

Studying at the Department of Business Administration and Economics



Course Catalogue 2018/2019



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.

Overview.....

A. General Information about the Department of Business Administration and	
conomics	5
3. Educational Policy	6
C. The Department's Facilities	7
D. Course Offers	2
Bachelor (BSc) program courses	2
Master (MSc) program courses	0
Additional courses (for subsidiary students) 10	7

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 2018/19 15.10.2018 – 15.02.2019

SUMMER SEMESTER 2019 15.04.2019 – 19.07.2019

REGULAR EXAMINATION PERIOD (WITH RESERVATION):

WINTER SEMESTER 2018/2019

MIDDLE OF FEBRUARY - MIDDLE OF MARCH 2019

SUMMER SEMESTER 2019

MIDDLE OF JULY - MIDDLE OF AUGUST 2018

RE-EXAMINATION PERIOD (WITH RESERVATION):

WINTER SEMESTER 2018/2019

SEPTEMBER - OCTOBER 2019

(I.E. AT THE END OF THE NEXT SUMMER SEMESTER)

SUMMER SEMESTER 2019

MARCH - APRIL 2020 (I.E. AT THE END OF THE NEXT WINTER SEMESTER)

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.

CERTIFICATE OF ATTENDANCE / ANWESENHEITSBESCHEINIGUNG

IT IS POSSIBLE TO CONTACT THE LECTURER <u>AT THE BEGINNING OF THE COURSES</u> 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 you perhaps 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 of Prof. Göcke, 1st floor.

German Translation:

ZU BEGINN DER VERANSTALTUNGEN KANN DER DOZENT/ DIE DOZENTIN DARAUF ANGE-SPROCHEN 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 von Prof. Göcke, 1. Stock)

A. General Information about the Department of Business Administration and Economics

History

In the year 1606 the college of Gießen which had been established in 1605 as a renowned grammar school, was awarded the status of a university by Emperor Rudolf II in Prague. It comprised theology, philosophy, medicine and law faculties. The academic grades awarded ranged from that of Baccalaureus to that of Magister Artium and Doctor. The reasons for establishing a second, protestant university in the state of Hesse, alongside the University of Marburg, were dynastic and religious clashes within the Hesse landgraviate. The use of the blue Saint Anthony's cross as the university's coat of arms dates from the founding days of the university. The symbol of this medical order of St. Anthony was taken by the university, after the order itself was disbanded by Phillip the Magnanimous during the age of the reformation. The possessions of St. Anthony were given to the University of Marburg, and then partly bequeathed in trust to the University of Gießen. There was a St. Anthony house in Grünberg, near Gießen, from the order that came originally from France, for the curing of the illness known as the fires of St. Anthony (Antoniusfeuer), which was widespread in the Middle Ages. The cause of the illness was a poisoning from cereal fungus, which was mostly lethal. During a plaque epidemic, the University of Gießen was evacuated to the buildings in Grünberg and later took over the St. Anthony coat of arms.

In 1777 one of the first economics faculties in Germany was founded in Gießen. August Schlettwein was appointed as the most important scholar of physiocracy in Germany. The faculty only existed independently for a few years, before the teaching of economics was again incorporated within that of law and philosophy. In 1919 a faculty was founded again. The

National Socialists closed this faculty in the mid-thirties. After an interval, which the chairs in economics survived as an institute within the framework of the agricultural sciences faculty; a new constitution in 1965 established a faculty of law and of economics. The independent Department of Business Administration and Economics emerged from this in 1971.

At present, there are approximately 2500 major subject students registered at the Department of Business Administration and Economics. A great number of students from other departments study business administration or economics as a subsidiary subject. Due to this, our department is the biggest at the University of Gießen. Compared to other German universities, the Department of Business Administration and Economics at Gießen is of medium size, which makes it possible to offer a broad and varied subject spectrum. Despite the high number of students, the quality of academic education at the department, both theoretical and practical, is praised and is successfully maintained.

Education

Within the framework of the economics education at the department, great value is put upon a continuous practical experience. In accordance with this, students are offered study trips at home and abroad, and lectures are given by leading figures in the economy.

In addition to the general teaching programme, economics students can take degree courses with the main emphasis upon e.g. "Business Administration" or "Finance and Accounting"

B. 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)

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

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

- Economics
- · Economics of Global Risk

C. 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. Andreas Bausch Vice dean: Prof. Dr. Peter Tillmann

Dean for study affairs: Prof. Dr. Andreas Walter

Secretary: D. Guja

Licher Str. 74, 35394 Giessen Tel.: +49-641-99-22001/22611 Fax: +49-641-99-22009

Email: dekanat@wirtschaft.uni-giessen.de

The department's study advisory services / Service-Center Studium

Director: Prof. Dr. Andreas Walter

Contact Person: Jan Otto

Licher Str. 70, 35394 Giessen Tel.: +49-641-99-24502 Fax: +49-641-99-24509

Email: Studiendekanat@wirtschaft.uni-giessen.de

The department's library

Licher Str. 68, 35394 Giessen

Managing librarian: Dipl.-Volkswirt B. Wilmer

Tel.: +49 641 99-22020 Fax: +49 641 99-21039

Email: Bertram.Wilmer@bibsys.uni-giessen.de

Opening hours:

Mon – Sun: 8.30 - 21.00

Examination office ("Püfungsamt") Licher Str. 70, 35394 Giessen

Director: Prof. Dr. Georg Götz; Jana Brand

Contact Person: H. Becker Tel.: +49-641-99-24500 Fax: +49-641-99-24509

Email: Pruefungsamt@wirtschaft.uni-giessen.de

Opening hours:

Mon: 13:30 - 15.00 Tues: 10.00 - 12.30 Wedn: 13.30 - 15.00

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

Chair **BWLI**

Subject Marketing / Business Administration

Chair holder Prof. Dr. Alexander Haas

Address Licher Str. 66

35394 Giessen

Telephone/FAX +49-641-99-22401/22409

Email Alexander.Haas@wirtschaft.uni-giessen.de

BWL II Chair

Subject Organization, Leadership / General Business Administration

Chair holder Prof. Dr. Andreas Bausch

Address Licher Str. 62 35394 Giessen

Telephone/FAX +49-641-99-22431/22439

Email Andreas.Bausch@wirtschaft.uni-giessen.de

Chair **BWL III**

Subject Finance and Banking / General Business Administration

Chair holder Prof. Dr. Wolfgang Bessler

Licher Str. 74 Address 35394 Giessen

+49-641-99-22461/22469 Telephone/FAX

Wolfgang.Bessler@wirtschaft.uni-giessen.de Email

Email Finance@wirtschaft.uni-giessen.de

BWL IV Chair

Subject Managerial Accounting, Controlling / General Business Administration

Chair holder Prof. Dr. Arnt Wöhrmann

Licher Str. 62 Address

35394 Giessen

Telephone/FAX +49-641-99-22261/22269

Email info.bwl4@wirtschaft.uni-giessen.de

Chair **BWL V**

Subject Risk Management and Financial Services / General Business

Administration

Chair holder Prof. Dr. Andreas Walter

Address Licher Str. 74 35394 Giessen

Telephone/FAX +49-641-99-22521/22529

Email Andreas.Walter@wirtschaft.uni-giessen.de

BWL VI Chair

Subject Banking & Finance Chair Holder Prof. Dr. Christina Bannier

Address Licher Str. 62 35394 Giessen

Telephone/FAX +49-641-99-22551/22559

Email Christina.Bannier@wirtschaft.uni-giessen.de Chair **BWL VII**

Subject Financial Accounting / General Business Administration

Chair holder Prof. Dr. Corinna Ewelt-Knauer

Address Licher Str. 62 35394 Giessen Telephone +49-641-99-22581

Email Corinna.Ewelt-Knauer@wirtschaft.uni-giessen.de

BWL VIII Chair

Subject Human Resource Management, Organization / General Business

Administration

Chair holder Prof. Dr. Frank Walter

Address Licher Str. 62 35394 Giessen

Telephone/FAX +49-641-99-22101/222109

Email Frank.Walter@wirtschaft.uni-giessen.de

Chair **BWLIX**

Subject Business Information Systems / General Business Administration

Chair holder Prof. Dr. Axel C. Schwickert

Address Licher Str. 70 35394 Giessen

+49-641-99-22611/22619 Telephone/FAX

Email Axel.Schwickert@wirtschaft.uni-giessen.de

Chair

Subject Technology-, Innovation- and Start-Up-Management

Prof. Dr. Monika Schuhmacher Chair holder

Licher Str. 62 Address 35394 Giessen

+49-641-99-22551/22559 Telephone/FAX

Email Monika.Schuhmacher@wirtschaft.uni-giessen.de

VWLI Chair

Chair holder

Subject Microeconomics, Industrial Organization, Regulation and Antitrust /

> General Economics Prof. Dr. Georg Götz

Address Licher Str. 62 35394 Giessen

Telephone/FAX +49-641-99-22051/22059

Email Georg.Goetz@wirtschaft.uni-giessen.de

Chair

Public Finance / General Economics Subject

Chair holder Prof. Dr. Wolfgang Scherf

Address Licher Str. 74 35394 Giessen

+49-641-99-22081/22089 Telephone/FAX

Email Wolfgang.Scherf@wirtschaft.uni-giessen.de

Chair

Subject International Economics / General Economics

Chair holder Prof. Dr. Jürgen Meckl Address Licher Str. 66

35394 Giessen

+49-641-99-22111/22119 Telephone/FAX

Juergen.Meckl@wirtschaft.uni-giessen.de Email

Chair **VWL IV**

Subject Economics of Transition and Integration / Economics for Subsidiary

Chair holder Prof. Dr. Matthias Göcke

Licher Str. 62 Address 35394 Giessen

+49-641-99-22241/22249

Telephone/FAX Email Matthias.Goecke@wirtschaft.uni-giessen.de

Chair **VWL V**

Subject Monetary Economics / General Economics

Chair holder Prof. Dr. Peter Tillmann

Address Licher Str. 66 35394 Giessen

Telephone/FAX +49-641-99-22171/22179

Email Peter.Tillmann@wirtschaft.uni-giessen.de

Chair **VWL VI**

Subject Behavioural and Institutional Economics

Chair holder Prof. Dr. Max Albert Address Licher Str. 66

35394 Giessen

Telephone/FAX +49-641-99-22200/22209

Email Max.Albert@wirtschaft.uni-giessen.de

VWL VII Chair

Subject Statistics and Econometrics Chair holder Prof. Dr. Peter Winker

Address Licher Str. 64 35394 Giessen

Telephone/FAX +49-641-99-22641/22649

Email Peter.Winker@wirtschaft.uni-giessen.de

VWL VIII Chair

Subject **Health Economics** Chair holder Prof. Dr. Christian Gissel

Address Licher Str. 62 35394 Giessen

Telephone/FAX +49-641-99-22054/19731

Email Christian.Gissel@wirtschaft.uni-giessen.de

Chair **VWL IX**

Economics of Digitalisation Subject 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

Lectureship / subject Managerial English

Lecturer Dipl.-Angl. Thomas Wagner

Address Licher Str. 60 D-35394 Gießen

+49-641-99-22671

Email Thomas.Wagner@wirtschaft.uni-giessen.de

Telephone/FAX

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

Code	Course	Chair
	Winter semester 2018/19	
Bachelor		
02-BWL:BSc-B1-1	Marketing	BWL I
02-BWL:BSc-B1-3	Customer Management	BWL I
02-BWL:BSc-B2-2	Strategic and International Management	BWL II
02-BWL:BSc-B8-3	Leadership	BWL VIII
02-Q:BSc-Englisch-6	English for Management	Managerial English
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	BWL I
02-BWL:MSc-B6-1	Applied Corporate Finance	BWL VI
02-BWL:MSc-B10-2	Creativity and Entrepreneurship	BWL X
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-VWL:MSc-V9-1	Economcs of Digitalisation	VWL IX
02-Q:MSc-Englisch-2	Business Ethics	Managerial English

Summer semester 2019				
Bachelor				
02-BWL:BSc-B1-4	Sales Strategy and Execution	BWL I		
02-BWL:BSc-B10-2	Technology and Innovation Management	BWL X		
02-VWL:BSc-V4-1	Transition and Integration Economics	VWL IV		
02-Q:BSc-Englisch-6	English for Management	Managerial English		
02-Q:BSc-Englisch-7	Oral Communication	Managerial English		
02-Q:BSc-Englisch-8	Written Communication	Mangerial English		
02-BWL:BSc-Englisch-9	Working Across Culture	Managerial English		
Master				
02-BWL:MSc-B1-2	Business Development	BWL I		
02-BWL:MSc-B6-2	Empirical Banking and Finance	BWL VI		
02-BWL:MSc-B10-1	Managing the Innovation Process	BWL X		
02-VWL:MSc-V1-1	Economics of Regulation	VWL I		
02-VWL:MSc-V1-3	Economics of Innovation	VWL I		
02-VWL:MSc-V3-2	Trade Policy and International Factor	VWL III		
	Movements			
02-VWL:MSc-V5-1	Financial Markets and International	VWL V		
	Macroeconomics			
02-Q:MSc-Englisch-3	Rhetoric for Managers	Managerial English		

D. Course Offers

Bachelor (BSc) program courses

02-W	02-Wiwi: BSc -Or-1 Management I 1 st semester 6 CP			6 CP	
Cour		Managemer			
Code		02-Wiwi:BS			
	lty / Department /		s Administration / BWL II – Strat	_	tional
Chair			it, BWL VIII – Human Resource l		
	Coordinators Prof. Andreas Bausch and Prof. Frank Walter				
	irements	None			-
Learning Outcomes Acquisition of theoretical knowledge and applied some resulting in improved functional, methodological are competence (to be specified in initial course sessions to the second systematic understanding or basics understanding business lines of argument and second			ical and self-man session): ding of business nent and their ap	administration	
 principles and practice of business analysis and calcul Course Contents Course contents include, for example: business administration basics corporate objectives and strategies corporate decision-making organization and leadership human resources More detailed information is available from the coordinators. 			Salerie		
Teac	hing Method(s)	Lecture and	tutorial		
Asse	ssment	End-of-cours	se assessment		
	Total		180 hours		
<u>@</u>	Of which		Lecture	Tutorial	
l in	A Course				
(<u>F</u>	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re		45	45	
卜	course assessme				
No.	B Independent stu		00		
	C End-of-course a	assessment	None		
l	Requirements		None	in utoo)	
ent	Type(s) (duration)		Written examination (60 – 90 m	inutes)	
	Type of alternative	3			
Assessm	assessment Type of reassessr	nont	Equivalent to type of initial asso	ecmont	
Contribution to final grade			Equivalent to type of initial assessment		
	Continuation to final grade		100% examination		
		Unlimited	03(0)		
	hing Language	German			
Note	ining Language		nodule information and required	readings see an	nouncements:
11010			times and venues, see course c	•	nouncements,
L	Tor todorning times and vendos, see codres catalogue.				

