	Type(s) (duration)		Written examination (60-90 minutes)				
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment				
Contribution to final grade			100% written examination				
	lency	Summer ser	nester				
	hing Language	German					
Note		For further n	nodule information and require	ed readings, see St	udIP		

02-B\	WL: <b>BSc-</b> B7-1	Accounting	according to IFRS	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Course Accounting a			according to IFRS		
Code		02-BWL:BS			
Facul Chair	lty / Department /	02 / Busines	s Administration / BWL VII – I	Financial Accounting	
Coord	dinator	Prof. Corinn	a Ewelt-Knauer		
Requ	irements	None			
Learning Outcomes       • understanding the necessity of International Financial Report Standards (IFRS)         • understanding the general objectives of IFRS in distinction to accounting principles under German GAAP         • comprehension of specific reporting standards according to identifying and critically examining discretion in reporting standards reporting standards of IFRS reporting the exchange of ideas with experts and beginners recritical aspects of IFRS reporting         • course Contents       • conceptual framework of the accounting according to IFRS         • conceptual framework of the accounting according to IFRS         • recognition, measurement and disclosure requirements of section		es of IFRS in distinction to the an GAAP g standards according to IFRS discretion in reporting standards al objectives of IFRS reporting h experts and beginners regarding <u>inderstanding of accounting</u> nting according to IFRS FRS			
Teac	hing Method	Lecture and	s and liabilities tutorial		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
Nd Nd	Tutoria	al	30	60	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Se Contribution to final grade		100% written examination			
	uency	Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see StudIP	

02-BV	WL: <b>BSc-</b> B7-4	Accounting GAAP	according to German	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP	
Cours	se	Accounting a	according to HGB			
Code		02-BWL:BS	c-B7-4			
Facul Chair	ty / Department /	02 / Business Administration / BWL VII – Financial Accounting				
Coord	dinator	Prof. Corinn	a Ewelt-Knauer			
Requ	irements	None				
	ning Outcomes	<ul> <li>acquiring a comprehensive understanding regarding the accounting principles of German GAAP</li> <li>acquiring knowledge regarding the financial reporting of economic matters via accounting</li> <li>comprehension of specific reporting standards according to German GAAP</li> <li>identifying and critically examining discretion in reporting standards against the backdrop of the general objectives of German GAAP</li> <li>enabling the exchange of ideas with experts and beginners regarding critical aspects of German GAAP</li> <li>developing a profound normative understanding of accounting</li> <li>Course contents include, for example:</li> <li>addressee, aims and contents of financial statements according to HGB</li> <li>rules in accordance to German GAAP and tax law particularly with regards to recognition, measurement and disclosure of selected assets and liabilities</li> <li>examination primarily focused on separate financial statements of companies</li> </ul>				
Teac	hing Method	Lecture and	oles of regular bookkeeping tutorial			
	Total		180 hours			
oac	Course		Attendance	Preview	and review	
Workload (hours)	Lecture	е	30		60	
(hc	Tutoria		30		60	
Asses	ssment	End-of-cours	se assessment	I		
1.0000	Requirements		None			
ant	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessment		Equivalent to type of initial assessment			
Ass	Contribution to final grade		100% written examination			
Frequ		Winter seme	ester			
	hing Language	German				
Note For further		For further n	nodule information and require	ed readings, see St	udIP	

02-BV	WL: <b>BSc</b> -B8-1	Organizatio Resource N	nal Behavior & Human Ianagement	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP	
Cours Code		Organizational Behavior & Human Resource Management 02-BWL:BSc-B8-1				
Facul Chair	ty / Department /		s Administration / BWL VIII –	Human Resource N	lanagement	
Coord	dinator	Prof. Frank \	Walter			
Requ	irements	None				
<ul> <li>Learning Outcomes</li> <li>understanding the fundamental theories in the fields of organization behaviour and human resource management</li> <li>knowledge of important empirical insights and basic methods from fields of organizational behaviour and human resource management</li> <li>independently assessing and interpreting scientific findings from the fields of organizational behaviour and human resource management</li> <li>forming, argumentatively defending and critically appraising specialized positions and solutions to problems from the fields of organizational behaviour and human resource management</li> </ul>				ethods from the e management dings from the e management aising he fields of		
Course Contents • theor attitue • huma emple layoff • evide beha • basic			y and research on organization les, motivation, personality train n resource functions, such as byee appraisal, remuneration, nce-based management of hu rior methods of organizational be gement	aits and teamwork s HR planning, perso HR development a uman resources and	onal recruiting, nd personnel l organizational	
Teach	hing Method	Lecture and				
σ	Total	•	180 hours			
Workload (hours)	Course		Attendance	Preview	and review	
Worklo; (hours)	Lectur	е	30		60	
ŠĻ	Tutoria	al	30		60	
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
-	Contribution to fin		100% written examination			
Frequ		Summer ser	mester			
	hing Language	German				
Note For further module information and required readings,			ed readings, see St	udIP.		

02-B\	WL: <b>BSc</b> -B8-3	Leadership		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cour		Loodorobin			
Cours Code		Leadership 02-BWL:BSc-B8-3			
-				Luman Dessures	lanagamant
Chair			s Administration / BWL VIII – I	Human Resource N	hanagement
	dinator	Prof. Frank	Walter		
	irements	None			
<ul> <li>knowl</li> <li>indep field c</li> <li>formir position</li> <li>ability</li> </ul>			standing the fundamental theories of leadership ledge of important empirical insights for leadership endent evaluation and interpretation of scientific insights in the of human resources management ng, argumentatively defending and critically appraising specialized ons and solutions to problems of leadership to discuss information, ideas, issues and solutions with both lay pecialist audiences in this field		
	se Contents	<ul> <li>basics of leadership</li> <li>classical theories of leadership (e.g., leadership rolls and managerial behavior, trait approach, leadership style theories, situational theories)</li> <li>modern theories of leadership (e.g. charismatic and transformational leadership, dyadic leadership theories, destructive leadership, informal leadership, leadership ethics)</li> <li>empirical evidence from recent leadership research</li> </ul>			
Teac	hing Method	Lecture and			
g	Total		180 hours	-	
s)	Course		Attendance		and review
Workload (hours)	Lectur		30		60
א <del>ר</del>	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment	·	
	Requirements	·	None		
ment	Type(s) (duration)		Written examination (60-90 minutes)		
Assessme	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		100%written examination			
Frequ		Winter seme	ester		
Teac	hing Language	English			
Note		For further n	nodule information and require	d readings, see St	udIP

02-BW	/L: <b>BSc</b> -B9-3	IT Project N	lanagement	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
ChairSystemsCoordinatorProf. Dr. Axe				s / BWL IX – Bus	iness Information
	ng Outcomes e Contents	knowledge to	erpret, and apply basic and adv o the management and executio s of IT project management		and practitioner
Org     Stru     Moo     App			nizational standards for planning suring and optimization of IT proj ling and programming of IT syste sation of project management so mportance of people in IT project	ects ems ftware	T projects
Teach	ing Method	Lecture and			
p	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and re	eview
ori oui	Lectur		30	60	
≥ €	Tutoria	al	30	60	
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 m	iinutes)	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Sector Contribution to final grade		100% examination		
Freque	ency	Summer ser	nester		
Teach	ing language	German			
Note		For further m	nodule information and required	readings, see St	tudIP

02-BWL: <b>BSc</b> -B10-1		Entreprene	urship	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cours	se	Entrepreneu	Irship		
Code		02-BWL:BS			
-	lty / Department /	02 / Busines Managemen	s Administration / BWL X – Ir t	novations and Start	-up
Coord	dinator		a Schuhmacher		
Requ	irements	None			
Learning Outcomes• theories and concepts of entrep and regarding motivations for s • autonomous creation of continu • ability to formulate, defend and approaches • ability to discuss information, id and specialist audiences in this 		egarding motivations for starti omous creation of continuous to formulate, defend and criti- aches to discuss information, ideas pecialist audiences in this fiel- standing of research insights s and processes for starting a ted challenges such as idea g tion, start-up financing as we	ng and realizing a b learning processes icize field-specific po , issues and solution d <u>in individual module</u> business leneration and devel I as the creation of u	usiness ositions and ns with both lay contents lopment, team unique	
Teac	hing Method	Lecture and			
q	Total		180 hours		
loa s)	Course		Attendance	Preview a	and review
Workload (hours)	Lectur	е	30	6	60
ŠĒ	Tutoria	al	30	6	60
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		100% written examination			
	uency	Winter seme	ester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see Stu	udIP

02-BV	WL: <b>BSc</b> -B10-2	Technology Managemer	v and Innovation nt	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cours	se	Technology	and Innovation Management		
Code		02-BWL:BSc			
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL X – Inn	ovation and Start-up Managemen	
Coord	dinator	Prof. Monika	Schuhmacher		
Requ	irements	None			
Learn	ning Outcomes	<ul><li>auton</li><li>ability</li><li>appro</li></ul>	heories and concepts of technology and innovation management autonomous creation of continuous learning processes ability to formulate, defend and criticize field-specific positions and approaches understanding of research insights in individual module contents		
Cours	se Contents	<ul> <li>princip</li> <li>theore</li> <li>techne</li> <li>innova</li> </ul>	<ul> <li>theoretical pluralism, e.g. network theory</li> <li>technology strategies</li> </ul>		
Teac	hing Method	Lecture and			
	Total	I	180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo; (hours)	Lectur	е	30	60	
N (N	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
$\overset{\mathcal{S}}{V}_{V}$ Contribution to final grade			100% written examination		
Frequ	iency	Summer ser	nester		
Teac	hing Language	English			
Note		For further m	nodule information and required	l readings, see StudIP	

02-BV	WL: <b>BSc-</b> B12-2	Operations	Management	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Courr		Operationa	Vanagament		
Cours		02-BWL:BS	Management		
Code				initalization E Duciness and	
	ty / Department /		s Administration / BWL XII – Di	Igitalisation, E-Business and	
Chair			Vanagement		
-	dinator	Prof. Jella P	teitter		
	irements	None			
<ul> <li>Learning Outcomes</li> <li>basic competence in operations management and operations modeling and solving simple linear and integer optimization processes logical and mathematical reasoning</li> <li>critical reflection on alternatives in process design and producting planning</li> <li>competence in the area of decision analysis</li> <li>exchanging information, ideas, problem areas, and solutions of covered field with both lay and specialist audiences</li> </ul>			nd integer optimization problems ocess design and production analysis em areas, and solutions of the		
Cours	se Contents		s of operations management ar		
000.0		<ul> <li>location planning</li> </ul>			
		<ul> <li>process design</li> </ul>			
		production and process planning			
		industry 4.0			
			<ul> <li>linear and integer optimization</li> </ul>		
Teach	hing Method	Lecture and			
70	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo; (hours)	Lectur	е	30	60	
No Ao	Tutoria		30	60	
Asser	ssment	In-course as	sessment		
1.0000	Requirements		None		
ŧ	Type(s) (duration)		Written examination (60-90 minutes) and 1-3 assignments (2-4 pages - to be announced by the lecturer)		
Assessment	Type of reassessr	nent	Written examination (60-90 minutes)		
Asse	Contribution to final grade		80% written examination and 20% assignements (to be announced by the lecturer)		
Frequ	lency	Winter seme			
	hing Language	German			
			nodule information and required	d readings, see StudIP	

02-B\ 2	WL: <b>BSc</b> -Dekanat-	Introduction	n to Value Added Tax (VAT)	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP	
Cours Code Facul Chair	ty / Department /	Introduction to Value Added Tax (VAT)         02-BWL:BSc-Dekanat-2         epartment /       02 / Business Administration / Deanery				
-	dinator	Deanery				
	irements	None				
Learning Outcomes         • Basic understanding of VAT           • Understanding the levying of VAT         • Understanding the impact of taxation on typical business decises				s decisions		
Course Contents • Legal • Collec • Taxat • Mail o • Elemo • Time • Repo			given taxation issues and quest basis of VAT ction of VAT (audit scheme) ion of supplies and other service order regulations and e-comment ents of tax exemption of taxation and tax collection pre- ting obligations and reporting pre- ing Topic - Automation in ERP	rce rocedure procedures		
Teach	hing Method	Lecture and	tutorial			
σ	Total		180 hours			
loa s)	Course		Attendance	Preview a	nd review	
Workload (hours)	Lecture	е	30	6		
ХЧ)	Tutoria	al	30	6	0	
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessn	nent	Equivalent to type of initial assessment			
Contribution to final grade			100% written examination			
Frequ	lency	Winter seme	lester 22-23			
	hing Language	German				
Note		For further n	nodule information and required	l readings, see Stu	dIP	