02-W	iwi: BSc -Or-2	Or-2 Management II 2 nd Semester 6 CP		6 CP	
Cours	se	Managemer	nt II		
Code		02-Wiwi:BS	c-Or-2		
Facul	lty / Department /		ss Administration / BWL I – Marke		Management,
Chair	•		ovations and Start-Up Managem		
Coordinators Prof. Alexander Haas and Prof. Monika Schuhmacher					
	irements	None			
Learning Outcomes Acquisition of theoretical knowledge management resulting in improved management competence (to be sometimes) • knowledge and systematic basics			nt resulting in improved functiona nt competence (to be specified in rledge and systematic understand	I, methodological initial course sesting of business ment and their ap	l and self- ssion): administration plications
Cours	se Contents	Course cont	ents include, for example: nced basics of business administ		auons
• tech • proc • mark • man			nology and innovation management urement keting ufacturing management ed information is available from the coordinators		
Teac	hing Method	Lecture and			
	ssment		se assessment		
	Total	•	180 hours		
Workload (hours)	Of which A Course		Lecture	Tutorial	
þo	Aa Attendance		30	30	
) pı	Ab Preview and re	eview, in-	45	45	
loa	course assessme	· · · · · · · · · · · · · · · · · · ·			
/ork	B Independent stu	ıdy		-	
>	C End-of-course a	ssessment	30		
	Requirements		None		
nt	Type(s) (duration)		Written examination (60 – 90 m	inutes)	
Assessment	Type of alternative	e			
ess	assessment				
SS	Type of reassessr		Equivalent to type of initial asse	ssment	
⋖	Contribution to fin		100% examination		
	uency	Summer se	mester		
Capacity Unlimited		Unlimited			
	hing Language	German			
Note			nodule information and required।	•	nouncements;
		for teaching	times and venues, see course ca	atalogue.	

02-W	iwi: BSc -Or-3	Accounting 1 st semester 6 CP			
Caure		Association			
Cours		Accounting	- 0- 2		
Code		02-Wiwi:BS			
	ty / Department /		s Administration / BWL IV – Man	ageriai Accountii	ng,
Chair			inancial Accounting		
Coordinators Prof. Arnt Wöhrmann and Prof. Corinna Ewelt-Knauer					
Requirements None					
Learning Outcomes Acquisition of theoretical knowledge and applied skills in accounting residual in improved functional, methodological and self-management competer be specified in initial course session): * knowledge and systematic understanding of business administrations basics understanding business lines of argument and their applications			competence (to		
			•	-	-
 principles and practice of business analysis and calculations Course Contents basics of bookkeeping/journal entries and basics of external finar accounting basics of cost accounting More detailed information is available from the coordinators. 					
Teacl	hing Method	Lecture and		o occidinatore.	
	ssment		se assessment		
7 1000	Total	Lina or ocar	180 hours		
	Of which		Lecture	Tutorial	
lrs)	A Course			1 410.10.1	
100	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	eview. in-	45	45	
loa	course assessmer				
동	B Independent stu			1	
≥	C End-of-course a		30		
	Requirements		None		
 	Type(s) (duration)		Written examination (60 - 90 m	inutes)	
essment	Type of alternative		,	,	
SS	assessment				
Asse	Type of reassessr	nent	Equivalent to type of initial asse	ssment	
Contribution to final grade		al grade	100% examination		
Frequ		Winter sem			
Capacity Unlimited		Unlimited			
•	hing Language	German			
Note			nodule information and required i	•	nouncements;
		for teaching	times and venues, see course ca	atalogue.	

02-W	/iwi: BSc -Or-4	Finance		2 nd semester	6 CP
Cour		Finance			
Code)	02-Wiwi:BS	c-Or-4		
Faculty / Department / 02 / Business Administration			ss Administration / BWL V – Fina	ncial Services,	
Chair	-		anking & Finance		
Coordinators Prof. Andreas Walter and Prof. Christina Bannier			nier		
Requ	iirements	None			
Learr	ning Outcomes	improved full be specified	of theoretical knowledge and app nctional, methodological and self in initial course session): ledge and systematic understands	-management c	ompetence (to
			rstanding business lines of argun	•	-
Cour	se Contents		iples and practice of business an ents include, for example:	aiysis and calcu	iauons
Cour	se Contents		ents include, for example. s in investments		
			s in investments s in finance		
			ed information is available from th	e coordinators	
Teac	hing Method	Lecture and		e coordinators.	
	ssment		se assessment		
7330	Total	Lila-oi-cour	180 hours		
	Of which		Lecture	Tutorial	
lrs)	A Course		Lecture	Tutoriai	
ا کو	Aa Attendance		30	30	
) p	Ab Preview and re	eview in-	45	45	
oa	course assessme	•			
Workload (hours)	B Independent stu			1	
Š	C End-of-course a		30		
	Requirements		None		
Ę	Type(s) (duration)		Written examination (60 – 90 m	inutes)	
ner	Type of alternative		,	,	
SSL	assessment				
ssessment	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade			100% examination		
Frequency Summer se					
Capacity Unlimited					
	hing Language	German			
Note		For further n	nodule information and required i	readings, see ar	nnouncements;
			times and venues, see course ca	•	,
			•	_	

02-W	iwi: BSc -Or-5	Microecono	omics I	1 st semester	6 CP
		1			
Course Microecono					
Code		02-Wiwi:BSd			
	lty / Department /		nics / VWL I – Industrial Econom	ics, Competition	n Policy and
Chair		Regulation	_		
_	dinator	Prof. Georg	Götz		
	irements	None			
Learr	ning Outcomes	whether mai	ould develop a basic understand ket outcomes are beneficial from helps to understand the potentia exts.	n the viewpoint o	of society. The
Cours	se Contents	Course cont	ents include, for example: omic thinking s of supply and demand lea of markets and welfare ublic sector and economic policy behavior under perfect and imper		
		Please take	e detailed information on concrete module contents from the but the attributed course.		
Teac	hing Method	Blended Lea	rning with lecture, tutorial and or	nline assignmen	ts
Asse	ssment	In-course-as	sessment		
	Total		180 hours		
Workload (hours)	Of which A Course		Lecture	Tutorial	
(မှ	Aa Attendance		30	30	
aq	Ab Preview and re	eview, in-	45	45	
흜	course assessme	nt			
Vor	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements		None		
	Type(s) (duration)		Written examination (90 minute	s), assignment	
ment	Type of alternative assessment	Э			
	Type of reassessr	nent	Equivalent to type of initial asse	ssment	
Type of reassessment Contribution to final grade		al grade	80-90% written assessment; 10-20% assignment (details to be announced in class)		
Frequ	Frequency Winter sem		ester		
	Capacity Unlimited				
	hing Language	German			
Note	<u> </u>		nodule information and required times and venues, see course ca	•	nnouncements;
				· - <u>J</u> - · - ·	

02-Wiwi: BSc -Or-6 Microe		Microecono	omics II	2 nd semester	6 CP
				-	-
Cour		Microeconor			
Code		02-Wiwi:BS			
	Ity / Department /	02 / Econom	nics / VWL VI – Behavioural and	Institutional Ecor	nomics
Chair					
	dinator	Prof. Max Al	bert		
	irements	None			
Learr	ning Outcomes	resulting in i be specified • know • unde	on of theoretical knowledge and applied skills in microeconomics II in improved methodological and self-management competence (to fied in initial course session): nowledge and systematic understanding of basics in economics inderstanding economic lines of argument and their applications rinciples and practice of business analysis and calculations		
Course Contents Course			tents include, for example: ry of the consumer ry of the firm eral equilibrium theory temporal decision making and decision making under risk ed information is available from the coordinator.		
Teac	hing Method	Lecture and		ie coordinator.	
	ssment		se assessment		
7.000	Total		180 hours		
	Of which		Lecture	Tutorial	
urs	A Course				
Workload (hours)	Aa Attendance		30	30	
) pg	Ab Preview and re	eview, in-	45	45	
ŝ	course assessme	nt			
/orl	B Independent stu	ıdy			
>	C End-of-course a	assessment	30		
	Requirements		None		
'n	Type(s) (duration)		Written examination (60-90 min	iutes)	
essment	Type of alternative	Э			
ess	assessment				
Ass	Type of reassessr		Equivalent to type of initial asse	essment	
	Continuation to linar grade		100% examination		
. ,		Summer se	emester		
	Capacity Unlimite				
	hing Language	German			
Note			nodule information and required times and venues, see course c		nouncements;
		I or reactiling	unies and venues, see course c	alalogue	