Course         Competition Policy and Strategy           Code         02-VWL:BSc-V1-1           Faculty / Department / Chair         02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation           Coordinator         Prof. Georg Götz           Requirements         None           Learning Outcomes         The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.           Course Contents <ul> <li>basics microeconomic tools</li> <li>market structure and market power</li> <li>competitive strategies</li> <li>public policy toward firms with market power</li> <li>cartels and collusions</li> </ul> Teaching Method         Blended Learning with lecture, tutorial and online assignments           Total         180 hours           Course         Attendance           Preview and review           View         In-course assessment           In-course assessment         In-course assessment           In-course assessment         Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)           Type (s) (duration)         Written examination (90 minutes)           Contribution to fin	02-V\	WL: <b>BSc</b> -V1-1	Competitio	n Policy and Strategy	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 0	CP
Code         02-VWL:BSc-V1-1           Faculty / Department / Chair         02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation           Coordinator         Prof. Georg Götz           Requirements         None           Learning Outcomes         The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.           Course Contents         • basics microeconomic tools           • market structure and market power         • monopoly power and practice           • competition in oligopoly markets         • anticompetitive strategies           • public policy toward firms with market power         • cartels and collusions           Teaching Method         Blended Learning with lecture, tutorial and online assignments           Total         180 hours           Course         Attendance           Preview and review         60           Tutorial         30           Assessment         In-course assessment           In-course assessment         In-course assessment           Type of reassessment         Kequirements           Type of reassessment         Examination (90 minutes)           Type of reassessment         Ex	Cour		Composition	Deliev and Strategy		
Faculty / Department / Chair       02 / Economics / VWL 1 – Industrial Economics, Competition Policy and Regulation         Coordinator       Prof. Georg Götz         Requirements       None         Learning Outcomes       The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.         Course Contents       • basics microeconomic tools         • market structure and market power       • monopoly power and practice         • opticitive strategies       • public policy toward firms with market power         • anticompetitive strategies       • public policy toward firms with market power         • cartels and collusions       Elended Learning with lecture, tutorial and online assignments         Total       180 hours         Course       Course assessment         In-course assessment       In-course assessment         Requirements       None         Type (s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Type of reassessmen	-					
Chair       Regulation         Coordinator       Prof. Georg Götz         Requirements       None         Learning Outcomes       The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.         Course Contents <ul> <li>basics microeconomic tools</li> <li>market structure and market power</li> <li>monopoly power and practice</li> <li>competitive strategies</li> <li>public policy toward firms with market power</li> <li>cartels and collusions</li> <li>Teaching Method</li> <li>Blended Learning with lecture, tutorial and online assignments</li> <li>Course</li> <li>Attendance</li> <li>Preview and review</li> <li>Course assessment</li> <li>In-course assessment</li> <li>Requirements</li> <li>None</li> <li>Type of reassessment</li> <li>Procurse assessment</li> <li>Type of reassessment</li> <li>Examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)</li> <li>Type of reassessment</li> <li>Examination (90 minutes)</li> <li>Contribution to final grade</li> <li>85% written examination, 15% assignments</li> <li>Frequency</li> <li>Summer semester</li> <li>Teaching Language</li> <li>German</li> <li>German</li> <li>Requirements</li> <li>Reserver</li> <li>Reserver&lt;</li></ul>			-		amias Compatition Dal	iov and
Coordinator         Prof. Georg Götz           Requirements         None           Learning Outcomes         The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.           Course Contents         • basics microeconomic tools           • market structure and market power         • monopoly power and practice           • competition in oligopoly markets         • anticompetitive strategies           • public policy toward firms with market power         • competitive strategies           • public policy toward firms with market power         • cartels and collusions           Tecating Method         Blended Learning with lecture, tutorial and online assignments           Course         Course         Attendance           Total         180 hours           Course         Lecture         30           Goog         Tutorial         30           Assessment         In-course assessment           Type (s) (duration)         Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)           Type of reassessment         Examination (90 minutes)           Type of reassessment         Examination (90 minutes)           Contr				iics / VVVL I – Industrial Ecor	iomics, Competition Pol	icy and
Requirements         None           Learning Outcomes         The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.           Course Contents         • basics microeconomic tools           • market structure and market power         • monopoly power and practice           • competition in oligopoly markets         • anticompetitive strategies           • public policy toward firms with market power         • cartels and collusions           Teaching Method         Blended Learning with lecture, tutorial and online assignments           Image: state structure         30         60           Asseessment         In-course assessment         80         60           Type(s) (duration)         Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment         Examination (90 minutes)           Type of reassessment         Examination (90 minutes)         Assignments         Examination (90 minutes)           Type of reassessment         Examination (90 minutes)         Assignments         Examination (90 minutes)           Type of reassessment         Examination (90 minutes)         Assignments         Examination (90 minutes)           Type of reassessment						
Learning Outcomes       The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.         Course Contents       • basics microeconomic tools         • market structure and market power       • monopoly power and practice         • ourse introduces the basics of antitrust thinking.         Course Contents       • basics microeconomic tools         • market structure and market power         • monopoly power and practice         • output: policy toward firms with market power         • anticompetitive strategies         • public policy toward firms with market power         • cartels and collusions         Teaching Method       Blended Learning with lecture, tutorial and online assignments         Course       Course         Total       180 hours         Course       Go         Course       Attendance         Preview and review       60         Assessment       In-course assessment         Requirements       None         Type (s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)	-		U U	GOIZ		
Image: Second				ntroduces the basics of indu	trial argonization Stude	onto loorn
optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.         Course Contents       • basics microeconomic tools • market structure and market power • monopoly power and practice • competition in oligopoly markets • anticompetitive strategies • public policy toward firms with market power • cartels and collusions         Teaching Method       Blended Learning with lecture, tutorial and online assignments         Total       180 hours         Course       Attendance         Preview and review       60         Statessment       In-course assessment         In-course assessment       None         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German	Learn	ing Outcomes				
The course introduces the basics of antitrust thinking.         Course Contents       • basics microeconomic tools         • market structure and market power       • monopoly power and practice         • competition in oligopoly markets       • anticompetitive strategies         • public policy toward firms with market power       • cartels and collusions         Teaching Method       Blended Learning with lecture, tutorial and online assignments         Course       Attendance       Preview and review         Course       Attendance       Preview and review         Course       180 hours       60         Course       Attendance       Preview and review         Lecture       30       60         Assessment       In-course assessment       80         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German						
Course Contents <ul> <li>basics microeconomic tools</li> <li>market structure and market power</li> <li>monopoly power and practice</li> <li>competition in oligopoly markets</li> <li>anticompetitive strategies</li> <li>public policy toward firms with market power</li> <li>cartels and collusions</li> </ul> <li>Teaching Method</li> <li>Blended Learning with lecture, tutorial and online assignments</li> <li>Total</li> <li>Total</li> <li>Course</li> <li>Attendance</li> <li>Preview and review</li> <li>Lecture</li> <li>30</li> <li>60</li> <li>Assessment</li> <li>In-course assessment</li> <li>None</li> <li>Type(s) (duration)</li> <li>Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)</li> <li>Type of reassessment</li> <li>Examination (90 minutes)</li> <li>Contribution to final grade</li> <li>85% written examination, 15% assignments</li> <li>Frequency</li> <li>Summer semester</li> <li>Teaching Language</li> <li>German</li>						liuue are.
	Courr	so Contonts			ust thinking.	
<ul> <li>monopoly power and practice</li> <li>competition in oligopoly markets</li> <li>anticompetitive strategies</li> <li>public policy toward firms with market power</li> <li>cartels and collusions</li> </ul> Teaching Method Blended Learning with lecture, tutorial and online assignments           Total         180 hours           Course         Attendance         Preview and review           Lecture         30         60           Assessment         In-course assessment         60           Type(s) (duration)         Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)           Type of reassessment         Examination (90 minutes)         and assignments           Contribution to final grade         85% written examination, 15% assignments	Cours	Se Contents			r.	
				•		
<ul> <li>e anticompetitive strategies</li> <li>public policy toward firms with market power</li> <li>cartels and collusions</li> </ul> Teaching Method Blended Learning with lecture, tutorial and online assignments           Total         180 hours           Course         Attendance         Preview and review           Course         Attendance         Preview and review           Course         In-course assessment         None           Type(s) (duration)         Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)           Type of reassessment         Examination (90 minutes)           Type of reassessment         Examination (90 minutes)           Contribution to final grade         85% written examination, 15% assignments           Frequency         Summer semester           Teaching Language         German						
<ul> <li> <ul> <li>public policy toward firms with market power</li> <li>cartels and collusions</li> </ul> </li> <li> <ul> <li>Teaching Method</li> <li>Blended Learning with lecture, tutorial and online assignments</li> </ul> </li> <li> <ul> <li>Total</li> <li>180 hours</li> <li>Course</li> <li>Attendance</li> <li>Preview and review</li> <li>Course</li> <li>Attendance</li> <li>Preview and review</li> <li>Course</li> <li>In-course assessment</li> </ul> </li> <li>Assessment</li> <li>In-course assessment</li> <li>None</li> <li>Type(s) (duration)</li> <li>Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)</li> <li>Type of reassessment</li> <li>Examination (90 minutes)</li> <li>Contribution to final grade</li> <li>85% written examination, 15% assignments</li> </ul> <li>Frequency</li> <li>Summer semester</li> <li>Teaching Language</li> <li>German</li>						
• cartels and collusions         Teaching Method       Blended Learning with lecture, tutorial and online assignments         Total       180 hours         Course       Attendance       Preview and review         Course       30       60         Tutorial       30       60         Assessment       In-course assessment       60         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German						
Teaching Method       Blended Learning with lecture, tutorial and online assignments         Total       180 hours         Course       Attendance       Preview and review         Lecture       30       60         Tutorial       30       60         Assessment       In-course assessment       60         Requirements       None       Vitten examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type (s) (duration)       Written examination (90 minutes)       and assignments (2-4 pages)         Type of reassessment       Examination (90 minutes)       and assignments (2-4 pages)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German						
Total       180 hours         Course       Attendance       Preview and review         Lecture       30       60         Tutorial       30       60         Assessment       In-course assessment       None         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German	Teac	hina Method				
Openation       Course       Attendance       Preview and review         Lecture       30       60         Tutorial       30       60         Assessment       In-course assessment       60         Requirements       None       7         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German						
Assessment       In-course assessment         Requirements       None         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German	oac				Preview and	review
Assessment       In-course assessment         Requirements       None         Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German	urs		e			
RequirementsNoneType(s) (duration)Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)Type of reassessmentExamination (90 minutes)Type of reassessmentExamination (90 minutes)Contribution to final grade85% written examination, 15% assignmentsFrequencySummer semesterTeaching LanguageGerman	No (ho					
RequirementsNoneType(s) (duration)Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)Type of reassessmentExamination (90 minutes)Type of reassessmentExamination (90 minutes)Contribution to final grade85% written examination, 15% assignmentsFrequencySummer semesterTeaching LanguageGerman	Asses	ssment	In-course as	sessment		
Type(s) (duration)       Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)         Type of reassessment       Examination (90 minutes)         Contribution to final grade       85% written examination, 15% assignments         Frequency       Summer semester         Teaching Language       German			1			
Image: Second state of the second s						
Image: Second state of the second s		Type(s) (duration)		Written examination (90 min	utes) and assignments	(2-4 pages)
Frequency     Summer semester       Teaching Language     German	ent	, , , , , ,				
Frequency     Summer semester       Teaching Language     German	Sme	Type of reassessr	nent			
Frequency     Summer semester       Teaching Language     German	ess	•				
Teaching Language German	$\overset{\$}{\triangleleft}$ Contribution to final grade 8			85% written examination, 15	% assignments	
Teaching Language German	Frequ	lency	Summer ser	nester		
			German			
	Note	~ ~ ~	For further n	nodule information and requir	ed readings, see StudIF	2

02-VV	WL: <b>BSc-</b> V3-1	Internationa	al Trade	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cours	se	International	Trade		
Code		02-VWL:BSo	c-V3-1		
Facul Chair	ty / Department /	02 / Econom	nics / VWL III – International E	conomics	
Coord	dinator	Prof. Jürgen	Meckl		
Requ	irements	None			
Learning Outcomes		inclue found • ability • comp	including their methodological, decision theoretic and mathematical foundations and its historical development		
Course Contents		<ul> <li>Trade in the global economy</li> <li>Patterns of international trade</li> <li>Effects of globalization on efficiency and distribution</li> <li>Instruments and impact of trade policy</li> <li>Controversies in trade policy</li> </ul>			
Teac	ning Method	Lecture and			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
Ne Ng	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
$\overset{\%}{\leftarrow}$ Contribution to final grade			100% written examination		
Frequ		Winter seme	ester		
Teacl	hing Language	English			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-VWL	<b>BSc</b> -V4-1	Transition a	Ind Integration Economics	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Course		Transition and Integration Economics			
Code		02-VWL:BSc			
Faculty /	Department /	02 / Econom	ics / VWL IV – Transition and I	ntegration Economics	
Chair				-	
Coordina	ator	Prof. Matthia	as Göcke		
Requirer	nents	None			
Course	Outcomes	<ul> <li>None</li> <li>understanding and own application of economic-theoretical explanatory models related to economic transformation and integration processes</li> <li>independent critical reflection of specific economic systems as well as real integration processes and corresponding institutions (such as WTO, EU)</li> <li>formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different forms of integration</li> <li>ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes</li> <li>determinants of economic development</li> <li>characteristics and functioning of the market economy and centrally planned economy</li> <li>problems of centrally planned economies</li> <li>elements of a transformation of economic systems</li> <li>integration of economic areas, and integration institutions (WTO, EU)</li> <li>individual and macroeconomic effects of the integration of economic</li> </ul>			
	g Method	Lecture and			
	otal		180 hours		
Workload (hours)	ourse		Attendance	Preview and review	
lou –	Lectur		30	60	
≤÷	Tutoria		30	60	
Assessn		End-of-cours	se assessment		
Re	equirements		None		
Ty at	pe(s) (duration)		Written examination (60-90 minutes)		
Assessment Assessment Co	pe of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		al grade	100% written examination		
Frequen		Summer ser	nester		
Teaching	g Language	English			
Note		For further m	nodule information and required	d readings, see StudIP	

02-VV	WL: <b>BSc-</b> V4-2	Economic P	Policy and Public Finance	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cours	se	Economic Policy and Public Finance			
Code	1	02-VWL:BSc	c-V4-2		
Chair		02 / Economics / VWL IV – Transition and Integration Economics			
Coord	dinator	Prof. Matthia	as Göcke		
Requ	irements	None			
	ning Outcomes se Contents	<ul> <li>Knowledge of the basics of economic policy and public finance</li> <li>Understanding of economic and public finance lines of argument ar applications</li> <li>Assessment of economic and public finance policy measures from economic point of view</li> <li>Ability to exchange about ideas, problem areas and solutions with regard to the subject areas covered and to independently design further learning processes</li> <li>Economic policy:         <ul> <li>economic policy in the case of market failure</li> </ul> </li> </ul>			
		<ul> <li>collective decisions</li> <li>social and distribution policy</li> <li>Public finance: <ul> <li>state budget and fiscal policy decisions</li> <li>principles, effects and structure of taxation</li> <li>public debt theory and policy</li> </ul> </li> </ul>			
Teach	hing Method	Lecture and	tutorial		
þ	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
Ň,	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
	Contribution to fin	0	100% written examination		
Frequ		Winter seme	ester		
	hing Language	German			
Note		For further m	nodule information and require	d readings, see StudIP	

02-V\	WL: <b>BSc</b> -V5-1	Monetary P	olicy	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP		
	ourse Monetary Policy						
Code		02-VWL:BSc					
Facul Chair	ty / Department /	02 / Econom	iics / VWL V - Monetary Econ	omics			
	dinator	Prof. Peter T	Tillmann				
Requ	irements	None					
Learning Outcomes       Theoretical knowledge of and applied skills in monetary point improved methodological and object competence (to be special section):         • independent compilation, evaluation and interpretate insights in their societal and ethical context         • ability to structure further independent study and learet approaches in this field         • ability to discuss information, ideas, issues and solution and specialist audiences in this field			betence (to be spec n and interpretation context ent study and learni cize specific positio , issues and solution d	ified in initial of scientific ing ns and			
<ul> <li>relat</li> <li>trans</li> <li>theo</li> <li>prob</li> <li>optin</li> </ul>			ies of money demand and money supply on between money and inflation mission mechanisms of monetary policy y of the term structure of interest rates em of time inconsistency of monetary policy nal monetary policy nventional monetary policy at the zero-lower bound				
Teac	hing Method	Lecture and					
p	Total		180 hours				
Workload (hours)	Course		Attendance		and review		
ork	Lectur		30		60		
А Ч	Tutoria	al	30		60		
Asses	ssment	End-of-cours	se assessment				
	Requirements		None				
ent	Type(s) (duration)	)	Written examination (60-90 minutes)				
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment				
Se Contribution to fir		al grade	100% written examination				
Frequ		Winter seme	ester				
	hing Language	German					
Note		For further n	nodule information and require	ed readings, see Stu	udIP		

02-V\	WL: <b>BSc</b> -V6-1	Strategic B	ehaviour and Institutions 3 <sup>rd</sup>	– 6 <sup>th</sup> semester 6 CP	
Course Sti		Strategic Be	havior and Institutions		
Code	!	02-VWL:BS			
	lty / Department /	02 / Econom	nics / VWL VI – Behavioural and I	nstitutional Economics	
Chair					
-	dinator	Prof. Max Al	bert		
	irements	None			
Learn	ning Outcomes	<ul> <li>basic knowledge of game theory and institutional economics including its methodological, decision-theoretic and mathematical foundations and its historical development</li> <li>ability to interpret and critically discuss simple models from this area</li> <li>computational skills necessary for handling such models</li> </ul>			
Cours	se Contents		s in institutional economics		
oourt			mental game theory		
		<ul> <li>applications (e.g. theory of contracts, asymmetrical information, theory</li> </ul>			
		of internal legal structure of the company)			
Teac	hing Method	Lecture and tutorial			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
Wc (ho	Tutoria		30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Asse	Contribution to fin	al grade	100% written examination		
Frequ	Frequency Winter seme		ester		
Teac	hing Language	German			
Note		For further n	For further module information and required readings, see StudIP		

02-VV	WL: <b>BSc-</b> V8-1	Health Ecor	nomics	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cours		Health Econ			
Code		02-VWL:BS			
Facul Chair	ty / Department /	02 / General	Economics / VWL VIII – Hea	alth Economics	
Coord	dinator	Prof. Christia	an Gissel		
Requ	irements	None			
Learn	ing Outcomes		ledge and systematic unders ods and models	tanding of basic health economic	
		<ul> <li>alloca</li> <li>health</li> <li>pharn</li> <li>innova</li> </ul>	ture of public health ation and distribution of public health h insurance systems maceutical economy, methods of cost – benefit assessment /ation in public health, digitalization, mobile health c health		
Teac	hing Method	Lecture and	tutorial		
q	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
Ň,	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% written examination		
Frequ	Frequency Irregular				
Teacl	hing Language	German			
Note		For further n	nodule information and requi	red readings, see StudIP	

02-VV	WL/BWL: <b>BSc</b> -St-2	Empirical E Econometri	conomic Research and cs	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cours		Empirical Ec	onomic Research and Econom	otrics	
Code				enics	
		02-VWL:BS	ics / VWL VII - Statistics and E	aanamatriaa	
Chair	ty / Department /	02 / Econom	lics / VVVL VII - Statistics and E	conometrics	
_	dinator	Prof. Peter V	Vinkor		
_	irements	None	VIIIKEI		
Learn	ing Outcomes	<ul> <li>asses resea</li> <li>ability</li> <li>critica econd</li> <li>ability lay an</li> <li>data t</li> <li>linear</li> <li>qualita</li> </ul>	y to independently structure further learning al analysis of the use of empirical methods in scientific and applied omic research y to discuss information, methods, issues and solutions with both <u>nd specialist audiences in the field of empirical economic research</u> base and data processing r regression models and residual analysis tative variables		
Tagal	aing Mathad	<ul> <li>dynan</li> <li>Lecture and</li> </ul>	nic models, simulation and pred	liction	
Teacr	ning Method Total	Lecture and	180 hours		
ad	Course		Attendance	Preview ar	nd review
klo Irs)	Lecture	2	30	60	
Workload (hours)	Tutoria		30	60	
				00	,
Asses	ssment	End-of-cours	se assessment		
nt	Requirements Type(s) (duration)		None Written examination (90 minutes)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Ass	Contribution to fina	al grade	100% written examination		
Frequ			ester (digital) and summer semester		
Teacl	ning Language	English (wir	nter semester) and German (summer semester)		
Note		For further m	nodule information and required	l readings, see Stuc	JIP.

02-VV	WL/BWL: <b>BSc</b> -St-3	Programmi	ng in Matlab	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
			-	· · · ·	
Cours	se	Programmin	g in Matlab		
Code		02-VWL:BSo			
Facul Chair	ty / Department /	02 / Econom	ics / VWL VII - Statistics and	Econometrics	
Coord	dinator	Prof. Peter V	Vinker		
Requ	irements	None			
Learn	ing Outcomes	<ul><li>ability</li><li>creation</li></ul>	<ul> <li>learning the basics of programming in Matlab</li> <li>ability to translate real questions into pseudo or programming code</li> </ul>		
Course Contents • ba • da • p • g		<ul> <li>basic</li> <li>data t</li> <li>progra</li> <li>graph</li> </ul>	principles in programming with Matlab ypes and operators ams and procedures		
Teach	ning Method	Lecture with			
	Total		180 hours		
σ	Course		Attendance	Preview and review	
Workload (hours)	Lecture with ir exercise		60	90	
Vq (ho	Independen	t study	30		
Asses	ssment	In-course as	sessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes) and assignment (2 pages)		
Assessment	Type of reassessr	nent	Written examination (90 minutes)		
Contribution to final grade		70% written examination, 30% assignment			
Frequ	iency	Winter seme	ester		
Capa		20			
Teacl	ning Language	German	erman		
Note		For further n	urther module information and required readings, see StudIP.		

	WL/VWL:BSc- St-Extra1		ies Sustainability in and Business Studies	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cours	se	Lecture Seri	es Sustainability in Economic	s and Business Stu	dies
Code		02-BWL/VW	L:BSc-V7/B12-1		
Facul	ty / Department /	02 / Busines	s Administration / BWL XII - [	Digitalisation, E-Bus	iness and
Chair		Operations I	Management	-	
			nics / VWL VII - Statistics and	Econometrics	
Coord	dinator	Prof. Jella P	feiffer, Prof. Peter Winker		
Requ	irements	None			
Learning Outcomes  The in th The diffe in pu The Course Contents  Teaching Method  Course  Course  Total  Course  Cour		in the The s different in pub The s relation Prese partnet Overvious and b	students gain an overview of relevant dimensions of sustainabilitya field of economics and business administration.atudents gain insights into specific aspects of sustainability ataent levels from individual behavior, activities at the firm level andblic institutions up to the national and global level.atudents can assess the relevance of economic activities inbon to sustainability aspects.aentation of research and other activities at the JLU and at practiceare in the field of sustainability of economic activities.view of sustainability approaches in sub-disciplines of economicsbusiness administration.180 hoursAttendancePreview and review		
Workload (hours)	exercis	es			
≥ €	Independen	t study		100	
Asses	ssment	End-of-cours	se assessment		
	Requirements		Regular participation		
ent	Type(s) (duration)		Written assignment: 8 standard pages (or alternative medium with equivalent requirements, e.g. video)		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
	Contribution to fina		100% assignment		
Frequ		Winter seme	ester		
	hing Language	German			
Note For furthe			nodule information and require	ed readings, see St	udIP.

02-BV Extra	NL/VWL:B <b>Sc</b> -St- 1		nalytics and Business from a Practical	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cours Code Facul Chair	ty / Department /	02-BWL/VW	alytics and Business Forecasting from a Practical Perspective L:BSc-St-Extra1 ics / VWL VII – Data Driven Economy		
Coord	dinator	Prof. Frauke	Schleer-van Gellecom		
Requ	irements	None			
Learning Outcomes		cases • deep • learn to me • know case to project	importance of data and data as an asset for data-driven use s, especially business analytics and business forecasting dive into the field of business forecasting important qualitative and quantitative forecasting methods, how asure performance and the role of the human being in forecasting and understand main concepts to bring a business analytics use to life in practice, i.e. the business process, operating models and ct management styles for business forecasting tance of "Ethics in Al" and experiments as well as some		
Course Contents		<ul> <li>overview on concepts of AI and data, with focus on data as an asset and the data value chain for business analytics and forecasting</li> <li>purpose and Applications of business forecasting</li> <li>qualitative and quantitative methods of business forecasting</li> <li>practical guidelines for business forecasting</li> <li>operating models of data analytics hubs as well as project management types in data analytics</li> <li>first look in ethics in AI and experiments</li> </ul>			
Teach	ning Method	Lecture			
	Total		180 hours		
) )	Cours	e	Attendance	Preview a	nd review
Workload (hours)	Lectur	e	30	15	50
	ssment	End-of-cours	se assessment		
	Requirements		None		
t	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
			100% written examination		
	Frequency Winter		nester		
	ning Language	German			
Note		For further module information and required readings, see StudIP.			

02-V\	WL: <b>BSc-</b> V3/V6-1	Economic Experiments and Labour $3^{rd} - 6^{th}$ semester $6 C$ Markets			6 CP
Cours	se	Economic	Experiments and Labour Markets	3	
Code			3Sc-V3/V6-1	-	
Facu	Ity / Department /	02 / Econ	omics / VWL III – International Eco	onomics,	
Chair			Behavioural and Institutional Eco		
Coord	dinators	Prof. Jürg	en Meckl, Prof. Max Albert		
Requ	iirements	None			
Learr	ning Outcomes	eco ma • abi	asic knowledge of experimental, behavioral and labor market conomics including its methodological, decision-theoretic and athematical foundations and its historical development pility to interpret and critically discuss experiments from this area pility to interpret and critically discuss simple models from this area		
Course Contents		<ul> <li>his</li> <li>fun</li> <li>ma</li> <li>rea</li> <li>col</li> </ul>	tory and basics of experimental economics adamental game theory arkets and labor markets: theory and experiment al wage rigidities and structural unemployment: minimum wages, lective wage agreements and efficiency-wage theory atching problems and frictional unemployment		
Teac	hing Method		and tutorial		
	Total		180 hours		
σ	Course		Attendance	Preview ar	nd review
Workload (hours)	Lecture with integrated exercises		60	12	0
Asses	ssment	End-of-co	ourse assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% written examination		
	uency	Irregular			
	hing Language	German			
Note		⊢or furthe	r module information and required	l readings, see Stu	dIP.

02-M	eth: <b>BSc-</b> St-1	Applied Sta Economics	tistics in Business and	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cours	se	Applied Stat	istics in Business and Econor	nics	
Code		02-Meth:BSo			
Facul Chair	ty / Department /	02 / Econom	ics / VWL VII - Statistics and	Econometrics	
Coord	dinator	Prof. Peter V	Vinker		
Requ	irements	None			
Learning Outcomes		applic • ability interp • skills	betence for choosing appropriate statistical methods for cations in economics and business administration y to apply methods of statistical inference and to the critical pretation of results in the analysis of multivariate data including the critical pretation of results		
	se Contents	infere	istical estimation and testing of parameters rence of multivariable data		
Teaci	hing Method Total	Lecture and tutorial 180 hours			
ad	Course		Attendance	Proviow	and review
, klo	Lectur	0	30		60
Workload (hours)	Tutoria		30		50 50
Asses	ssment	End-of-cours	rse assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
error Contribution to final grade		100% written examination			
Frequ	lency	Winter seme	ester		
	hing Language	German			
Note	_ ¥ ¥	For further m	nodule information and require	ed readings, see Stu	udIP.

02-M	eth: <b>BSc</b> -St-2	Further Mat	hematics for Economics 3 <sup>r</sup>	<sup>d</sup> – 6 <sup>th</sup> semester 6 CP	
Cours	20	Further Math	nematics for Economics		
Code		02-Meth:BS			
-	lty / Department /	-	nics / VWL VII - Statistics and Ec	conometrics	
Chair	2 1			onometrics	
Coord	dinator	Prof. Peter V	Vinker		
Requ	irements	None			
Learr	ning Outcomes	<ul> <li>ability to model real problems from the field of economics in a mathematical way</li> <li>application of appropriate methods to given mathematical problems</li> <li>optimization of static and dynamic systems</li> </ul>			
Course Contents • adv vari • adv • opti		<ul> <li>advar variat</li> <li>advar</li> <li>optim</li> </ul>	nced methods of analysis for functions with one and multiple		
Teac	hing Method	Lecture and tutorial			
q	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
Na Ng	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment	·	
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	100% written examination		
Frequ	lency	Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and required	readings, see StudIP.	

02-Meth: <b>BSc</b> -B9-1		IT Systems		3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP		
Cours Code		IT Systems 02-Meth:BSo				
Chair		02 / Busines	s Administration / BWL IX – B	usiness Information Syste	ems	
Coord	dinator	Prof. Axel So	chwickert			
Requ	irements	None				
Learning Outcomes		orien netw	ection, evaluation and interpretation of scientific and practice- nted findings on the fundamentals of hardware, software, data, vorks, system development, system operation, system use, ERP-, M-, BI-, SCM-, Office,- e-business-, development systems			
Course Contents		develo • Basic syster	<ul> <li>development, system operation and system use</li> <li>Basics of ERP-, CRM-, BI-, SCM-, Office-, e-business-, development systems</li> </ul>			
Teac	ning Method	Lecture and				
q	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and rev	view	
Workloa (hours)	Lectur	е	30	60		
Ň,	Tutoria	al	30	60		
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
Type(s) (duration) Type of reassess Contribution to fina			Written examination (60-90 minutes)			
		nent	Equivalent to type of initial assessment			
Ass	Contribution to final grade		100% written examination			
Frequ	iency	Winter seme	ester			
Teach	ning Language	German				
Note		For further n	nodule information and require	d readings, see StudIP.		

			ace with Python for and Economics	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Chair Coord Requi	y / Department / linator rements	02-BWL:MS 02 / Busines Operations I Prof. Jella P None	s Administration / BWL XII - [ Management feiffer	Digitalisation, E-Bus	iness and
Learning Outcomes		<ul> <li>Acquirate</li> <li>function</li> <li>visua</li> </ul>	Master functional programming in Python Acquire basic data science knowledge in the use and functionality of Python packages in data collection, processing, visualization, and analysis Application expertise in statistics and machine learning		
Cours	e Contents	<ul> <li>Basics of Programming in Python</li> <li>Data Types and Operators</li> <li>Loops, conditional Statements, and Functions</li> <li>Data Preparation with Pandas</li> <li>Data Visualization with Maptplotlib and Seaborn</li> <li>Data Analysis</li> <li>Collaborative Work with Git</li> </ul>			
Teach	ing Method	Lecture with Tutorial			
p	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and re	view
ork	Lectur	e	30	60	
≥ ج	Tutoria	al	30	60	
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
Type(s) (duration)			Written examination (60 – 90 minutes) and exercises		
		ment	Equivalent to type of initial assessment		
Contribution to final gra		al grade	100% Examination		
Frequ	ency	Summer ser	nester		
Capac	city	30 students			
•	ing language	German			
Note			nodule information and require	ed readings. see St	udIP

02-M	eth: <b>BSc</b> -B11-1	Data Science	ce for Management 3"	<sup>d</sup> – 6 <sup>th</sup> semester 6 CP	
Cours			e for Management		
Code		02-Meth:BS	c-B11-1		
Facul	ty / Department /	02 / Busines	s Administration / BWL XI – Dat	a Science and Digitalisation	
Chair					
Coord	dinator		olas Pröllochs		
	irements	None			
Learning Outcomes		<ul> <li>under patter</li> <li>ability</li> </ul>	<ul> <li>theoretical knowledge of fundamental principles of data science</li> <li>understanding of the core concepts of data science methods to extract patterns and knowledge from structured and unstructured data</li> <li>ability to formulate, defend and criticize specific positions and approaches in the field of data science</li> </ul>		
Course Contents		<ul> <li>data preparation, data modeling, data visualization</li> <li>extraction of insights from data and fundamentals of machine learning</li> <li>application of data science methods in business contexts</li> </ul>			
Teach	hing Method	Lecture and	ecture and tutorial		
pr	Total	180 hours			
Workload (hours)	Course		Attendance	Preview and review	
oul	Lectur		30	60	
2 L)	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
Type(s) (duration) Type of reassess Contribution to fin			Written examination (60-90 minutes)		
		nent	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% written examination		
Frequ	lency	Summer ser	semester		
	hing Language	German	German		
Note		For further n	nodule information and required	readings, see StudIP.	

02-VW BWL:E	/L/ 3Sc-V10-1	Introductio	n to Data Driven Economy	36. Fach- semester	6 CP
Course		Introduction	to Data Driven Economy		
Code			/L:BSc-V10-1		
Facult Chair	y / Department /		s Administration and Economics	s / VWL X – Dat	a Economy
Coord	inator	Prof. Dr. Mir	jam Stockburger		
Requi	rements	None			
Requirements       None         Learning Outcomes       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •         •       •		econo Basic resou Discu driver Evalu persp Intera solutio Digitiz Oppo New e Metho Ethica Fields	c understanding of opportunities and challenges in using data as a		
Teach	ing Method	Lecture and			
p	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	/ and review
ork our	Lectur		30		60
€ ≤	Tutoria	al	30		60
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Type of reassess Contribution to fir		nent	Equivalent to type of initial assessment		
	Contribution to fina	•	100% written examination		
Freque		Winter seme	ester		
	ing language	German			
Note		For further n	nodule information and required	readings, see S	itudIP

02-Q:BSc-Englisch-6		English for	Management	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
0					
Cours			lanagement		
Code		02-Q:BSc-E			
	ty / Department /	02 / Busines	s Administration and Econom	lics / Managerial Eng	glish
Chair					
	dinator	Thomas Wa			
Requ	irements		n English at intermediate (B1 n German at independent use		
Learning Outcomes•alof•ui•ui•ai•ai•inbitbitCourse Contents•		<ul> <li>ability office</li> <li>under expect</li> <li>aware use</li> <li>increat buildin</li> <li>basic</li> <li>unleat</li> </ul>	y to communicate more appropriately using English in everyday e situations rstanding of essential types of communication and language skills cted of managers eness of cultural and communicative pitfalls of English language ased communicative competence and confidence with a focus on ng basic on-the-job skills business-specific vocabulary erning typical German mistakes in English		
		essential types of business communication			
Teach	ning Method	Seminar and tutorial			
	Total		180 hours		
σ	Course		Attendance	Preview a	and review
loa s)	Semina		30	6	60
Workload (hours)	Tutoria		15	6	0
Ne (Y	Independen	t study		15	
Asses	ssment	In-course as	sessment		
	Requirements		Regular attendance and active participation		
Type(s) (duration) Type of reassessn Contribution to fina			Written examination (60-90 minutes) and student presentation (30-45 minutes)		
		nent	Equivalent to type of initial assessment		
Ass	Contribution to fina	0	60% written assessment, 40		
Frequ	lency	Winter seme	nester and summer semester (2 classes each)		
Capa	city	25 students/	class		
Teacl	ning Language	English			
Note		For further n	nodule information and require	ed readings, see Stu	IdIP.