02-Wi	iwi: BSc -Or-7	Macroecon	omics I	1 st semester	6 CP
					-
Cours	se	Macroecono	mics I		
Code		02-Wiwi:BSd	c-Or-7		
Facult	ty / Department /	02 / Econom	nics / VWL II – Public Finances a	nd 02 / Economi	cs / VWL III –
Chair		International	Economics		
Coordinator Prof. Wolfgang Scherf and Prof. Jürgen Meckl					
Requi	irements	None			
Learn	ing Outcomes	resulting in i competence	of theoretical knowledge and applied skills in macroeconomics I improved functional, methodological and self-management (to be specified in initial course session): yledge and systematic reproduction of fundamental economics erstanding for lines of economic reasoning (tical) implementation of first calculations and evaluations within		
			ions of economic theory and poli	СУ	
Course Contents Course contents include, for example: basic concepts of macroeconomics Keynesian income-expense model IS-LM model: goods and money markets goods markets and financial markets in the open economy stabilization policy and the exchange rate – the Mundell-Flemin model					
			d information is available from th	e coordinators.	
	ning Method ssment	Lecture and			
ASSES	Total	Elia-ol-cours	se assessment 180 hours		
	Of which		Lecture	Tutorial	
(s)	A Course		Lecture	Tutoriai	
וסר	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	eview. in-	45	45	
loa	course assessmer	•			
ork	B Independent stu	ıdy		1	
>	C End-of-course a	ssessment	30		
	Requirements		None		
rt	Type(s) (duration)		Written examination (60-90 min	utes)	
Assessment	Type of alternative assessment	•			
sse	Type of reassessment		Equivalent to type of initial assessment		
Ϋ́	Contribution to final grade		100% examination		
Frequ	Frequency Winter sem		ester		
Capa		Unlimited			
	ning Language	German			
Note		For further n	nodule information and required readings, see announcements;		
for teaching times and venues, see course catalogue.					

02-W	iwi: BSc -Or-8	Macroecon	omics II	2 nd semester	6 CP
Cours	se	Macroecono	mics II		
Code	!	02-Wiwi:BSc	c-Or-8		
Facul Chair	ty / Department /	02 / Econom	nics / VWL V – Monetary Econon	nics	
Coord	dinators	Prof. Peter 1	Гillmann		
Reco	mmended prior	None			
cours	ework				
Learning Outcomes Acquisition of theoretical knowledge and applied skills in macroecono resulting in improved methodological and self-management competer be specified in initial course session): • knowledge and systematic understanding of economic basics • understanding business lines of argument and their application			competence (to c basics oplications		
 principles and practice of business analysis and calculations Course Contents Course contents include, for example: macroeconomic data and stylised facts money and inflation the open economy labour markets introduction to growth theory More detailed information is available from the coordinator. 					
Teac	hing Method	Lecture and			
	ssment	End-of-cours	rse assessment		
	Total		180 hours		
<u>~</u>	Of which		Lecture	Tutorial	
l si	A Course				
(hc	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re		45	45	
동	course assessme				
 	B Independent stu		00		
	C End-of-course a	issessment	None		
	Requirements		None		
ent	Type(s) (duration)	<u> </u>	Written examination (60-90 min	lutes)	
Assessmer	Type of alternative assessment	3			
ses	Type of reassessr	mont	Equivalent to type of initial asso	assassment	
Contribution to final grade			Equivalent to type of initial assessment 100% examination		
		Summer se			
		Unlimited	IIIC3GI		
	hing Language	German			
Note	ining Language		nodule information and required	readings see an	nouncements:
1010			times and venues, see course c	•	modification,
for todorning times and vendes, see codice satalogue.					

02-W	iwi: BSc -Or-9	Mathematic	s for Economists	1 st semester 6 CP	
Cours	se.	Mathematics	s for Economists		
Code		02-Wiwi:BS			
	ty / Department /		nics / VWL VII - Statistics and Ec	onometrics	
Chair		02 / 20011011	nee, vive vii Gianenee ana Ee		
	dinator	Prof. Peter \	Vinker		
	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skill economics resulting in improved methodological and competence (to be specified in initial course session) • knowledge and systematic understanding of methodological and competence (to be specified in initial course session)			ical and self-management session): ding of mathematical basics		
Course Contents Course contents basic analy analy linea			ents include, for example: s of mathematics s is of one variable sis of several variables algebra ed information is available from the	·	
Teac	hing Method	Lecture and			
	ssment		se assessment		
7.000	Total	End of court	180 hours		
	Of which		Lecture	Tutorial	
(su	A Course		Lociaro	Tatorial	
Workload (hours)	Aa Attendance		30	30	
) p	Ab Preview and re	eview. in-	45	45	
loa	course assessme				
농	B Independent stu	ıdv			
≥	C End-of-course a		30		
	Requirements		None		
=	Type(s) (duration)		Written examination (60-90 min	utes)	
essment	Type of alternative		,	,	
SS	assessment				
Asse	Type of reassessr	nent	Equivalent to type of initial asse	essment	
Contribution to final grade		al grade	100% examination		
		Winter sem	ester		
Capacity Unlimited		Unlimited			
	hing Language	German			
Note		For further n	module information and required readings, see announcements;		
		for teaching	times and venues, see course ca	atalogue.	

02-W	iwi: BSc -Or-10	Fundament	als of Statistics	2 nd semester	6 CP
		1			_
Cours			als of Statistics		
Code		02-Wiwi:BS			
	ty / Department /	02 / Econom	nics / VWL VII - Statistics and Ed	conometrics	
Chair					
	dinator	Prof. Peter \	Vinker		
	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in fundamentals statistics resulting in improved methodological and self-management competence (to be specified in initial course session): • knowledge and systematic understanding of statistical basics • understanding statistical lines of argument and their application • principles and practice of statistical analysis and calculations			agement I basics pplications		
Cour	se Contents		ent includes, for example:	rialysis allu calcu	liations
Cours	se Contents		riptive statistics		
			ability calculus		
			ciples of statistical inference		
l			ed information is available from the coordinator.		
Teac	hing Method	Lecture and			
	ssment	End-of-cours	se assessment		
	Total	•	180 hours		
	Of which		Lecture	Tutorial	
nrs	A Course				
Workload (hours)	Aa Attendance		30	30	
) pg	Ab Preview and re	eview, in-	45	45	
) Š	course assessme	nt			
/orl	B Independent stu	ıdy			
>	C End-of-course a	assessment	30		
	Requirements		None		
ü	Type(s) (duration)		Written examination (60-90 minutes)		
me	Type of alternative	Э			
ssessment	assessment				
SS(Type of reassessr		Equivalent to type of initial assessment		
Contribution to final grade			100% examination		
	iency	Summer se	mester		
Capa		Unlimited			
	ning Language	German			
Note			module information and required readings, see announcements;		
		for teaching	times and venues, see course of	atalogue.	

02-B\	WL: BSc -B1-1	Marketing		3 rd – 6 th semester 6 CP	
		<u> </u>		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Cours	se	Marketing			
Code		02-BWL:BS	c-B1-1		
Facul	lty / Department /	02 / Busines	s Administration / BWL I – Ma	rketing and Sales Management	
Chair	•				
Coord	dinator	Prof. Alexan	der Haas		
Requ	irements	None			
Learning Outcomes Theoretical knowledge of and applied skills in marketing resulting in implementational and object competence (to be specified in initial course session independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with boand specialist audiences in this field Course Contents Course Contents comprehension of market actors		pecified in initial course session): n and interpretation of scientific context ent study and learning icize specific positions and , issues and solutions with both lay			
• deve • form • imple		lopment of market actors lopment of market strategies ulation of marketing measures mentation of market strategies information is available from	s		
Teac	hing Method	Lecture and	tutorial		
	ssment	End-of-cours	se assessment		
	Total		180 hours		
<u>~</u>	Of which		Lecture	Tutorial	
onus	A Course				
(hc	Aa Attendance		30	30	
Workload (hours)	Ab Preview and recourse assessme	nt	45	45	
Vor	B Independent stu	•			
>	C End-of-course a	ssessment	30		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 n	ninutes)	
Assessment	Type of alternative	9	None		
assessment					
Type of reassessment		Equivalent to type of initial assessment			
Continuation to linar grade		100% examination			
	•	Winter seme	C 3 (C)		
Capa	city hing Language	English			
Note	illing Language		nodule information and require	ad readings, see announcements:	
INOLE			module information and required readings, see announcements; g times and venues, see course catalogue.		
Tor teaching times and vendes, see course catalogue.			odialoguo.		

02-B\	WL: BSc -B1-2	Marketing F	Research	3 rd – 6 th semester 6 CP	
Cours		Marketing R			
Code		02-BWL:BS			
Facul Chair	ty / Department /	02 / Busines	ss Administration / BWL I – Ma	arketing and Sales Management	
Coord	dinator	Prof. Alexan	ider Haas		
Requ	irements	None			
Learning Outcomes Theoretical knowledge of and applied skills in marketing research resul improved functional and methodological competence (to be specified in course session): independent compilation, evaluation and interpretation of scienting insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both and specialist audiences in this field			competence (to be specified in initial on and interpretation of scientific I context dent study and learning ticize specific positions and s, issues and solutions with both lay		
Course Contents (Course contents include, for example:			
Teacl	hing Method		ore detailed information is available from the coordinator.		
	ssment		se assessment		
71000	Total	End of cour	180 hours		
	Of which		Lecture	Tutorial	
ırs)	A Course		Locialo	Tatorial	
וסר	Aa Attendance		30	30	
Workload (hours)	Ab Preview and recourse assessmen	nt	45	45	
Wc	B Independent stu C End-of-course a		30		
	Requirements	1556551116111	None		
 	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative		None		
ssn	assessment	-	INOTIC		
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final					
Fregu			mester		
Capa		Unlimited			
	hing Language	German			
Note	<u> </u>	For further r	nodule information and requir times and venues, see cours	ed readings, see announcements; e catalogue.	

Course	02-B\	WL: BSc -B1-3	Customer I	Management 3	B rd – 6 th semester 6 CP
Code	Cours	se	Customer M	lanagement	
Faculty / Department / Chair					
Chair Coordinator Requirements Learning Outcomes Theoretical knowledge of and applied skills in customer management resulting in improved functional and methodological competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents Course Contents Course contents include, for example: comprehension of customer management planning and realization of selling processes planning and realization of selling processes planning and realization of selling processes customer relationship management and customer lifecycle management More detailed information is available from the coordinator. Teaching Method Assessment In-course assessment Total Of which A Course Ab Preview and review, in- course assessment Requirements None Type (s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial assessment Type of alternative assessment Type of reassessment Equivalent to type of initial assessment (details to be announced in class) Frequency Winter semester Capacity 30 For further module information and required readings, see announcements;					keting and Sales Management
Requirements Learning Outcomes Theoretical knowledge of and applied skills in customer management resulting in improved functional and methodological competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field course Contents Course Contents Course Contents Course contents include, for example: comprehension of customer management planning and realization of selling processes planning and realization of negotiation processes customer relationship management and customer lifecycle management More detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment In-course assessment Of which A Course A Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of reassessment Contribution to final grade Frequency Winter semester Capacity For further module information and required readings, see announcements;					3
Total Secure of the secure o	Coord	dinator	Prof. Alexar	nder Haas	
resulting in improved functional and methodological competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field Course Contents Course contents Course contents include, for example: comprehension of customer management planning and realization of selling processes planning and realization of selling processes planning and realization of selling processes customer relationship management and customer lifecycle management More detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment In-course assessment Total 180 hours Of which A Course Aa Attendance Ab Preview and review, in- course assessment B Independent study 30 C End-of-course assessment Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Winter semester Capacity 30 Frequency Winter semester Capacity For further module information and required readings, see announcements;	Requ	irements	None		
Total	Learning Outcomes Theoretical knowled resulting in improved specified in initial co independent insights in the ability to struct ability to form approaches in ability to discuss and specialist Course Contents Course contents Course contents includes a planning and planning and customer relations.		improved functional and method initial course session): pendent compilation, evaluation ats in their societal and ethical cay to structure further independe to formulate, defend and critical caches in this field to discuss information, ideas, specialist audiences in this field tents include, for example: prehension of customer management and realization of negotiation and realization	dological competence (to be and interpretation of scientific context and study and learning size specific positions and issues and solutions with both lay ement cocesses on processes and customer lifecycle	
Total 180 hours Tutorial A Course Aa Attendance Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Con	Tagal	hina Mathad			the coordinator.
Total 180 hours Of which A Course Aa Attendance 30 30 Ab Preview and review, incourse assessment B Independent study 30 C End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-100% examination and 0-40% oral assessment (details to be announced in class) Frequency Winter semester Capacity 30 Teaching Language English Note		<u> </u>			
Of which A Course Aa Attendance 30 30 Ab Preview and review, incourse assessment B Independent study 30 C End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-100% examination and 0-40% oral assessment (details to be announced in class) Frequency Capacity 30 Teaching Language English Note Tutorial A Course 45 45 Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Frequency Winter semester Capacity 30 Teaching Language English Note	ASSE	1	in-course as		
A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Winter semester Capacity Solution Ab Preview and review, in- 45 45 Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Frequency Winter semester Capacity Solution					Tutorial
Requirements Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Winter semester Capacity Tonching Language For further module information and required readings, see announcements;	ırs)			Locialo	Tatorial
Requirements Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Winter semester Capacity Tonching Language For further module information and required readings, see announcements;	hot			30	30
Requirements Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Winter semester Capacity Tonching Language For further module information and required readings, see announcements;	l) p		eview. in-		
Requirements Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Winter semester Capacity Tonching Language For further module information and required readings, see announcements;	loa				
Requirements Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Winter semester Capacity Tonching Language For further module information and required readings, see announcements;	충			30	
Requirements None Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-100% examination and 0-40% oral assessment (details to be announced in class) Frequency Winter semester Capacity 30 Teaching Language English Note For further module information and required readings, see announcements;	≶				
Type(s) (duration) Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-100% examination and 0-40% oral assessment (details to be announced in class) Frequency Winter semester Capacity Teaching Language English Note Written examination (60-90 minutes) and/or oral assessment (to be announced in initial session) Equivalent to type of initial assessment 60-100% examination and 0-40% oral assessment (details to be announced in class) Frequency Frequency For further module information and required readings, see announcements;				None	
Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 60-100% examination and 0-40% oral assessment (details to be announced in class) Frequency Winter semester Capacity 30 Teaching Language English Note For further module information and required readings, see announcements;				Written examination (60-90 minutes) and/or oral assessment (to	
Frequency Capacity Teaching Language Note Winter semester English For further module information and required readings, see announcements;	nent		Э		
Frequency Capacity Teaching Language Note Winter semester English For further module information and required readings, see announcements;	SSI		ment	Equivalent to type of initial assessment	
Frequency Capacity Teaching Language Note Winter semester English For further module information and required readings, see announcements;	Contribution to final grade			60-100% examination and 0-40% oral assessment (details to be	
Capacity 30 Teaching Language English Note For further module information and required readings, see announcements;	Fregu	iency	Winter sem	,	
Teaching Language English Note For further module information and required readings, see announcements;					
Note For further module information and required readings, see announcements;					
		<u> </u>		nodule information and required	d readings, see announcements:
Tor todorning times and vendes, see course catalogue.				•	