02-Q:	BSc-Englisch-7	Oral Comm	unication	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Cours	se	Oral Commu	inication		
Code		02-Q:BSc-E	nglisch-7		
Facul Chair	ty / Department /	02 / Busines	s Administration and Econom	iics / Managerial Enç	glish
Coord	dinator	Thomas Wa	gner		
Requ	irements	English for N	anagement (02-Q:BSc-Engli	sch-6)	
Learning Outcomes		<ul> <li>ability</li> <li>institution</li> <li>increase</li> </ul>	e effective oral communication in management settings y to use essential rhetorical-communicative principles in utional contexts eased communicative competence and confidence with a focus on ing a professional identity		
Course Contents •		<ul> <li>design mana</li> <li>style,</li> </ul>	ning and delivering clearly structured and audience-focused gement discourse in English structure and impact of management discourse in English		
Teac	hing Method	Seminar and			
	Total		180 hours		
g	Course		Attendance		and review
s)	Semina		30		60
Workload (hours)	Tutoria		15	-	60
ΞĒ	Independen	t study	15		
Asses	ssment	In-course as	sessment		
	Requirements		Regular attendance and acti	ve participation	
ent	Type(s) (duration)		Oral examination (60-90 minutes) and project assignment		signment
Type of reassessment Contribution to final gra		ment	Equivalent to type of initial a	ssessment	
<sup>8</sup> Contribution to final grade		50% written assessment, 50% oral assessment			
Frequ	lency	Winter seme	ester and summer semester		
Capa		20 students			
	hing Language	English			
Note		For further n	nodule information and require	ed readings, see Stu	ıdIP

02-Q:	BSc-Englisch-8	Written Cor	nmunication	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cours	se	Written Com	munication		
Code		02-Q:BSc-E	nglisch-8		
Facul	ty / Department /	02 / Busines	s Administration and Econom	nics / Managerial English	
Chair					
Coord	dinator	Thomas Wa			
Requ	irements		lanagement (02-Q:BSc-Engl		
Learning Outcomes		<ul> <li>ability institu</li> <li>increation</li> </ul>	effective written communication in management settings y to use essential rhetorical-communicative principles in utional contexts ased communicative competence and confidence with a focus on		
Course Contents		<ul><li>writing</li><li>impro</li></ul>	Iding a professional identity ting correct, clear and audience-focused management texts proving style, structure and grammar		
Teac	hing Method	Seminar and	d tutorial		
	Total		180 hours		
g	Course		Attendance	Preview and review	
lloa s)	Semina		30	60	
Workload (hours)	Tutoria		15	60	
≥ ਦ	Independen	t study	15		
Asses	ssment	In-course as	sessment		
	Requirements		Regular attendance and active participation		
ent	Type(s) (duration)		Written examination (60-90 minutes) and project assignment		
Type of reassessr		nent	Equivalent to type of initial assessment		
Contribution to final grade		75% written assessment, 15% oral assessment			
Frequ	lency	Winter seme	ester and summer semester	Duration: 1 semester	
Capa		20 students			
Teac	hing Language	English			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-Q:	BSc-Englisch-9	Working Ac	ross Cultures	3 <sup>rd</sup> – 6 <sup>th</sup> semester 6 CP	
Cours	urse Working Across Cultures				
Code		02-Q:BSc-Ei			
	ty / Department /		s Administration and Econom	ics / Managerial English	
Chair					
	dinator	Thomas Wa			
Requ	irements		unication (02-Q:BSc-Englisch- munication (02-Q:BSc-Englise	1	
Learning Outcomes		<ul> <li>deeperand value</li> <li>increase</li> </ul>	increased regard for cultural peculiarities in intercultural contact deeper appreciation of cross-cultural differences in mindsets, habits and values increased communicative and intercultural competence with a focus on building and sustaining meaningful interpersonal relationships		
Course Contents		<ul> <li>conce</li> <li>using</li> <li>impace</li> <li>and b</li> </ul>			
Teach	ning Method	Seminar and			
	Total		180 hours		
ק	Course		Attendance	Preview and review	
loa s)	Semina		30	60	
Workload (hours)	Tutoria		15	60	
, × 4	Independen	t study	15		
Asses	ssment	In-course as	sessment		
	Requirements		Regular attendance and activ	e participation	
ent	Type(s) (duration)		Project assignment and student presentation (30-45 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fin	•	60% written assessment, 40%	% oral assessment	
Frequ	lency	Winter seme	ester and summer semester	Duration: 1 semester	
Capa	city	20 students			
Teacl	ning Language	English			
Note		For further m	nodule information and require	ed readings, see StudIP.	

## Master (MSc) program courses

02-BWL: <b>MSc</b> -B1-1		Product Ma	nagement	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6	CP	
Cours	se	Product Mar	nagement			
Code	9	02-BWL:MS				
Facu	lty / Department /	02 / Busines	s Administration / BWL I – Ma	arketing and Sales Mar	nagement	
Chair						
	dinator	Prof. Alexan	der Haas			
	irements	None				
Learning Outcomes		result comp • indep insigh • ability • ability appro • ability and s • under	retical knowledge of and applied skills in product management ting in improved functional, methodological and leadership betence (to be specified in initial course session) bendent compilation, evaluation and interpretation of scientific hts in their societal and ethical context y to structure further independent study and learning y to formulate, defend and criticize specific positions and baches in this field y to discuss information, ideas, issues and solutions with both lay specialist audiences in this field orstanding of product management loping innovative marketing concepts			
		<ul> <li>product launch on the market</li> <li>product-lifecycle-management</li> </ul>				
Teac	hing Method	Lecture and tutorial				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and	d review	
Workloa (hours)	Lectur	е	30	60		
l × d	Tutoria	al	30	60		
Asse	ssment	End-of-cours	se assessment and in-course	assessment		
	Requirements		None			
Type(s) (duration)			Written examination (60-90 minutes) and summaries			
Type of reassessment Contribution to final grade		nent	Equivalent to type of initial assessment			
-	Contribution to fin		80-100% written examination, 0-20% summaries			
	uency	Winter seme	ester			
	hing Language	English				
Note		For further n	nodule information and require	ed readings, see Studl	Р.	

02-B\	WL: <b>MSc</b> -B1-2 <b>Business Development</b> 1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP				6 CP
			•	-	
Cours	se	Business De	evelopment		
Code		02-BWL:MS	c-B1-2		
Facul	ty / Department /	02 / Busines	s Administration / BWL I – Ma	rketing and Sales Ma	anagement
Chair					
	dinator	Prof. Alexan	der Haas		
	irements	None			
Learning Outcomes		develo leade • evalua in nev • indep insigh • ability • ability	sition of theoretical knowledge opment resulting in improved rship competence (to be spec ation, interpretation and applic v and/or multidisciplinary cont endent compilation, evaluation ts in their societal and ethical to structure advanced indepe- to integrate insights with know ing societal and ethical contex to conduct theoretical and ap to convey factual knowledge rch with both lay and specialis ng and claiming value ging key accounts fying new markets menting business developmer	functional, methodolo ified in initial course s eation of advanced sci exts and interpretation of context indent study and learn wledge gained in othe kts plied research in this and discuss state-of-t audiences in this fie	gical and session) ientific insights f scientific ning er modules, field the-art
Teac	hing Method	Lecture and			
q	Total		180 hours	1	
(loa rs)	Course		Attendance	Preview an	
Workload (hours)	Lectur		30	60	
<u>ج ج</u>	Tutoria	-	30	60	)
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minu	utes) and simulation	
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	90% written examination, 10% simulation		
Frequ		Summer ser	nester		
Teac	hing Language	English			
Note		For further n	nodule information and require	ed readings, see Stud	IIP.

02-B\	WL: <b>MSc</b> -B1-3	Advanced I Sales	ssues in Marketing and	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
Course Advanced Issues in Marketing and Sales						
Code		02-BWL:MS	× ×			
	lty / Department /		s Administration / BWL I - Mark	eting and Sales Ma	anagement	
Chair	•			5	5	
	dinator	Prof. Alexan	der Haas			
Requ	irements	None				
Learning Outcomes		in new ability includ ability ability ability resea	action, interpretation and application of advanced scientific insights w and/or multidisciplinary contexts y to integrate insights with knowledge gained in other modules, ding societal and ethical contexts y to structure advanced independent study and learning y to conduct theoretical and applied research in this field y to convey factual knowledge and discuss state-of-the-art arch with both lay and specialist audiences in this field			
Cours	se Contents	<ul> <li>marketing and sales in a digital world</li> </ul>				
		selling and negotiation				
Teac	hing Method	Lecture and tutorial				
p	Total		180 hours			
Workload (hours)	Course		Attendance	Preview a		
Workloa (hours)	Lectur		30	60	-	
λ Ę	Tutoria	al	30	60	)	
Asse	ssment	In-course as	sessment			
	Requirements		None			
Type(s) (duration)			Written assessment and oral assessment (to be announced in initial session)			
Type of reassessment Contribution to final grade		nent	Equivalent to type of initial assessment			
Contribution to final grade		al grade	50% written assessment and 50% oral assessment			
Frequ	lency	Winter seme	ester			
Capa		20 students				
Teac	hing Language	English				
Note		For further n	nodule information and required	l readings, see Stud	JIP.	

O2-BWL:MSc-B2-1     Advanced Strategic Management     1 <sup>st</sup> -3 <sup>rd</sup> semester     6 C			1 <sup>st</sup> -3 <sup>rd</sup> semester 6 CP			
CourseAdvancedCode02-BWL:MFaculty / Department / Chair02 / Busing ManagemeCoordinatorProf. AndreRequirementsNoneLearning Outcomes• unde • exte expl • exte in th • abili appl • abili appl • abili appl • strateCourse Contents• intro • strate		Advanced S 02-BWL:MS 02 / Busines Managemen Prof. Andrea None • under • extens • extens • extens • evalua in the • ability	trategic Management c-B2-1 is Administration / BWL II – Si it as Bausch standing of essential theories sive knowledge of methods an ining fields of action in strateg sive knowledge of empirical re ation, interpretation and applie field of strategic managemen to integrate insights with kno	of strategic management nd frameworks for describing and ic management esults on strategic management cation of advanced scientific insights t wledge gained in other modules		
		<ul> <li>ability appro</li> <li>ability and s</li> <li>introd</li> <li>strate</li> <li>compo</li> <li>corpo</li> <li>strate</li> </ul>	pecialist audiences in this field uction to strategic manageme gy research	cize specific positions and , issues and solutions with both lay d nt s models in the age of digitalization ation and diversification		
Toool	hing Method	strategy and performance Lecture and tutorial				
	Total		180 hours			
) (	Course		Attendance	Preview and review		
urs	Lectur	e	30	60		
Workload (hours)	Tutoria		30	60		
	ssment	End-of-cours	se assessment	I		
1.0001	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)			
Type of reassessment Contribution to final grade		nent	Equivalent to type of initial a			
		80-100% written examination and 0-20% project assignment (to be announced in initial session)				
Assi	-		de announced in initial sessi			
		Winter seme				
Frequ	uency hing Language	Winter seme German				

02-B\	WL: <b>MSc-</b> B2-2	Mergers &	Acquisitions	1 <sup>st</sup> -3 <sup>rd</sup> semester	6 CP	
		<b>..</b>				
Cours	se	Mergers & A	cquisitions			
Code	)	02-BWL:MS				
Facul	lty / Department /	02 / Busines	s Administration / BWL II – S	trategic and Interna	itional	
Chair		Managemen		-		
Coord	dinator	Prof. Andrea	as Bausch			
Requ	irements	None				
<ul> <li>Learning Outcomes</li> <li>understanding of essential theories of mergers and acquisitions</li> <li>extensive knowledge of methods and frameworks for describing a explaining fields of action in mergers and acquisitions</li> <li>extensive knowledge of empirical results on mergers and acquisit</li> <li>evaluation, interpretation and application of advanced scientific in in the field of mergers &amp; acquisitions</li> <li>ability to integrate insights with knowledge gained in other module including societal and ethical contexts</li> <li>ability to structure advanced independent study and learning</li> <li>ability to conduct theoretical and applied research in this field</li> <li>ability to convey factual knowledge and discuss state-of-the-art</li> </ul>				describing and and acquisitions scientific insights ther modules, earning his field		
Course Contents			duction to mergers, acquisitions and alliances processes, parties and organization. isitions and strategy ess of acquisitions eration and divestments pany valuation cing acquisitions			
Teac	hing Method	Lecture and				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview	and review	
Worklo; (hours)	Lectur	e	30		60	
УЧ)	Tutoria	al	30		60	
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)			
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment			
Asse	Contribution to fin	al grade	80-100% written examination and 0-20% project assignment (to be announced in initial session)			
Frequ	lency	Summer ser	,			
	hing Language	German				
Note		For further n	nodule information and requir	ed readings, see St	tudIP.	

02-B\	WL: <b>MSc-</b> B2-3		Exercises in Strategic and al Management	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP		
Cours	se	Advanced F	xercises in Strategic and Intern	ational Management		
Code		02-BWL:MS	<u> </u>			
	lty / Department /		s Administration / BWL II – Stra	tegic and International		
Chair	•	Managemen				
	dinator	Prof. Andrea				
	irements	None				
Learning Outcomes   unde  evalu  empi ability ability ability bility bil		<ul> <li>evaluation</li> <li>empirimation</li> <li>ability</li> <li>ability</li> <li>ability</li> <li>ability</li> <li>ability</li> <li>reseation</li> </ul>	standing of essential theories of strategic management ation, interpretation and application of frameworks, theories and ical findings in the context of practical problems to integrate insights with knowledge gained in other modules to structure advanced independent study and learning to conduct theoretical and applied research in this field to convey factual knowledge and discuss state-of-the-art rch with both lay and specialist audiences in this field			
Cours	se Contents		nced Strategic Management (02-BWL:MSc-B2-1)			
		Mergers & Acquisitions (02-BWL:MSc-B2-2).				
Teac	hing Method	Lecture				
be	Total		180 hours			
rs) rs)	Course		Attendance	Preview and review		
Workload (hours)	Lectur Independen		<u> </u>	120		
	-	-				
Asses	ssment	In-course as				
	Requirements		None			
	Type(s) (duration)		End-of-course examination, mid-term tests, presentation / active participation and / or written assignment (to be announced in initial session)			
essment	Type of reassessr	nent	Equivalent to type of initial assessment			
Assessr	(0)		0-50% end-of-course examination, 0-50% interim tests, 0-30% presentation / oral assessment, 0-30% written assignment (to be announced in initial session)			
Frequ	Frequency Summer ser		nester			
Capa		18 students				
	hing Language	German				
Note		For further n	nodule information and required	readings, see StudIP.		

02-B\	WL: <b>MSc</b> -B4-1	Application	s of Controlling	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
		1			
Cours			of Controlling		
Code		02-BWL:MS			
	lty / Department /	02 / Busines	s Administration / BWL IV – M	anagerial Accounting	
Chair					
-	dinator	Prof. Arnt W	onrmann		
	irements	None			
Learr	ning Outcomes	• gener select (prima	<ul> <li>ability to systemize and apply key managerial accounting instruments</li> <li>general understanding of the idea of managerial accounting and also of selected managerial accounting concepts along the value chain (primary and support activities)</li> <li>enabling students to adapt, apply and challenge selected instruments</li> </ul>		
Cours	se Contents	<ul> <li>behaveline</li> </ul>	vioral management accounting		
		<ul> <li>functional and industry specific management accounting</li> </ul>			
		<ul> <li>select</li> </ul>	<ul> <li>selected topics in advanced management accounting</li> </ul>		
Teac	hing method	Lecture and			
p	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo; (hours)	Lectur	e	30	60	
ΞĒ	Tutoria	al	30	60	
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ant	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassess	ment	Equivalent to type of initial assessment		
Ass	Contribution to final grade		100% written examination		
Frequ	lency	Winter seme	ester		
Teac	hing Language	German			
Note		For further n	nodule information and require	d readings, see StudIP.	

02-BV	WL: <b>MSc-</b> B4-2	Advanced C	Controlling	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP		
Cours	se	Advanced C	ontrolling			
Code		02-BWL:MS				
	ty / Department /		s Administration / BWL IV – N	lanagerial Accounting		
	dinator	Prof. Arnt W	öhrmann			
Requ	irements	None				
Learning Outcomes • st ac • al ar • st pe si • cr		accou ability analys stude perfor situati creati	ents understand the relevance of value-based management ounting y to support decisions based on an appropriate understanding and ysis of value-oriented KPIs ents are capable of systemizing, challenging and applying ormance measurement and incentive design in real world tions tion and improvement of management accounting expertise (e.g., orporate valuation, mergers & acquisitions, incentive schemes)			
Course Contents Teaching method		<ul> <li>Mergers &amp; Acquisitions</li> <li>value-based management</li> <li>incentive schemes</li> <li>selected topics in advanced management accounting</li> <li>Lecture and tutorial</li> </ul>				
	Total	Lootaro ana	180 hours			
Workload (hours)	Course		Attendance	Preview and review		
Worklo; (hours)	Lectur	e	30	60		
Wo (ho	Tutoria		30	60		
Δοορο	ssment	End-of-cours	se assessment			
7330	Requirements	End-ol-court	None			
ent	Type(s) (duration)	)	Written examination (60-90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Assi	Contribution to final grade		100% written examination			
Frequ	iency	Summer ser	nester			
Teacl	hing Language	German				
Note		For further n	For further module information and required readings, see StudIP.			