02-B\	NL: BSc -B1-4	Sales Strate	egy and Execution	3 rd – 6 th semester 6 CP	
Cour			gy and Execution		
Code		02-BWL:BS			
Facu Chair	lty / Department /	02 / Busines	ss Administration / BWL I – Ma	arketing and Sales Management	
Coor	dinator	Prof. Alexan	ider Haas		
Requ	Requirements None				
Learning Outcomes Theoretical Resulting in it is specified in it is pecified in it is pecified in it is independent in it is pecified in		knowledge of and applied skills in sales strategy and execution improved functional and methodological competence (to be initial course session): sendent compilation, evaluation and interpretation of scientific into intheir societal and ethical context by to structure further independent study and learning by to formulate, defend and criticize specific positions and seaches in this field by to discuss information, ideas, issues and solutions with both lay specialist audiences in this field sents include, for example: serstanding sales process and performance culating sales strategies ementing sales strategies ementing sales strategies obtaining and selling			
		• analy	ysing and controlling the sales process ed information is available from the coordinator.		
Teac	hing Method	Lecture and		in the coordinator.	
	ssment	In-course as			
	Total		180 hours		
	Of which		Lecture	Tutorial	
TIS	A Course				
Workload (hours)	Aa Attendance		30	30	
) p	Ab Preview and re	eview, in-	45	45	
80	course assessme	nt			
Š	B Independent stu	ıdy	30	·	
>	C End-of-course a	assessment			
	Requirements		None		
	Type(s) (duration)			essment (to be announced in initial	
Assessment	Type of alternative assessment	Э			
SSS	Type of reassessr	ment	Equivalent to type of initial assessment		
Asse	Contribution to final grade		50-100% written assessment and 0-50% oral assessment details to be announced in class)		
Frequ	iency	Summer se	mester		
Capa		30			
	hing Language	English			
Note	<u> </u>		nodule information and require	ed readings, see announcements;	
			times and venues, see course		
Tor todorning times and verides, see searce eathleges.					

02-B\	WL: BSc -B2-1	Managemei	nt Skills and Methods	B rd – 6 th semester 6 CP	
Cours			nt Skills and Methods		
Code 02-BWL:BS					
	ty / Department /	02 / Busines	s Administration / BWL II – Strate	egic and International	
Chair		Managemer			
	dinator	Prof. Andrea	as Bausch		
Requ	irements	None			
methods rest competence		knowledge of and applied skills in management skills and sulting in improved functional, methodological and leadership (to be specified in initial course session): bendent compilation, evaluation and interpretation of scientific ats in their societal and ethical context (to structure further independent study and learning (to formulate, defend and criticize specific positions and eaches in this field ents include, for example: ification, structuring and analysis of problems eptual and creative thinking egic analysis and evaluation cial analysis and evaluation enunication and negotiation em solving as a project and information is available from the coordinator.			
Teacl	hing Method	Lecture and		o ocordinator.	
	ssment		se assessment		
	Total		180 hours		
	Of which		Lecture	Tutorial	
ls)	A Course				
Workload (hours)	Aa Attendance		30	30	
) p	Ab Preview and re	eview, in-	45	45	
los	course assessme				
o z	B Independent stu	ıdy	30		
≥	C End-of-course a				
	Requirements				
_t	Type(s) (duration)		Written examination (60-90 minu	utes)	
Assessment	Type of alternative	9	,	,	
SSL	assessment				
Se	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% examination		
Fregu	lency	Winter sem			
Capa		Unlimited			
	hing Language	German			
Note			nodule information and required r	readings, see announcements:	
			times and venues, see course ca		
for todorning times and vendes, see searce satalogue.					

02-B\	WL: BSc -B2-2	Strategic au	nd International	3 rd – 6 th semester 6 CP	
		g		'	
Cours	se	Strategic an	d International Management		
Code		02-BWL:BS			
Facul	ty / Department /	02/ Busines	s Administration / BWL II – Str	ategic and International	
Chair		Managemer		5	
Coord	dinator	Prof. Andrea			
Requ	irements	None			
Learning Outcomes Theoretical managemer be specified indeprinsigh ability ability		knowledge of and applied skills in strategic and international not resulting in improved regional and leadership competence (to in initial course session): pendent compilation, evaluation and interpretation of scientific nots in their societal and ethical context by to structure further independent study and learning by to formulate, defend and criticize specific positions and			
Course Contents Course co intr stra cor the stra inte		Course cont introc strate corpo theor strate interr	proaches in this field ontents include, for example: croduction to strategic and international management rategy processes croporate and competitive strategy eories of internationalisation rategy and organisation in international enterprises cernationalisation and success ailed information is available from the coordinator.		
Teac	hing Method	Lecture and			
	ssment		se assessment		
7 13 3 3	Total		180 hours		
_	Of which		Lecture	Tutorial	
lrs)	A Course			1 5151151	
Vorkload (hours)	Aa Attendance		30	30	
) p	Ab Preview and re	eview, in-	45	45	
90	course assessme	nt			
or /o	B Independent stu	ıdy			
>	C End-of-course a	ssessment	30		
	Requirements				
Ħ	Type(s) (duration)		Written examination (60-90 minutes)		
me	Type of alternative	9			
Assessment	assessment				
SSE	Type of reassessr		Equivalent to type of initial assessment		
Continuation to linal grade			100% examination		
	Frequency Wint		ester		
Capa		Unlimited	ited		
	hing Language	English			
Note				ed readings, see announcements;	
		for teaching	times and venues, see course	e catalogue.	

02-B\	WL: BSc -B3-2	Investment	 S	3 rd – 6 th semester	6 CP
					1
Cour	se	Investments			
Code	!	02-BWL:BS			
Facul Chair	lty / Department /	02 / Busines	ss Administration / BWL III - F	inance and Banking	
Coor	dinator	Prof. Wolfga	ing Bessler		
	irements	None			
	se Contents	improved fur course sess indeprinsig ability appre ability and s Course cont revies portfo theor asset introd introd introd course sess	 ability to formulate, defend and criticise specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field urse contents include, for example: review of financial investment and asset allocation portfolio management with bonds and stocks 		
Teac	hing Method	Lecture and	tutorial		
Asse	ssment	End-of-cours	se assessment		
	Total		180 hours	1	
ŝ	Of which		Lecture	Tutorial	
ad (hours)	A Course		20	20	
<u>د</u>	Ab Dravious and re	nieu in	30 45	30 45	
	Ab Preview and recourse assessme		45	45	
Worklo	B Independent stu	ıdy		•	
>	C End-of-course a	assessment	30		
	Requirements		None		
in	Type(s) (duration)		Written examination (90 min	utes)	
ine ine	Type of alternative	9			
ess	assessment				
Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade		Equivalent to type of initial assessment			
	Contribution to linar grade		100% examination		
	uency ··	Winter sem	ester		
Capa		Unlimited			
	hing Language	German			
Note			module information and required readings, see announcements;		
for teaching			times and venues, see cours	e catalogue.	

02-BWL: BSc -B3-3	Commercial Banking and Investment Banking	3 rd – 6 th semester 6 CP				
Course	Commercial Banking and Investment Banki	ing				
Code	02-BWL:BSc-B3-3					
Faculty / Department / Chair	02 / Business Administration / BWL III - Finance and Banking					
Coordinator	Prof. Wolfgang Bessler	ů ů				
Requirements	None					
Learning Outcomes	 Acquisition of theoretical knowledge and applied skills in commercial banking and investment banking resulting in improved functional and methodological competence (to be specified in initial course session): evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts ability to structure advanced independent study and learning ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field 					
Course Contents	Course contents include, for example: Commercial Banking Bank theory Banking systems Credit business Other banking business Bank accounting Bank regulation More detailed information is available from	Investment Banking				
Teaching Method	Lecture and tutorial					
Workload	180 hours (two semesters à 90 hours) = 6 d	credit points				
Composition	The 180-hour workload consists of:					
Assessment	Two final examinations: 60 minutes (1 x wir semester)	nter semester; 1 x summer				
Contribution to final grade	Each final examination 50%					
Re-examination	Next examination period					
Frequency	Winter and summer semester: The courses 'Commercial Banking' and 'Investment Banking' can be attended in any sequence					
Capacity	Unlimited	Duration: 2 semesters				
Teaching Language	German					
Note	For further module information and required for teaching times and venues, see course					

Course Fundamentals of Controlling Code 02-BWL:BSc-B4-1 Faculty / Department / 02 / Business Administration / BWL IV – Managerial Accounting Coordinator Prof. Arnt Wöhrmann Requirements None Learning Outcomes Theoretical knowledge of and applied skills in the field of controll in improved functional and methodological competence (to be spinitial course session): • independent compilation, evaluation and interpretation of insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions approaches in this field • ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course contents include, for example: • overview of managerial accounting • core concepts and instruments in management accountin	olling resulting specified in of scientific		
Code	olling resulting specified in of scientific		
Code	olling resulting specified in of scientific		
Chair Coordinator Prof. Arnt Wöhrmann Requirements Learning Outcomes Theoretical knowledge of and applied skills in the field of controll in improved functional and methodological competence (to be spinitial course session): independent compilation, evaluation and interpretation of insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions approaches in this field ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course Contents Course contents include, for example: overview of managerial accounting core concepts and instruments in management accountin	olling resulting specified in of scientific		
Chair Coordinator Prof. Arnt Wöhrmann Requirements Learning Outcomes Theoretical knowledge of and applied skills in the field of controll in improved functional and methodological competence (to be spinitial course session): independent compilation, evaluation and interpretation of insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions approaches in this field ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course Contents Course contents include, for example: overview of managerial accounting core concepts and instruments in management accountin	olling resulting specified in of scientific		
Requirements Learning Outcomes Theoretical knowledge of and applied skills in the field of controll in improved functional and methodological competence (to be spinitial course session): independent compilation, evaluation and interpretation of insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions approaches in this field ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course contents include, for example: overview of managerial accounting core concepts and instruments in management accountin	specified in of scientific		
Learning Outcomes Theoretical knowledge of and applied skills in the field of controll in improved functional and methodological competence (to be spinitial course session): independent compilation, evaluation and interpretation of insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions approaches in this field ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course contents include, for example: overview of managerial accounting core concepts and instruments in management accounting	specified in of scientific		
in improved functional and methodological competence (to be spinitial course session): • independent compilation, evaluation and interpretation of insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions approaches in this field • ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course contents include, for example: • overview of managerial accounting • core concepts and instruments in management accountin	specified in of scientific		
 ability to formulate, defend and criticize specific positions approaches in this field ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course contents include, for example: overview of managerial accounting core concepts and instruments in management accountin 			
 ability to discuss information, ideas, issues and solutions and specialist audiences in this field Course Contents Course contents include, for example: overview of managerial accounting core concepts and instruments in management accountin 			
 overview of managerial accounting core concepts and instruments in management accountin 	s with both lay		
More detailed information is available from the coordinator.	rview of managerial accounting concepts and instruments in management accounting (e.g. sfer pricing and budgeting)		
Teaching Method Lecture and tutorial			
Assessment End-of-course assessment			
Total 180 hours			
Of which Locture Tutorial			
A Course			
Aa Attendance 30 30			
A Course A A Attendance Ab Preview and review, incourse assessment B Independent study C End of course assessment A Course 30 30 45 45			
B Independent study			
C Elid-oi-course assessment 30			
Requirements			
Type(s) (duration) Written examination (60-90 minutes)			
Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination			
Type of reassessment Equivalent to type of initial assessment			
Contribution to final grade 100% examination			
Frequency Winter semester			
Capacity Unlimited			
Teaching Language German			
Note For further module information and required readings, see annot for teaching times and venues, see course catalogue.			

02-B\	WL: BSc -B4-2	Cost Manag	gement	3 rd – 6 th semester 6 CP	
Cour		Cost Manag			
Code		02-BWL:BS	c-B4-2		
Facu Chair	lty / Department /	02 / Busines	ss Administration / BWL IV – Ma	anagerial Accounting	
<u> </u>	dinator	Prof. Arnt W	Öhrmann		
	irements	None	Ommann		
	ning Outcomes		knowledge of and applied skills	in cost management resulting in	
Loui	mig Calcomod	improved fu course sess	nctional and methodological co	mpetence (to be specified in initial	
			its in their societal and ethical c		
			to structure further independe		
			y to formulate, defend and critic		
		appro	aches in this field		
			y to discuss information, ideas, pecialist audiences in this field	issues and solutions with both lay	
Cour	se Contents		ents include, for example:		
	-	advanced concepts and instruments in cost accounting (e.g. activity)			
		based costing, cost analysis)			
		fundamental and advanced concepts of cost management (e.g. target			
		costing)			
			selected management accounting instruments		
			ed information is available from the coordinator.		
	hing Method	Lecture and			
Asse	ssment	End-of-cour	of-course assessment		
	Total		180 hours	T. A. del	
ŝ	Of which		Lecture	Tutorial	
Norkload (hours)	A Course		20	20	
<u>L</u>	Ab Dravious and re	view in	30 45	30 45	
oad	Ab Preview and recourse assessmen	•	45	45	
훋	B Independent stu				
×	C End-of-course a		30		
	Requirements	1330331110111	None		
<u>+</u>	Type(s) (duration)		Written examination (60-90 mi	inutes)	
len L	Type of alternative		VVIII.CIT CXAITIIIIAIIOIT (00 30 IIII	indices)	
ıssı	assessment				
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
As	Contribution to final grade		100% examination		
Freat	uency	Summer se			
	Capacity Unlin				
	hing Language	German			
Note	<u> </u>		nodule information and required	d readings, see announcements;	
			times and venues, see course	<u> </u>	
in todaying times and tendes, see seales saturages.					