02-BW	/L: <b>MSc-</b> A-B4-3	Cases in Co Accounting	onsulting and Management	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Course	e	Cases in Co	nsulting and Management Accou	unting	
Code		02-BWL:MS			
Facult Chair	y / Department /	02 / Econom	nics / BWL IV – Managerial Acco	unting	
Coord	inator	Prof. Arnt W	öhrmann		
Requir	rements	None			
Learni	ng Outcomes	<ul> <li>Students perspect</li> </ul>	solve more complex manageme are able to analyze real busines ives present and defend own ideas		n different
	Course Contents     Profess    Solving    Case st		onal presentation training and presenting case studies in teams udy topics, particularly from the areas of management accounting, and management		
Teach	ing Method	Lecture with	integrated colloquium		
s) a	Total		180 hours		
our	Course		Attendance	Preview and re	
Workloa d (hours)	Lecture with in colloqui	um	30	1	150
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
	Type(s) (duration)		Homework (3 case study solutions with 20 slides each) and ora examination (3 presentations à 20 minutes)		s each) and oral
nent	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		al grade	Homework, ie, case study solution quality (70%) and oral examination, i.e., presentation performance (30%)		
Freque	Frequency Summer se		nester		
	ing language	English			
Note	<b></b>	For course of	documents, literature, and dates, see StudIP and EVV.		
Capac	ity	20 students			

02-BV	WL: <b>MSc</b> -A-B4-4	-	nt Accounting for s and Sustainability	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Cours	se		t Accounting for Investments	and Sustainability	
Code		02-BWL: <b>MS</b>	<b>c</b> -A-B4-4		
Facul Chair	ty / Department /		s Administration/ BWL IV – M	anagerial Accountin	g
Coord	dinator	Prof. Dr. Arn	t Wöhrmann		
Requ	irements	None			
	ing Outcomes	<ul> <li>broad control</li> <li>enablication</li> </ul>	to systemize and apply key managerial accounting instruments understanding of management accounting for the management, of and coordination of investment and sustainability projects ng students to adapt, apply and challenge selected instruments		
•		<ul> <li>managing investments and real estate investment projects</li> <li>project management</li> <li>implications of behavioral management accounting</li> <li>sustainability management accounting</li> <li>selected instruments and concepts of management accounting</li> </ul>			
Teach	ning Method	Lecture and			
σ	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Vorkloa (hours)	Lectur		30		60
у, Ę	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
	Contribution to final grade		100% examination		
Frequ		Winter Seme	ester		
	Teaching Language German				
Note		For further m	nodule information and require	ed readings, see Sti	udIP.

02-BW Extra2	/L: <b>MSc</b> -A-B4- 2		nt Reporting: Theorie und SAP S/4HANA und Microsoft	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
Course	e	Power BI	t Reporting: Theorie und Praxis	mit SAP S/4HAN	IA und Microsoft	
Code			c-A-B4-Extra2			
Facult Chair	y / Department /	02 / Econom	nics / BWL IV – Managerial Acco	unting		
Coord	inator	Prof. Arnt W	öhrmann			
Learni	ng Outcomes	<ul><li>Students a</li><li>Students a</li></ul>	sic understanding of management are able to critically scrutinize the are able to deal with selected ele Power BI®.	e design of mana		
F     F     F     I     f     f     s     b     f		<ul> <li>Practical</li> <li>Practical</li> <li>In a first contribut following students</li> <li>business</li> <li>from hor</li> <li>business</li> <li>basics of</li> <li>preparat</li> </ul>	tical foundations of reporting and results of empirical research al work with SAP S4/HANA® al work with Microsoft Power BI® st step, students learn the basics of management reporting. Some utions from empirical research on reporting are discussed. The ng two parts focus on practical application. For SAP S/4HANA®, ts receive individual logins for S/4HANA® to process (fictitious) ss transactions in the areas of finance and management accouting ome. With Microsoft Power BI ®, students process fictitious ss transactions along the data analysis process. Students learn the of creating reports, data analyses, information models and data ation. Videos are available for all practical units to impart ical knowledge about the individual modules.			
Teach	ing Method	Lecture, Exe	ercise and Practical Application			
Workload (hours)	Total	1	180			
Worklo; (hours)	Course		Attendance	Preview and re	eview	
No (-)	Lecture incl.	exercise	20	40		
	Practical App	olication	20	100		
Asses			se assessment	1		
	Requirements	1	Successful completion of select S/4HANA® and Microsoft Powe	n of selected practical tasks in SAP soft Power BI®		
ŧ	Type(s) (duration)	)	Written examination (60 minute	s)		
Assessment	Type of reassessr		Equivalent to type of initial assessment			
		100% exam				
		unregular				
3 3 3		German				
Capacity T F N		For course documents, literature, and dates, see StudIP The class has a limited number of participants. An application is required. Prerequisite is at least 6 ECTS from the pool of the following modules: Management Accounting for Investments and Sustainability, Advanced Controlling				

02-B\	WL: <b>MSc-</b> B5-1	Risk Manag	ement	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Cours		Risk Manage			
Code		02-BWL:MS	-		
Chair			s Administration/ BWL V - Fin	ancial Services	
Coord	dinator	Prof. Andrea	as Walter		
Requ	irements	None			
Learning Outcomes			ation, interpretation and application of advanced scientific insights v and/or multidisciplinary contexts to integrate insights with knowledge gained in other modules, ling societal and ethical contexts to structure advanced independent study and learning to conduct theoretical and applied research in this field to convey factual knowledge and discuss state-of-the-art rch with both lay and specialist audiences in this field		
Cours	se Contents	<ul><li>types</li><li>meas</li></ul>	s of risk management s of risks surement of the risk agement and controlling of the risk		
Teac	hing Method	Lecture and			
70	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Worklo; (hours)	Lectur	е	30		60
N −	Tutoria	al	30		60
Asses	ssment	End-of-cours	se assessment	I	
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
		100% written examination			
Frequ		Summer ser	nester		
	hing Language	German			
Note		For further n	nodule information and require	ed readings, see St	udIP.

02-B\	WL: <b>MSc-</b> B5-2	Behavioral	Finance	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
			-			
Cours		Behavioral F				
Code		02-BWL:MS				
Facul Chair	lty / Department /		s Administration/ BWL V - Fina	ancial Services		
Coord	dinator	Prof. Andrea	as Walter			
Requ	irements	None				
Learning outcomes • ev in • ak in • ak • ak • ak • ak		insig ability inclue ability ability ability resea funda	uation, interpretation and application of advanced scientific thts in new and/or multidisciplinary contexts y to integrate insights with knowledge gained in other modules, uding societal and ethical contexts y to structure advanced independent study and learning y to conduct theoretical and applied research in this field y to convey factual knowledge and discuss state-of-the-art arch with both lay and specialist audiences in this field amentals of decision theory			
		<ul> <li>behavioral anomalies</li> <li>capital market anomalies</li> <li>behavioral corporate finance</li> </ul>				
Teac	hing Method	Lecture				
σ	Total		180 hours			
s)	Course		Attendance	Preview a	nd review	
Workload (hours)	Lectur	e	60	12	20	
Asse	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Contribution to final grade			100% written examination			
	uency	Winter seme	ester			
Teac	hing Language	German				
Note		For further n	nodule information and require	ed readings, see Stu	ldIP.	

02-BV	WL: <b>MSc</b> -B5-3	Insurance M	lanagement	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Course         Insurance Management           Code         02-BWL:MSc-B5-3           Faculty / Department / Chair         02/ Business Administration/ BWL V - Financial Services           Coordinator         Prof. Andreas Walter           Requirements         None           Learning Outcomes         • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts           • ability to integrate insights with knowledge gained in other mod including societal and ethical contexts           • ability to structure advanced independent study and learning           • ability to conduct theoretical and applied research in this field           Course Contents         • basics and current challenges in the insurance industry           • insurance lines and premium calculation         • strategies in a low interest rate environment           • opportunities and risks from digitalization and big data         The exercises contain in-depth illustrations of the lecture content at the			ancial Services fication of advanced scientific nary contexts owledge gained in other modules, exts endent study and learning pplied research in this field e and discuss state-of-the-art ist audiences in this field		
			insurance and risk theory insurance lines and premium calculation strategies in a low interest rate environment opportunities and risks from digitalization and big data		
Teach	ning Method	Lecture and	tutorial		
q	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo; (hours)	Lectur	е	30	60	
(ho	Tutoria	al	30	60	
Asses	ssment	End-of-cours	se assessment		
	Requirements	I	None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
	Contribution to final grade		100% written examination		
Frequ	lency	Summer ser	nester		
Teach	hing Language	German			
Note		For further m	nodule information and requir	ed readings, see StudIP.	

02-BWL: <b>MSc-</b> F-B5–4		Sustainable	Portfolio Management	1 <sup>st</sup> – 3 <sup>rd</sup>	6 CP
			-	semester	
		l		1	
Cours	e	Sustainable	Portfolio Management		
Code		02-BWL:MS	c-F-B5–4		
Facult Chair	ty / Department /	02/ Busines	s Administration/ BWL V - Finand	cial Services	
Coord	linator	Prof. Andrea	as Walter		
pricing and empirically programmir Multifactor r Cross-secti Quantitative ESG-Integr Performanc The goals c Students ac Students ac Students ac Students ac			ctional anomalies tive investment strategies		
	e Contents	<ul> <li>Cross-se</li> <li>Quantita</li> <li>ESG Inte</li> <li>Performation</li> </ul>	ltifactor models oss-sectional anomalies antitative investment strategies G Integration formance evaluation of professional asset managers		
Teach	ning Method	Lecture and	r		
σ	Total		180 hours	•	
rkload urs)	Course		Attendance	Preview and re	eview
Worl (hou	Lecture with ir Exercis	•	60	120	
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
t	Type(s) (duration)		Term paper and oral examination		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
	Contribution to fina	-	Term paper (70 %) and oral examination (presentation) (30 %)		
	Frequency Summer s		emester		
	ning language	English			
Note			locuments, literature, and dates,	see StudIP and	EVV.
Capacity		30 students			

02-B\	WL: <b>MSc-</b> B6-1	Applied Co	rporate Finance	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
			·		
Cours			porate Finance		
Code		02-BWL:MS	-		
Chair			s Administration / BWL VI – E	3anking & Finance	
Coord	dinator	Prof. Christin	na Bannier		
Requ	irements	None			
Learr	ning Outcomes	<ul><li>applic</li><li>critica</li></ul>	rstanding of deeper aspects of corporate finance cation of the appropriate analytical methods in practice al appreciation of different procedures and methods nary analysis and evaluation of individual and financial company ions		
Course Contents • s • m • c • d		<ul><li>meas</li><li>capita</li><li>divide</li></ul>	eholder value and corporate governance suring investment returns tal structure tradeoffs end policy c valuation		
Teac	hing Method	Lecture			
σ	Total		180 hours		
s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur	е	60	120	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ŧ	Type(s) (duration)		Written assessment (10 pages maximum) and "quiz" by choice		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Asse	Contribution to fina	•	100% written assessment or 80% written assessment and 20% "quiz"		
	lency	Winter seme	ester		
Teac	hing Language	English			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-BWL:MSc-F-B6-3		Sustainable	e Business – Strategy,	1 <sup>st</sup> - 3 <sup>rd</sup>	6 CP
Governance			e & Finance	semester	
					·
Course	е	Sustainable	Business – Strategy, Governand	e & Finance	
Code		02-BWL:MS	c-F-B6–3		
Facult	y / Department /	02 / Busines	s Administration / BWL VI – Ban	king & Finance	
Chair					
Coordi	inator	Prof. Christi	na Bannier		
Learni	ng Outcomes	<ul> <li>Examina</li> <li>Compara sustaina</li> </ul>	reflection of the corporate sustainability concept nation of suitability for different industries / companies rative assessment of regulatory measures to strengthen corporate ability ny valuation under the aspect of sustainability		
Course Contents		<ul> <li>Conside</li> <li>Sustaina</li> <li>Measurii</li> <li>Regulato</li> </ul>	tation of sustainable business strategies eration of governance models to support sustainability able investment opportunities: Forms, instruments, markets ring sustainability tory measures		
Teach	ing Method	Lecture and tutorial			
_	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and re	eview
Workloa (hours)	Lectur		30	60	
А М	Tutoria	al	30	60	
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
	Type(s) (duration)		Term paper or written examination (the form of examination will be announced by the lecturer at the latest by the second course date), voluntary oral examination		
	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		100 % term paper or 100 % written exam (the exact distribution will be announced by the lecturer at the second course date at the latest).			
Freque	ency	Summer ser	nester		
Teach	Teaching language German				
Note		For course of	locuments, literature, and dates,	see StudIP and	EVV.

02-B\	WL: <b>MSc-</b> B7-3	Auditing an	d Consulting	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP		
Cours		Auditing and					
Code		02-BWL:MS					
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL VII – I	-inancial Accounting	g		
	dinator	Prof. Corinna	a Ewelt-Knauer				
Requ	irements	None					
Learning Outcomes • acqui gover a spe • acqui and it • critica audita • gainin poter • conce accol			ng an understanding how behavioural theory can help identify tial problem areas during the audit process eiving the relationship between the audit with discretionary unting decisions on one side and process organization on the side				
Cours	se Contents	<ul> <li>auditii</li> <li>auditii</li> <li>object</li> <li>implic</li> </ul>	<ul> <li>auditing as an element of corporate governance</li> <li>auditing duties and types of audits</li> </ul>				
Teac	hing Method	Lecture and tutorial					
	Total	Lootaro ana	180 hours				
Workload (hours)	Course		Attendance	Preview	and review		
rklo urs	Lectur	e	30		60		
Worklo; (hours)	Tutoria		30		60		
Asses	ssment	End-of-cours	se assessment				
	Requirements		None				
ent	Type(s) (duration)	·	Written examination (60-90 minutes)				
Assessment	Type of reassessr		Equivalent to type of initial assessment				
Contribution to final grade		100% written examination					
Frequ		Summer ser	mester				
	Teaching Language German						
Note		For further n	nodule information and require	ed readings, see Stu	udIP.		

02-B\	WL: <b>MSc-</b> B8-2	Empirical N	lanagement Research	1 <sup>st</sup> - 3 <sup>rd</sup> semester 6 CP	
Cours	20	Empirical Ma	anagement Research		
Code		02-BWL:MS			
-	ty / Department /	-	-	- Human Resource Management	
Coord	dinator	Prof. Frank	Walter		
Requ	irements	None			
Learning Outcomes			ibing and making important decisions in empirical research ets in management research I appraisal and understanding of empirical research findings from gement research standing and applying modern techniques of empirical gement research edge of important tools to independently carry out empirical rch projects in management		
Course Contents • aim • theo • mea • estin • exple • corre			nd process of empirical mana / of science urement of constructs ation of parameters and hypo ratory data analysis ation and regression analysis		
Teac	hing Method	Lecture and			
	Total	•	180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Workloa (hours)	Lectur	е	30	60	
N d	Tutoria	al	30	60	
Asses	ssment	In-course as	sessment		
	Requirements		None		
int	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
Contribution to final grade		80-100% written examination and 0-20% project assignment (to be announced in initial session)			
Frequ	lency	Winter seme	ester		
Teac	hing Language	German			
Note		For further n	nodule information and requi	red readings, see StudIP.	

02-B\	WL: <b>MSc-</b> B8-4	Organizatio	n Theory & Design	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
		•			
Cours	se		n Theory & Design		
Code		02-BWL:MS			
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL VIII -	- Human Resource Management	
Coord	dinator	Prof. Frank \	Valter		
Requ	irements	None			
Learning Outcomes		<ul> <li>under organ</li> <li>prese</li> <li>knowl</li> </ul>	fication and evaluation of important organizational design options erstanding and describing important influence factors of nizational design entation and critical discussion of important organizational theories vledge of theories, concepts and results of organizational theory their applications to solve practical problems		
Cours	se Contents	<ul> <li>basic and modern organization theory</li> <li>organization design options and their consequences</li> <li>influence factors of organizational design</li> <li>work organization and design</li> <li>empirical insights from organization research</li> </ul>			
Teac	hing Method	Lecture and	<u> </u>		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo; (hours)	Lectur	е	30	60	
N A	Tutoria	al	30	60	
Asses	ssment	In-course as	sessment		
	Requirements		None		
t	Type(s) (duration)		Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Asse	Contribution to fin	al grade	80-100% written examination and 0-20% project assignment (to be announced in initial session)		
Frequ	iency	Summer ser	nester		
Teac	hing Language	German			
Note		For further n	nodule information and requi	red readings, see StudIP.	

02-B\	WL: <b>MSc</b> -B8-5		Exercises in Leadership & ource Management	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
Course Advanced E			xercises in Leadership & Huma	n Resource Manag	jement	
Code	;	02-BWL:MS	c-B8-5			
Facul Chair	lty / Department /	02 / Busines	s Administration / BWL VIII – H	luman Resource M	anagement	
Coord	dinator	Prof. Frank	Walter			
Requ	irements	None				
findin • evalu scien mana • devel to pra mana • critica practi mana Course Contents		nced, application-oriented understanding of scientific theories and gs in leadership and human resource management ating, interpreting, and applying to practical problems advanced tific knowledge from the fields of leadership and human resource agement oping and presenting (in writing and verbally) one's own solutions actical problems from the fields of leadership and human resource agement al, constructive discussion of various solution approaches to ical problems from the fields of leadership and human resource agement ted, application-oriented topics from the fields of leadership and an resource management				
+		orient	application of theories and findings from these fields to practice- oriented case studies in order to solve practical problems			
leac	hing Method	Lecture	400 h			
ad	Total		180 hours			
klo (sr	Course		Attendance	Preview ar		
Workload (hours)	Lectur	e	60	12	0	
Asse	ssment	In-course as	sessment			
	Requirements		None			
nt	Type(s) (duration)	)	Written assessment (20 pages) and / or presentation (20 minutes) (to be announced in initial session)			
Assessmei	Type of reassess	ment	Equivalent to type of initial assessment			
Contribution to final grade		70-100% written assessment and 0-30% presentation (to be announced in initial session)				
Frequ	lency	Winter seme				
Capa		30 students				
Teaching Language German		German				
Note		For further n	nodule information and required	l readings, see Stu	dIP.	

			Two voice of in Monogoment	1 <sup>st</sup> – 3 <sup>rd</sup> semester	C CD		
02-B1	WL: <b>MSc-</b> B8-6	Research M	Exercises in Management	$1^{3^{\circ}} - 3^{\circ}$ semester	6 CP		
		Nesearch w	letilous				
Cours	se	Advanced F	xercises in Management Res	earch Methods			
Code		02-BWL:MS					
	ty / Department /	-	s Administration / BWL VIII –	Human Resource M	lanagement		
Chair					hanagomont		
	dinator	Prof. Frank					
	irements		anagement Research (02-BW				
Lean	ing Outcomes	in ma	standing the most commonly nagement research ing these statistical methods (				
		quest					
			l interpretation of statistical m t research articles	nethods and findings	presented in		
		(e.g. \$	cal application of the methods SPSS, R, diverse online tools	)			
		<ul> <li>interpretation, writing and graphic presentation of analysis results according to scientific standards (i.e., writing a results report meeting</li> </ul>					
Cours	se Contents		<ul> <li>the standards of a scientific publication)</li> <li>advanced regression analyses (e.g., hierarchical regression, relative</li> </ul>				
Cours	se coments		anced regression analyses (e.g., merarchical regression, relative ghts analysis)				
		<ul> <li>moderation, mediation and moderated mediation analyses</li> </ul>					
		<ul> <li>analysis of variance (and handling scenario-based or vignette-</li> </ul>					
		experiments)					
			evel modelling				
		Methods are	e taught both in theory and in	practice, and studer	nts apply them		
		independent	tly on similar research questions.				
Teac	hing Method	Tutorial					
q	Total		180 hours				
s)	Course		Attendance	Preview a	and review		
Workload (hours)	Tutoria	al	60	1:	20		
Asses	ssment	End-of-cours	se assessment				
	Requirements		None				
ent	Type(s) (duration)		Written examination or online examination (60 – 90 minutes) (to be announced in initial session)				
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment				
			100% written examination				
Frequ		Summer ser					
Capa		30 students					
	hing Language	German					
Note		For further module information and required readings, see StudIP.					

02-BV	WL: <b>MSc-</b> B9-1	Systems Er	ngineering	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP		
Cours		Systems En					
Code		02-BWL:MS					
Chair		02 / Busines	s Administration / BWL IX – E	usiness Informatior	ו Systems		
Coord	dinator	Prof. Axel Se	chwickert				
Requ	irements	None					
scier situa deve			ation, interpretation and application of basic and advanced ific and practical knowledge also in relation to new or unfamiliar ions or in a multidisciplinary context for the engineering opment of IT systems ("Systems Engineering"). sment of the economic efficiency of IT systems				
Cours	se Contents	engin • proce • metho • progra • Softw	<ul> <li>engineering</li> <li>procedure models (and result models) for development of IT-systems</li> <li>methods and techniques for modeling of IT-systems</li> <li>programming, implementation and operation of IT-systems</li> <li>Software quality, software benefits, software costs</li> </ul>				
Teach	hing Method	Lecture and					
8	Total		180 hours				
Workload (hours)	Course		Attendance	Preview a	and review		
Worklo; (hours)	Lectur	е	30	6	60		
N (h	Tutoria	al	30	6	60		
Asses	ssment	End-of-cours	se assessment				
	Requirements Type(s) (duration)		None Written examination				
ent							
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment				
Ass	Contribution to fina		100% written examination				
Frequ		Winter seme	esters				
Teach	hing Language	German					
Note		For further n	nodule information and require	ed readings, see Stu	JdIP.		

02-BW	/L: <b>MSc-</b> B9-4	Digital Busi	ness	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
CourseDigital BCode02- BWLFaculty / Department /02 / Bus				s / BWL IX – Bus	iness Information
Chair Coordi	inator	Systems Prof. Axel C	Sebwiekert		
-		None	Schwicken		
Requirements Learning Outcomes		• Evalı scier situa	<ul> <li>Evaluation, interpretation and application of basic and advanced scientific and practical knowledge also in relation to new or unfamiliar situations or in a multidisciplinary context for digitalization and electronic business.</li> </ul>		
Course Contents		trans and f • For e crypt proce	<ul> <li>Current and innovative information technology concepts for transforming analogue into digital business activities of companies and for use in digitalized business activities of companies</li> <li>For example: blockchain, cryptocurrencies, smart contracts, cryptography, identity and access management, authentication procedures, Internet of Everything, artificial intelligence, data protection and data security, cloud computing</li> </ul>		
Teach	ing Method	Lecture and	tutorial		
77	Total	•	180 hours		
oa( s)	Course		Attendance	Preview and re	eview
Workload (hours)	Lectur	е	30	60	
Š, Ę	Tutoria	al	30	60	
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fina	-	100% examination		
Freque		Summer ser	emester		
	ing language	German			
Note		For further n	nodule information and required	readings, see St	udIP

02-B\	WL: <b>MSc-</b> B10-1	Managing t	he Innovation Process	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP			
Course Managing the Innovation Process							
Code		02-BWL:MS					
Facu Chair	lty / Department /	02 / Busines	s Administration / BWL X -	- Innovations & Start-up Management			
Coor	dinator	Prof. Monika	Prof. Monika Schuhmacher				
Requ	irements	None					
	Learning Outcomes       • providing expert knowledge and advanced exchange of current academic knowledge on problems and solutions on management innovation process         • ability to integrate insights with knowledge gained in other module including societal and ethical contexts         • ability to structure advanced independent study and learning         • ability to conduct theoretical and applied research in this field         Course Contents       • basics of innovation development and innovation management, so as different strategies and types of innovation         • innovation strategies       • basics of designing innovation processes and decision-making wi the innovation development process         • cooperative processes within innovation management       • open innovation: focus on specific questions within and along the			ns and solutions on management the nowledge gained in other modules, ntexts ependent study and learning applied research in this field at and innovation management, such of innovation rocesses and decision-making within cess novation management ic questions within and along the			
Teac	hing Method	Lecture and	vation process, such as open innovation				
1040	Total		180 hours				
ad	Course		Attendance	Preview and review			
klo urs)	Lectur	e	30	60			
Workload (hours)	Tutoria		30	60			
	ssment	End-of-cours	se assessment				
	Requirements		None				
ent	Type(s) (duration)	)	Written examination or written/oral assessment (to be announced in initial session)				
	Type of reassessr	nent	Equivalent to type of initial assessment				
Contribution to fi		al grade	80-100% written examination and 0-20% written/oral assessment (to be announced in initial session)				
Frequ	lency	Summer ser					
•	hing language	English					
Note	-	For further n	nodule information and requ	uired readings, see StudIP.			

02-B\	WL: <b>MSc</b> -B10-2	Creativity a	nd Entrepreneurship	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Cours	se	Creativity ar	nd Entrepreneurship		
Code		02-BWL:MS			
-	lty / Department /	-		<ul> <li>Innovations &amp; Start-up Management</li> </ul>	
Coor	dinator	Prof. Monika	a Schuhmacher		
Requ	irements	None			
Learning Outcomes		entre indep advar data ability study ability ability theor theor ability busin	ty to integrate insights with knowledge gained in other courses of ly, including societal and ethical contexts ty to structure advanced independent study and learning ty to conduct theoretical and applied research in this field ories and techniques of creativity pretical basics of entrepreneurship ty for entrepreneurship ness model and business plan		
-		pitching			
Teac	hing Method	Lecture and			
b	Total		180 hours	Dreview and review	
ဂို (၃	Course	_	Attendance	Preview and review	
Workload (hours)			30	60	
₹£	Tutoria	al	30	60	
Asse	ssment	End-of-cour	se assessment		
	Requirements		Submission of idea paper		
nt	Type(s) (duration)		Business plan and written / oral assessment (to be announced in initial session)		
ssment	Type of reassess	nent	Equivalent to type of initial assessment		
Contribution to final gra		al grade	grade 70-80% written assessment, 20-30% presentation and 0-10% homework assignment (to be announced in initial session)		
Frequ	lency	Winter seme	ester		
Capa		80 students			
Teac	hing language	English or	German (to be announced in initial session)		
			uired readings, see StudIP.		

02-B B11-	WL/VWL: <b>MSc</b> - 1	Text Mining	l	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Cours	20	Text Mining			
Code		· · · · ·	L:MSc-B11-1		
	ty / Department /		s Administration / BWL XI – [	Data Sajanaa and Di	aitaliaatian
Chair	2 1	02 / Dusines	s Auministration / $BVVL XI = L$		gitalisation
	dinator	Prof. Nicolas	Pröllochs		
_	irements	None			
Learning Outcomes		<ul> <li>under patter</li> <li>interpresentation</li> </ul>	derstanding of methods and algorithms to extract insights and atterns from unstructured text data erpretation of the outcomes of quantitative text analysis ility to solve practical problems from text mining and present the sults		
	se Contents	extra     text n	processing, sentiment analysis, and text classification action of insights from text data using the statistical software R mining for applications in research and practice		
Teac	hing Method	Lecture and			
	Total		180 hours	I	
ad	Course		Attendance		and review
Workload (hours)	Lectur		15		30
Vor	Tutoria		15	3	30
	Independen	· · ·	90		
Asse	ssment	In-course as			
	Requirements		None		
ant	Type(s) (duration)		Presentation (20-30 minutes) and assignment (10-15 pages) (to be announced in initial session)		
ssme	Type of reassessr	nent	Equivalent to type of initial assessment		
Assessment	Contribution to final grade		30-70% assignment and 30-70% presentation (to be announced in initial session)		
	lency	Winter seme	ester		
	Capacity 24 students				
	hing language	English			
Note		For further n	nodule information and requir	ed readings, see St	udIP.

02-B\	WL: <b>MSc-</b> B12-2	Data Scienc	ce for Consumer Behavior	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
02 01		Bata Colone			0.01
Cours	se	Data Scienc	e for Consumer Behavior		
Code		02-BWL:MS			
Facu	Ity / Department /		s Administration / BWL XII -	Digitalisation, E-Bus	iness and
Chair	2 1		Vanagement	g	
Coord	dinator	Prof. Jella P			
Requ	irements	None			
Learning Outcomes• ability to model and analyze consumer behavior • understanding of the process of data science pro • application competence in the field of statistics a methods • decision-making skills • ability to interpret and critically reflect on data an • basic technical understanding of e-commerce ar • interaction with experts and laypersons about int problem areas, and solutions of the covered field • ability to express and understand in EnglishCourse Contents• data science methods using established process CRISP-DM • modeling of consumer behavior • basic programming concepts of statistical softwa • analysis of data from e-/m-/VR-commerce with s • eye-tracking			ta science projects of statistics and ma ect on data analysis commerce and VR sons about informati covered field <u>n English</u> ished process mode	results commerce on, ideas, els such as	
Teac	hing Method	Lecture and			
	Total		180 hours		
oa( s)	Course		Attendance	Preview a	and review
Workload (hours)	Lectur	е	30	6	60
Š Ľ	Tutoria	al	30	6	60
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Assi	Contribution to fina	al grade	80% written examination and 20% exercises		
Frequ	uency	Summer ser	nester		
Capa	city	30 students			
	Teaching language English				
Note For further			nodule information and requir	ed readings, see Stu	udIP.

02-BW	/L:MSc-Dekanat-3	Taxation of Corporation	Partnerships and ns	13. Fach- semester	6 CP
Chair Coordi Requir	y / Department /	02- BWL:MS 02 / Busines Deanery None • Under choice	Partnerships and Corporations Sc-Dekanat-3 s Administration and Economics rstanding the basics of German a e of legal form rstanding of the methods, object	and international	
Course	e Contents	subjec Critica Introd Introd Taxe Taxe Conv Intern	ect area of taxation of partnerships and corporations al reflection and discussion of the course content duction to German Tax Law duction to the choice of legal form es of the corporation es of the partnership version and legal form national Tax Law national tax planning		
Teach	ing Method	Lecture and	tutorial		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview	and review
Workloa (hours)	Lecture	e	30		60
≥ ਦੱ	Tutoria	al	30		60
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessme	Type of reassessr	nent	Equivalent to type of initial assessment		
	Contribution to fina	-	100% written examination		
Freque		Winter seme	ester 22-23		
	ing language	German			
Note		For further n	rther module information and required readings, see StudIP		

02-BW	/L: <b>MSc</b> -Dekanat-5	Taxation of	Individuals	13. Fach- semester	6 CP	
Course Code			Sc-Dekanat-5			
Faculty / Department / 02 / Bus Chair			s Administration and Economics	S / Deanery		
Coord		Deanery				
	rements	None				
Learni	ing Outcomes	Unde	erstanding of the basics of the ta	xation of individu	uals	
			y to reflect and discuss the relev ion of individuals	ant aspects in re	elation to the	
		<ul> <li>Critical reflection and discussion of the course content and its application references</li> </ul>				
Cours	e Contents	Funce	lamentals of the taxation of indiv	iduals		
		Natio	onal law / directives and institutio	ns		
		<ul> <li>International law / directives and institutions</li> </ul>				
		Procedural rules				
		Basis of claims				
		Focus on income taxation:				
		Types of income				
		Methods of profit determination / surplus determination				
		Elimination of double taxation				
Teach	ing Method	Lecture and	tutorial			
	Total	Lootaro ana	180 hours			
) )	Course		Attendance	Preview	and review	
urs	Lecture	e	30	1101101	60	
Workload (hours)	Tutoria		30		60	
Asses	sment	End-of-cour	se assessment			
710000	Requirements		None			
ent	Type(s) (duration)		Written examination (60 – 90 minutes)			
Assessment	Type of reassess	nent	Equivalent to type of initial assessment			
	Contribution to fina	al grade	100% written examination			
Freque	Frequency Summer s		emester 22-23			
Teach	ing language	German				
Note		For further n	For further module information and required readings, see StudIP			

02-VV	WL: <b>MSc-</b> V1-1	Economics	of Regulation	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
Cours	20	Economics	of Regulation			
Code		02-VWL:MS				
	ty / Department /	-	02 / Economics / VWL I – Industrial Economics, Competition Policy and			
Chair	<i>2</i> 1			omics, Competition	Policy and	
	dinator	Regulation Prof. Georg	Cötz			
-		None	GOIZ			
	irements		de ale with potyconk inductrice	and have to regulate	them A energial	
Learning OutcomesThis course deals with network industries and how to regulate t focus is laid on the consequences of the asymmetric distributio information among the agents active in these sectors. Here, on of product markets characterized by uncertainty about qualities 			on of ne might think s and prices as These markets d by some ts' behavior. As			
• r • r • i			<ul> <li>pricing in natural monopoly (Ramsey-Boiteux and peak-load)</li> <li>regulation under asymmetric information with respect to cost and effort</li> <li>rate of return regulation vs. price-cap regulation</li> <li>introducing competition in network industries</li> </ul>			
Teaci	hing Method Total	Lecture and	180 hours			
ad	Course		Attendance	Preview a	nd review	
klo; Irs)	Lectur		30	6		
Workload (hours)	Tutoria		30	6		
Asses	ssment	In-course as	sessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination, assignments (to be announced in initial session)			
essment	Type of reassessr		Equivalent to type of initial assessment			
Asse	Contribution to fin	al grade	85% written examination, 15% assignments			
Frequ		Summer ser	nester			
Teach	hing language	English				
Note		For further n	nodule information and requir	ed readings, see Stu	ıdIP.	

02-VV	WL: <b>MSc-</b> V1-2	Industrial C	rganization	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP		
0			·			
Cours		Industrial Or				
Code		-	02-VWL:MSc-V1-2			
	ty / Department /		nics / VWL I – Industrial Ecor	nomics, Competition Policy and		
Chair		Regulation				
	dinator	Prof. Georg	Götz			
	irements	None				
Learning Outcomes This course extends the basic concepts of industrial organization that a provided in the course 'Competition policy and Strategy'. The focus is business strategies such as price discrimination and product differentia and on strategic interaction in oligopoly. Students will learn about the importance of the research and development activities of firms and hor are influenced by public policy in general and by the patent system in particular. The course models and evaluates business behaviour from public policy and a managerial perspective.			y and Strategy'. The focus is on ination and product differentiation Students will learn about the nent activities of firms and how they and by the patent system in tes business behaviour from both a			
Cours	se Contents		ents include, for example:			
		strategic interaction in oligopoly				
		price discrimination				
		horizontal and vertical product differentiation				
		research and development				
		<ul> <li>informative vs. persuasive advertising</li> </ul>				
		cartels and mergers				
		More detailed information is available from the coordinator.				
Teach	ning Method	Lecture and	tutorial			
p	Total		180 hours			
kloë rs)	Course		Attendance	Preview and review		
Workload (hours)	Lectur	е	30	60		
א <del>ר</del>	Tutoria	al	30	60		
Asses	ssment	In-course as	sessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (90 minutes), assignments (2-4 pages – to be announced in initial session)			
Assessme	Type of reassessr	nent	Equivalent to type of initial assessment			
	Contribution to fin		85% written examination, 15% assignments			
Frequ		Winter seme	ester			
	ning language	English				
Note		For further n	nodule information and requir	ed readings, see StudIP.		

Chair Coordir Require	/ Department /	Economics of 02-VWL:MS	of Innovation		
Code Faculty Chair Coordir Require		02-VWL:MS	of Innovation		
Faculty Chair Coordin Require	/ Department /	-			
Chair Coordir Require	/ Department /		-		
Coordir Require			nics / VWL I – Industrial Ecor	nomics, Competition	Policy and
Require		Regulation	-		
		Prof. Georg	Götz		
Learnin		None			
economics of economics of evalu know discip ability studie indep indep projec comm date t Course Contents Course cont			and understanding of theoretical and applied questions of of innovation. Learning outcomes are as follow: ation, interpretation and application of advanced scientific ledge with regards to new resp. unfamiliar situations in a multi- olinary context v to integrate knowledge with other subjects of the course of es with regard to social and ethical aspects endent advanced learning process endent implementation of theoretical and application-oriented cts within the subject nunication of knowledge and intellectual exchange about up-to- topics with experts and non-experts eents include, for example: et structure and incentives for innovation it system, intellectual property and licensing		
		<ul><li>resea</li><li>innova</li><li>politic</li></ul>	mentation and diffusion of ne rch joint ventures ation and growth s of technology d information is available from	-	
	ng Method	Lecture and tutorial			
	otal		180 hours	1	
	Course		Attendance	Preview	and review
urs	Lecture	e	30		60
Workload (hours)	Tutoria	al	30	(	60
Assess	ment	In-course as	sessment	L.	
	Requirements		None		
	ype(s) (duration)		Written examination (90 minutes), 6 assignments (2-4 pages – to be announced in initial session)		
Assessment	Type of reassessment		Equivalent to type of initial assessment		
Asse	Contribution to fina	al grade	80% written examination, 15% assignments (1-5), 5% assignment (6)		
Frequency Summer ser					
	ng language	English			
Note			nodule information and requi	red readings, see St	udIP.

02-V\	WL: <b>MSc</b> -V3-1	Theory of In	nternational Trade	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Cours			ternational Trade		
Code	Code 02-VWL:M		-		
	lty / Department /	02 / Econom	nics / VWL III – International E	Economics	
Chair					
Coord	dinator	Prof. Jürgen	Meckl		
Requ	irements	None			
Learning Outcomes		empir theore • ability • comp	computational skills necessary for handling such models		
	•		<ul> <li>trade in intermediate goods and fragmentation of production</li> <li>integration of commodity markets and effects on labor markets</li> <li>globalization and economic growth</li> </ul>		
Teac	hing Method	Lecture with			
σ	Total		180 hours		
s)	Course		Attendance	Preview and review	
Workload (hours)	Lecture		60	120	
Asse	ssment	End-of-cours	rse assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of reassess	ment	Equivalent to type of initial assessment		
Ass	Contribution to fin	al grade	100% written examination		
Frequ	Frequency Winter sem		ester		
	hing language	English			
Note		For further n	module information and required readings, see StudIP.		

02-VV	WL: <b>MSc</b> -V3-2	Trade Polic Movements	y and International Factor	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP		
Cours	se	Trade Policy	Trade Policy and International Factor Movements			
Code		02-VWL:MS				
Chair		-	ics / VWL III – International Eco	onomics		
Coord	dinator	Prof. Jürgen	Meckl			
Requ	irements	None				
Learning Outcomes		<ul> <li>advanced knowledge about international trade policies and the theory and empirics of international factor movements including their methodological, decision theoretic and mathematical foundations and its historical development</li> <li>ability to interpret and critically discuss simple models from this field</li> <li>computational skills necessary for handling such models</li> </ul>				
• tr		<ul><li>trade</li><li>politic</li></ul>	gains from trade rade policy and market structure political economy of trade policy actor movements and multinational firms			
Teach	hing Method	Lecture and	re and tutorial			
	Total	•	180 hours			
) )	Course		Attendance	Preview and review		
urs u	Lectur	е	30	60		
Workload (hours)	Tutoria	al	30	60		
Asses	ssment	End-of-cours	se assessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Contribution to final grade		al grade	100% written examination			
Frequ	lency	Summer ser	mester			
	hing language	English				
Note For furth		For further n	nodule information and required	readings, see StudIP.		

02-V	WL: <b>MSc-</b> V3-3	Summer Sc	hool in Economics	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Cour	<u> </u>	Summor So	hool in Economics		
Code		02-VWL:MS			
			<u>c-v3-3</u> nics / VWL III – International Ec		
Chai	Ity / Department /	02 / Econom	iics / VVVL iii – international Ec	Shomics	
		Drof lürgen	Maaki		
		Prof. Jürgen	WECKI		
RequirementsNoneLearning Outcomes• adv em the• abi lite• abi 		<ul> <li>advar empir theore</li> <li>ability literat</li> <li>comp</li> <li>ability appro</li> <li>ability</li> </ul>	anced knowledge about variable (current) economic fields and their birical assessments including their methodological, decision bretic and mathematical foundations and its historical development ity to interpret and critically discuss simple models from relevant ature nputational skills necessary for handling such models ity to formulate, defend and criticize field-specific positions and roaches ity to discuss information, ideas, issues and solutions with both lay specialist audiences in this field		
	se Contents	The course empiricism a	contents include economics topics in the field of theory, and / or methods.		
Teac	hing Method	Lecture and tutorial			
	Total		180 hours	Dura dana dana dana	
ad s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur		24	50	
ş Ç	Semin	ar	16	30	
>	Independer	it study	60		
Asse	ssment	In-course as	sessment		
	Requirements	1	None		
ent	Type(s) (duration)		Written examinations (examination 1: 45 minutes / examination 2: 60-90 minutes), written assignment (15 pages) and presentation (45 minutes)		
Assessme	Type of reassess	ment	Equivalent to type of initial assessment		
Asse	Contribution to final grade		10% written examination 1, 40% written examination 2, 40% written assignment, 10% presentation		
Frequ	uency	Summer ser			
Capa	acity	20 students			
Teac	hing language	English			
			nodule information and required	readings, see StudIP.	

02-V	WL:MSc-V3-4	Virtual Sum Debt Crises	mer School: Economics of	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Cours	20	Summor Sol	nool in Economics		
Code		02-VWL:MS			
-			ics / VWL III – International Ec	anamiaa	
Chair	lty / Department /	02 / Econom	iics / VVVL III – International Ec	onomics	
Coor	dinator	Prof. Jürgen	Meckl		
Requ	irements	None			
Learning Outcomes		empir theore • ability literat • comp • ability appro • ability	advanced knowledge about variable (current) economic fields and their empirical assessments including their methodological, decision theoretic and mathematical foundations and its historical development ability to interpret and critically discuss simple models from relevant iterature computational skills necessary for handling such models ability to formulate, defend and criticize field-specific positions and approaches ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field		
	se Contents	empiricism a	ourse contents include economics topics in the field of theory, cism and / or methods.		
leac	hing Method	Lecture and tutorial			
	Total		180 hours	Duestiessee	
ad s)	Course	-	Attendance	Preview ar	
Vorkloa (hours)	Lectur		24	50	
Workload (hours)	Semina	ar	16	30	)
~	Independen	t study	60		
Asse	ssment	In-course as	sessment		
	Requirements		None		
ŧ	Type(s) (duration)	)	Written examinations (examination 1: 45 minutes / examination 2: 60-90 minutes), written assignment (15 pages) and presentation (45 minutes)		
Assessment	Type of reassess	ment	Equivalent to type of initial assessment		
Asse	Contribution to final grade		10% written examination 1, 40% written examination 2, 40% written assignment, 10% presentation		
Frequency Summer ser					
Capa		20 students			
		English			
Note			nodule information and required	l readings, see Stud	dIP.

	CP	
Course         Transition and Reform Economics           Code         02-VWL:MSc-V4-2           Faculty / Department /         02 / Economics / VWL IV – Transition and Integration Economics	6	
Chair     Prof. Matthias Göcke		
Requirements None		
<ul> <li>Learning Outcomes</li> <li>understanding and own application of economic-theoretical explanatory models related to political and economic reform and transformation processes</li> <li>independent critical reflection on concrete economic systems as w as real reform processes, in particular on economic aspects of the political enforceability of reforms</li> <li>formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different reform strategies</li> <li>ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently des further learning processes</li> </ul>		
<ul> <li>market economy</li> <li>creation of new institutions and organizations suitable for the economy</li> <li>theory of institutional change</li> <li>political-economic restrictions on reforms and methods of primplementation of reform measures</li> <li>sequencing of reforms and transformation strategies (e.g. because gradualism)</li> <li>the economics of secessions</li> <li>special problems with transformations (e.g. state capture a budget constraints)</li> </ul>	ion of new institutions and organizations suitable for the market omy y of institutional change cal-economic restrictions on reforms and methods of political mentation of reform measures encing of reforms and transformation strategies (e.g. big bang is gradualism) conomics of secessions al problems with transformations (e.g. state capture and soft	
Teaching Method Lecture and tutorial		
Total 180 hours		
Preview and ICourseAttendance(sno)Lecture30Tutorial30	review	
Ö (s)         Lecture         30         60           A (c)         Tutorial         30         60		
≥ <u>€</u> Tutorial 30 60		
Assessment End-of-course assessment		
Requirements None		
Type(s) (duration) Written examination (60-90 minutes)	Written examination (60-90 minutes)	
Type of reassessment       Equivalent to type of initial assessment         Contribution to final grade       100% written examination	Equivalent to type of initial assessment	
Frequency Winter semester		
Teaching language German		
Note         For further module information and required readings, see StudIP	р	

02-V\	WL: <b>MSc</b> -V5-1	Financial M Macroecon	arkets and International omics	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
Cours	20	Financial Ma	rkets and International Macroeconomics		
Code		02-VWL:MS		.00110111100	
	lty / Department /	-	nics / VWL V – Monetary Econ	omics	
Coord	dinator	Prof. Peter 7	Tillmann		
Requ	irements	None			
regional c • eva in n • abil • abil incl • abil • eva		regional com • evalua in new • ability • ability includ • ability • ability resea • capita	tional macroeconomics resulting in improved methodological and mpetence (to be specified in initial course session): nation, interpretation and application of advanced scientific insights w and/or multidisciplinary contexts y to structure advanced independent study and learning y to integrate insights with knowledge gained in other modules, ding societal and ethical contexts y to conduct theoretical and applied research in this field y to convey factual knowledge and discuss state-of-the-art arch with both lay and specialist audiences in this field al flows and current accounts balances emporal modelling of the current account: theory and evidence		
Teac	hing Method	<ul> <li>real and nominal exchange rates and interest rate parity conditions</li> <li>exchange rate models: theory and empirical evidence</li> <li>Lecture and tutorial</li> </ul>			
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview ar	nd review
Workloa (hours)	Lectur	e	30	60	)
≥౬	Tutoria	al	30	60	)
Asse	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
	Contribution to final grade		100% written examination		
	Frequency Summer ser		nester		
	hing language	English			
Note		For further n	nodule information and required	d readings, see Stud	dIP.

02-VV	WL: <b>MSc-</b> V5-2	Advanced M	<b>Macroeconomics</b>	3 <sup>rd</sup> semester	6 CP	
Cours	<u></u>	Advanced M	lacroeconomics			
Code		02-VWL:MS				
-	ty / Department /		nics / VWL V – Monetary Eco	nomice		
Chair			-	nomics		
Coord	dinator	Prof. Peter 7	Fillmann			
Requ	irements	None				
Course Contents			omics resulting in improved methodological and objective (to be specified in initial course session): ation, interpretation and application of advanced scientific insights w and/or multidisciplinary contexts to structure advanced independent study and learning to integrate insights with knowledge gained in other modules, ling societal and ethical contexts to conduct theoretical and applied research in this field to convey factual knowledge and discuss state-of-the-art inch with both lay and specialist audiences in this field need theories and problems of business cycles ods for solving and simulating dynamic macroeconomic models nal and financial frictions and their consequences			
		empirical evidence on macroeconomic theories				
Teach	hing Method	Lecture and tutorial				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview	v and review	
Worklo; (hours)	Lectur	е	30		60	
N L	Tutoria	al	30		60	
Asses	ssment	End-of-cours	se assessment			
	Requirements	I	None			
ent	Type(s) (duration)		Written examination (90 minutes)			
Assessme	Type of reassessr	nent	Equivalent to type of initial assessment			
Ass	Contribution to fin		100% written examination			
Frequ	lency	Winter seme	ester			
Teac	hing language	English				
Note		For further n	nodule information and requir	ed readings, see S	StudIP.	

02-VV	WL: <b>MSc-</b> V5-3	Risk and th	e Open Economy	1 <sup>st</sup> - 3 <sup>rd</sup> semester	6 CP		
Course Risk and the			e Open Economy				
Code		02-VWL:MS	c-V5-3				
Facul	ty / Department /	02 / Econom	nics / VWL V – Monetary Eco	nomics			
Chair							
Coord	dinator	Prof. Peter 7	Fillmann				
	irements		Inced in course notice				
Learning OutcomesAcquisition of theoretical knowledge and applied skill economy resulting in improved methodological and or specified in initial course session):• evaluation, interpretation and application of ac in new and/or multidisciplinary contexts• ability to structure advanced independent stud• ability to integrate insights with knowledge gat including societal and ethical contexts• ability to conduct theoretical and applied reset• ability to convey factual knowledge and discus research with both lay and specialist audienceCourse Contents• international borrowing and lending of small or asset pricing and risk premia • risk sharing and financial markets • debt and default • financial and currency crises			ogical and object co cation of advanced texts endent study and le wledge gained in o exts oplied research in the and discuss state- st audiences in this	empetence (to be scientific insights earning ther modules, nis field of-the-art field			
Teach	ning Method		ecture with student presentations				
	Total		180 hours				
Workload (hours)	Course		Attendance	Preview	and review		
Workloa (hours)	Lectur	e	40		80		
א ל	Student prese	entations	20		40		
Asses	ssment	In-course as	sessment				
	Requirements		None				
ent	Type(s) (duration)		Written examination (90 minutes) and presentation				
Assessment	Type of reassess	nent	Equivalent to type of initial assessment				
Ass	Contribution to fin	nal grade 70% written examination and 30% student presentation					
Frequ	iency	Winter seme	nester				
Capa		30 students					
	ning language	English					
Note			nodule information and requir	ed readings, see St	tudIP.		

02-VWL: <b>MSc</b> -V6-1		Microecond	omics and Game Theory	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Cours	se	Microecono	nics and Game Theory		
Code		02-VWL:MS	-		
Facul	lty / Department /	02 / Econom	nics / VWL VI – Behavioral ar	d Institutional Economics	
Chair					
Coord	dinator	Prof. Max A	bert		
Requ	irements	None			
Learning Outcomes		<ul> <li>advanced knowledge of neoclassical economics and game theory including its methodological, decision-theoretic and mathematical foundations</li> <li>ability to interpret models from this area and to critically discuss their explanatory value</li> <li>computational skills necessary for handling such models</li> </ul>			
Course Contents		<ul> <li>non-linear optimization and decision theory</li> <li>general equilibrium theory</li> <li>game theory</li> </ul>			
Teac	hing Method	Lecture			
σ	Total	180 hours			
s)	Course		Attendance	Preview and review	
Workload (hours)	Lecture		60	120	
Asses	ssment	End-of-course assessment			
	Requirements		None		
int	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final		al grade	rade 100% written examination		
Frequency Winter		Winter seme	ter semester		
	hing language	German			
Note		For further n	nodule information and requir	ed readings, see StudIP.	

02-VV	WL: <b>MSc-</b> V6-2	Behavioral	Economics	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Cours	se	Behavioral E	Economics		
Code		02-VWL:MS	-		
Facul Chair	ty / Department /	02 / Econom	nics / VWL VI – Behavioral and	Institutional Economics	
Coord	dinator	Prof. Max Al	bert		
Requ	irements	None			
Learning Outcomes		<ul> <li>advanced knowledge of behavioral and experimental economics in contrast to neoclassical economics including their methodological, decision-theoretic and mathematical foundations and their historical development</li> <li>ability to interpret models from this area and to critically discuss their explanatory value</li> <li>computational skills necessary for handling such models</li> </ul>			
Course Contents Teaching Method		<ul> <li>introduction to behavioural and experimental economics</li> <li>decision theory: alternative approaches and experimental results</li> <li>game theory: alternative approaches and experimental results</li> </ul> Lecture			
TCaci	Total	Lecture	180 hours		
load s)	Course		Attendance	Preview and review	
Workload (hours)	Lectur	e	60	120	
Asses	ssment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Ass	Contribution to fina	al grade	100% written examination		
Frequ	lency	Summer ser	semester		
	hing language	German			
Note	<u> </u>	For further module information and required readings, see StudIP.			

02-VV 1	WL/BWL: <b>MSc</b> -St-	Advanced E	conometrics	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
					,L	
Cours	se	Advanced E	conometrics			
Code	!	02-VWL/BW	L:MSc-St-1			
Facul Chair	ty / Department /	02 / Econom	ics / VWL VII – Statistics and	Econometrics		
Coord	dinator	Prof. Peter V	Vinker			
Reau	irements	None				
Specified in eva in n abili abili and abili abili rese Course Contents • bas			cs, resulting in improved methodological competence (to be initial course session): nation, interpretation and application of advanced scientific insights w and/or multidisciplinary contexts y to independently structure further learning y to integrate insights with knowledge gained in other modules, rom societal and ethical contexts y to carry out theoretical and applied research projects in this field y to convey factual knowledge and discuss state-of-the-art arch with both lay and specialist audiences in this field ts of micro econometric analysis nation procedures and tests of hypothesis els for panel data			
		models including discrete variables and bounded dependent variables				
Teach	hing Method	Lecture and				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview a	and review	
/orl	Lectur		30	6	60	
2 T	Tutoria	al	30	6	60	
Asses	ssment	In-course as	sessment			
	Requirements		None			
ent	Type(s) (duration)		Written examination (90 minutes) and midterm tests (20-30 minutes)			
Assessment	Type of reassessr		Equivalent to type of initial assessment			
Ass	Contribution to fin	-	50-70% written examination and 30-50% midterm tests			
Frequ		Winter seme	ester			
Teach	hing language	English				
Note		For further n	nodule information and require	ed readings, see St	udIP.	

02-V\	WL: <b>MSc</b> -St-2		Econometrics and Based Methods	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
Course Time Series			Econometrics and Computer B	ased Methods		
Code	)	02-VWL:MS	c-St-2			
Facul Chair	lty / Department /	02 / Econom	nics / VWL VII – Statistics and E	Econometrics		
Coord	dinator	Prof. Peter V	Vinker			
Requ	irements	None				
Course Contents  methodologi  evaluation new ability ability ability reseation comp			es and computer-based methods resulting in improved ical competence (to be specified in initial course session): ation, interpretation and application of advanced scientific insights w and/or multidisciplinary contexts to independently structure further learning to integrate insights with knowledge gained in other modules and societal and ethical contexts to carry out theoretical and applied research projects in this field to convey factual knowledge and discuss state-of-the-art rch with both lay and specialist audiences in this field variate dynamic models uter based methods (e.g. Bootstrap) near models			
		modelling of financial market data				
Teac	hing Method	Lecture and	tutorial			
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview ar	nd review	
Workloa (hours)	Lectur	e	30	60	)	
≥ન	Tutoria	al	30	60	)	
Asse	ssment	In-course as	sessment			
	Requirements		None			
nt	Type(s) (duration)		Written examination (60-90 minutes), project assignment and presentation			
Assessment	Type of reassess	nent	Equivalent to type of initial assessment			
Contribution to final grade		30% written examination, 20% presentation and 50% project assignment				
Frequ	lency	Summer ser	nester			
Capa	city	25 students				
	hing language	German				
		For further n	nodule information and required	readings, see Stu	dIP.	

02-VWL: <b>MSc</b> -V9-1		Economics	of Digitalisation	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP
		· ·			
Cours		Economics of	of Digitalisation		
Code		02-VWL:MS			
Facul Chair	lty / Department /	02 / General	Economics / VWL IX – Econ	omics of Digitalisation	on
Coord	dinator	Prof. Irene B	Bertschek		
Requ	irements	None			
Learning Outcomes		econc • knowl to me • ability • ability	to describe and understand digitalization and its impact on omic processes edge about theoretical concepts as well as empirical approaches asure digitalization and to analyze its economic impact. to describe, interpret and assess empirical results to critically discuss the economic and social consequences of lization		
•			information and communication technologies (ICT) as general purpose technologies impact of digitalization on firms impact of digitalization on employees digital markets and platforms		
Teacl	hing Method		ture and tutorial		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview a	and review
Workloa (hours)	Lectur	е	30	6	60
א <del>כ</del>	Tutoria	al	30	6	60
Asses	ssment	In-course as	sessment		
	Requirements		None		
lent	Type(s) (duration)		Written examination (90 minutes) and written assignment including presentation		
Assessment	Type of reassessr		Equivalent to type of initial assessment		
Ass	Contribution to fina	al grade	60-70% written examination, 30-40% written assignment		
Frequ	lency	Summer ser	mester		
	hing language	English			
Note		For further n	nodule information and require	ed readings, see Stu	udIP.

02-VW BWL:N	/L/ MSc-V10-1		Effect: Topics in Empirical of Education, Labor, and	13. Fach- semester	6 CP
Course	e	Health	Effect: Topics in Empirical Econo	mics of Education	on, Labor, and
Code			L:BSc-V10-1		
Chair	y / Department /		s Administration and Economics	VVVL X	
Coord			jam Stockburger		
	rements	None			
Learning Outcomes		<ul> <li>In-dependence</li> <li>Know</li> <li>Indepapplic</li> <li>Impar</li> </ul>	areness to the problem of "correlation vs. causality". depth knowledge of the identification of causal effects for central phomic questions owledge and understanding of quasi-experimental methods lependent implementation of the learned methods and example plications in statistical programs and interpretation of the results parting of content-related and methodological knowledge to be able comprehend and critically discuss scientific work		
Course Contents		<ul> <li>Causality problems in many important, social science questions.</li> <li>Potential outcome framework; matching and regression.</li> <li>Natural experiments: Instrument variables, difference-in-differences approach, regression discontinuity analysis, and other methods</li> <li>Fundamental and current applications from education, labor, and health economics: impact of education on income, effects of minimum wage or migration on employment levels, impact of legal regulations (e.g., minimum age for alcohol consumption) on health</li> </ul>			
Teach	ing Method	Lecture and			
σ	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and re	eview
ork	Lectur		30	60	
≥ન	Tutoria	al	30	60	
Asses	sment	End-of-cours	se assessment		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60 – 90 minutes)		
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
			I grade 100% examination		
	Frequency Summer se		nester		
	ing language	English			
Note		For further n	nodule information and required	readings, see St	tudIP

02-VWL/BWL:BSc-		Introductio	n to LaTex and R	1 <sup>st</sup> - 3 <sup>rd</sup>	6 CP	
V10-Extra-1				semester		
Cours	e	Introduction	n to LaTex and R			
Code		02-VWL/BV	VL:BSc-V10-Extra-1			
Facult	ty / Department /	FB 02 / Bu	siness and Economics / VWL	X - Data Econo	mics	
Chair						
	linator		n Stockburger, Henrike Alm			
Learn	ing Outcomes		e offers an introduction to the t is software R. The focus is on g data sets			
Cours	e Contents	- Introdu	uction to LaTex			
		- Creati	ng documents and presentation	ons in LaTex		
		- Introduction to R and RStudio				
		- Loading data in RStudio				
		- Data cleansing in RStudio				
		- Creating graphics in RStudio				
Teach	ning Method	Lecture and tutorial				
	Total		180 hours			
ad						
klo; Irs)	Course		Attendance	Preview and		
Workload (hours)				assignments,	presentation	
-			21 hours	159 hours		
Asses	ssment	End-oi-cou	rse assessment			
	Requirements		Basic statistical knowledge			
	Type(s) (duration	ו)	Term paper, assignment, and presentation			
Assessment	Type of reasses	sment	Equivalent to type of initial assessment			
Asse	Contribution to fi	nal grade	Term paper (70%) + assignments (20%) + presentation (10%)			
Frequency		Summer se	emester			
Teach	ning language	German				
Note			documents, literature, and da	tes, see StudIP	and eVV.	
Capad	city	Limited	Limited			

02-VV V10-E	VL/BWL: <b>MSc-</b> Extra1	Tools in E	mpirical Research	1 <sup>st</sup> – 3 <sup>rd</sup> semester	6 CP	
-						
Cours	e		npirical Research			
Code			VL:MSc-V10-Extra1			
Facult Chair	ty / Department /	FB 02 / Bus	siness and Economics / VWL	X - Data Econo	mics	
Coord	linator	Prof. Mirjar	n Stockburger, Henrike Alm			
Learn	ing Outcomes	the statistic	The course offers an introduction to the typesetting system LaTex and the statistics software R. The focus is on the practical use of LaTex and R using data sets			
Cours	e Contents		on to LaTex			
		<ul> <li>Introduction</li> <li>Loading description</li> <li>Data clear</li> </ul>	eating documents and presentations in LaTex oduction to R and RStudio ading data in RStudio ta cleansing in RStudio eating graphics in RStudio			
Teach	ning Method	Lecture and tutorial				
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and r assignments,		
ן <i>≤</i> ב	Lectur	e	21 hours	159 hours	·	
Asses	sment	End-of-cou	rse assessment			
	Requirements		Basic statistical knowledge			
ent	Type(s) (duration	ו)	Term paper, assignment, and presentation			
Assessment	Type of reassess	sment	Equivalent to type of initial assessment			
Asse	Contribution to fi	nal grade	Term paper (70%) + assignments (20%) + presentation (10%)			
Frequ	Frequency Sun		Summer semester			
Teach	ning language	German				
Note		For course	documents, literature, and da	tes, see StudIP	and eVV.	
Capac	city	Limited				

02-Q:	MSc-Englisch-2	Business E	thics	I <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP	
Cours		Business Et	hics		
Code		02-Q:MSc-E			
Facul Chair	ty / Department /	02 / Busines	s Administration and Economic	cs / Managerial English	
-	dinator	Thomas Wa	aner		
-	irements		n English at pre-intermediate (I	B1 CEFR) level	
Learning Outcomes		<ul> <li>ability ethica</li> <li>self-c</li> <li>impro</li> </ul>	ability to view business actions as embedded into broader, normative ethical contexts self-critical review of one's own management role improved critical thinking and socio-emotional skills improved rhetorical and argumentative skills in English		
Course Contents		• formu ethica mana	formulating, applying and critically evaluating essential normative ethical theories, concepts and principles with reference to management practice		
Teac	hing Method	Seminar	-		
	Total		180 hours		
Workload (hours)	Course		Attendance	Preview and review	
Worklo; (hours)	Semin	ar	45	90	
≥ ב	Independen	t study	15	30	
Asses	ssment	In-course as	sessment		
	Requirements		Regular attendance and active participation		
lent	Type(s) (duration)		Written assessment (90-135 minutes) and student presentation (20-30 minutes)		
Assessment	Type of reassess	ment	Equivalent to type of initial ass	sessment	
Sector Contribution to fi		al grade 60% written assessment, 40% presentation		presentation	
Frequ	lency	Winter seme	ester		
Capa		20 students			
	hing language	English			
Note		For further n	nodule information and required	d readings, see StudIP.	
		L	· · · · · · · · · · · · · · · · · · ·		

02-Q:	MSc-Englisch-3	Rhetoric for	r Managers	1 <sup>st</sup> – 3 <sup>rd</sup> semester 6 CP		
		1				
Cours		Rhetoric for				
Code		02-Q:MSc-E				
Facul Chair	ty / Department /	02 / Busines	s Administration and Econom	ics / Managerial English		
Coord	dinator	Thomas Wa	gner			
Requ	irements	Proficiency i	n English at pre-intermediate	(B1 CEFR) level		
Learning Outcomes		comm • ability requir • impro	<ul> <li>ability to view backhood addiction as officiated into broaded into broaded</li></ul>			
Course Contents		• formu conce	formulating, applying and critically evaluating essential theories, concepts and principles of classical rhetoric with reference to management practice			
Teacl	ning Method	Seminar	Seminar			
	Total		180 hours			
Workload (hours)	Course		Attendance	Preview and review		
Workloa (hours)	Semina	ar	45	90		
א <del>ר</del>	Independen	t study	15	30		
Asses	ssment	In-course as	sessment			
	Requirements		Regular attendance and active participation			
ent	Type(s) (duration)		Project assignment and student presentation (20-30 minutes)			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment			
Ass	Contribution to fina	al grade	50% written assessment, 50% oral assessment			
Frequ	iency	Summer ser	nester			
Capa	city	20 students	20 students			
	ning language	English				
Note			nodule information and require	ed readings, see StudIP.		

## Additional courses (for subsidiary students)

02-Wiwi:NF	F-VWL-1		n to Economics / omics for subsidiary	1 <sup>st</sup> semester (for subsidiary students)	6 CP		
Course		Introduction	to Economics / Microeconor	nics for subsidiarv stu	dents		
Code		02-Wiwi:NF	-VWL-1	,			
Faculty / Do Chair	epartment /	02 / Econor	nics / VWL IV – Transition a	nd Integration Econon	nics		
Coordinato	r	Prof. Matthi	as Göcke				
Recommer	ided prior	None					
coursework	ζ.						
Learning O	utcomes	Unde     (Prac     ques	owledge and systematic reproduction of fundamental economics derstanding for lines of economic reasoning actical) implementation of first calculations and evaluations of estions of economic theory and policy re is the basis for other courses of the department that can be				
explained presentati mechanis is being d politics. M explained policy. In a offered.			exity of the market and price system of an economy is being The microeconomic view of an economic system is based on the n of consumer and producer's decisions and of the price n in markets for goods and factors. Allocation efficiency on markets alt with and combined with distribution problems in theory and irket failures (externalities, public goods) are theoretically as well as political consequences in the field of environmental ddition to the lecture, exercise classes to prepare for exam are ed information is available via coordinator's notices and				
Teaching M	lethod	announcements. Lecture and tutorial					
Assessmer			In-course assessment				
Total			180 hours				
Of w			Lecture	Tutorial			
				ratorial			
	ttendance		30	30			
	review and re	eview, in-	45	45			
Ab P cours B Inc	se assessme	nt					
້ວ B Inc	lependent sti	udy					
≤ C En	d-of-course a	assessment	30				
Requ	irements		None				
ד Type	(s) (duration)	)	Written examination (60-90 minutes)				
	of alternativ						
s asse	ssment						
ў Туре	of reassess	ment	Equivalent to type of initial assessment				
✓ Cont	ribution to fin	al grade	100% written examination				
Frequency		Summer ser	nester				
Teaching Language German							
Teaching L	anguage	German					