02-B\	WL: BSc -B5-3	Financial In	stitutions	3 rd – 6 th semester 6 CP	
Cour		Financial Inc	atitutiona		
Cours		Financial Ins			
Code		02-BWL:BS			
	Faculty / Department / 02 / Busines		ss Administration / BWL V - F	inancial Services	
Coor	dinator	Prof. Andrea	as Walter		
Requ	irements	None			
Learning Outcomes Theoretical knowledge of and applied skills in financial institutions rest improved methodological and object competence (to be specified in in course session): independent compilation, evaluation and interpretation of scien insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with be and specialist audiences in this field			petence (to be specified in initial on and interpretation of scientific on text dent study and learning ticize specific positions and s, issues and solutions with both lay		
• fin. • fin. • fin. • fin. • inv. • ris		finanfinanfinaninvesrisk a	tents include, for example: cial intermediaries as provide cial institutions cing as financial service stment as financial service assumption and risk transfer and information is available fro	as financial service	
Teac	hing Method	Lecture and			
	ssment		se assessment		
71000	Total	Lila or oour	180 hours		
	Of which		Lecture	Tutorial	
(\$)			Lecture	Tutonai	
l no	A Course		45	45	
ا	Aa Attendance	· ·	45	15	
ad	Ab Preview and re		60	30	
돛	course assessme				
Workload (hours)	B Independent stu				
_	C End-of-course a	assessment	30		
	Requirements		None		
ĭ	Type(s) (duration)		Written examination (60-90	minutes)	
Assessment	Type of alternative	Э			
SSS	assessment				
SSE	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		al grade	100% examination		
Frequ	iency	Summer se	mester		
Capa		Unlimited			
	hing Language	German			
Note	·····g =•···g ###g •	For further n	For further module information and required readings, see announcements; or teaching times and venues, see course catalogue.		
		1.51 todorning	and vended, ded dedic	o cataloguo.	

02-BWL: BSc -B6-1		Corporate Finance 3 rd – 6 th semester 6 CP				
Course		Corporate Finance				
Code		02-BWL:BSc-B6-1				
Faculty / Department / Chair		02 / Business Administration / BWL VI – Banking and Finance				
Coor	dinator	Prof. Christina Bannier				
Requ	irements	None				
Learning Outcomes		 Knowledge and understanding of theoretical and applied questions in corporate finance resulting in improved methodological, leadership and object competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights, also against the background of their societal and ethical context ability to conduct further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field 				
Course Contents		Course contents include:				
Teaching Method Lectur		Lecture and	ecture and tutorial			
Assessment		End-of-course assessment				
	Total		180 hours			
urs)	Of which A Course		Lecture	Tutorial		
[ع]	Aa Attendance		30	30		
rkload (hours)	Ab Preview and recourse assessme	•	45	45		
Worl	B Independent stu	ıdy				
>	C End-of-course a	assessment	30			
	Requirements		None			
Ħ	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of alternative		,			
	assessment					
	Type of reassessment		Equivalent to type of initial assessment			
	Contribution to final grade		100% examination			
		Winter sem	nester			
		Unlimited				
		German				
Note		For further module information and required readings, see announcements;				
		for teaching times and venues, see course catalogue.				
L				_		

02-BWL: BSc -B6-2		Banking		3 rd – 6 th semester 6 CP	
Course		Banking			
Code		02-BWL:BSc-B6-2			
Faculty / Department / Chair		02 / Business Administration / BWL VI – Banking and Finance			
Coord	dinator	Prof. Christi	na Bannier		
Requ	irements	None			
Learning Outcomes		 Knowledge and understanding of theoretical and applied questions in banking resulting in improved methodological, leadership and object competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights, also against the background of their societal and ethical context ability to conduct further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field 			
Course Contents		Course contents include, for example:			
Teacl	hing Method	Lecture and tutorial			
Assessment		End-of-course assessment			
	Total	•	180 hours		
kload (hours)	Of which A Course		Lecture	Tutorial	
or)	Aa Attendance		30	30	
aq	Ab Preview and re	eview, in-	45	45	
흜	course assessme				
Wor	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements		None		
int	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative				
	assessment				
	Type of reassessment		Equivalent to type of initial assessment		
-	Contribution to final grade		100% examination		
		Summer semester			
		Unlimited			
0 0		German			
Note		For further module information and required readings, see announcements;			
		for teaching times and venues, see course catalogue.			

02-B\	WL: BSc -B7-1	Accounting	according to IFRS 3 rd	^d – 6 th semester 6 CP	
Course Accounting accounting to IEDC					
Course			according to IFRS		
Code		02-BWL:BS			
Faculty / Department / Chair		02 / Business Administration / BWL VII – Financial Accounting			
Coord	dinator	Prof. Corinna Ewelt-Knauer			
Requ	irements	None			
Learning Outcomes		Theoretical knowledge of and applied skills in accounting according to IFRS resulting in improved functional and methodological competence (to be specified in initial course session): • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field			
Course Contents		Course contents include, for example:			
Teacl	hing Method	Lecture and	tailed information is available from the coordinator.		
	ssment		End-of-course assessment		
, 1000	Total	180 hours			
	Of which		Lecture	Tutorial	
rs)	A Course		Lecture	Tutoriai	
noı	Aa Attendance		30	30	
<u>1</u>)	Ab Preview and re	wiew in-	45	45	
oa(course assessme	•	30		
Workload (hours)					
M	B Independent study C End-of-course assessment		30		
			None		
	Requirements		Written examination (60-90 minutes)		
ent	Type(s) (duration)		whiten examination (60-90 minutes)		
Assessment	Type of alternative				
	assessment Type of reassessment		Equivalent to type of initial assessment		
	Type of reassessment		Equivalent to type of initial assessment		
Continuation to linar grad					
Frequency		Summer semester			
		Unlimited			
Teaching Language		German			
Note		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-B\	WL: BSc -B7-2	Corporate A	Accounting	3 rd – 6 th semester 6 CP		
		Corporate Accounting				
Code		02-BWL:BSc-B7-2				
Faculty / Department / Chair		02 / Business Administration / BWL VII – Financial Accounting				
Coor	dinator	Prof. Corinn	Prof. Corinna Ewelt-Knauer			
Requ	irements	None				
Learning Outcomes		Theoretical knowledge of and applied skills in corporate accounting resulting in improved functional and methodological competence (to be specified in initial course session): • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field				
		Course contents include, for example:				
Teac	hing Method	Lecture and				
		End-of-course assessment				
7 1000	Total	180 hours				
_	Of which		Lecture	Tutorial		
lrs)	A Course			1 3.35.1.2.		
Norkload (hours)	Aa Attendance		30	30		
) p	Ab Preview and re	eview, in-	45	45		
8	course assessme	nt				
Ş	B Independent stu	ıdy		·		
>	C End-of-course assessment		30			
	Requirements		None			
Ħ	Type(s) (duration)		Written examination (60-90 minutes)			
me	Type of alternative					
SSI	assessment					
Assessment	Type of reassessment		Equivalent to type of initial assessment			
	Contribution to final grade		100% examination			
Frequency		Winter semester				
Capacity		Unlimited				
Teaching Language		German				
Note		For further module information and required readings, see announcements;				
		for teaching times and venues, see course catalogue.				
ref todaming times and vendos, our outlines distributed						

02-BV	WL: BSc -B7-4	Accounting Taxation La	•	3 rd – 6 th semester	6 CP
Cours			according to HGB and Taxation Law		
Code		02-BWL:BSc			
Chair			s Administration / BWL VII – F	-ınancıal Accountinç	g
	dinator		a Ewelt-Knauer		
	irements	None			
competence		law resulting in improved functional and methodological (to be specified in initial course session): 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 becialist audiences in this field			
Course Contents Course co ad HC rul ad pri dis pri		Course cont	ents include, for example: essee, aims and contents of fir in accordance to German GA onal rules and regulations for ples of regular bookkeeping esure requirements ples for deferred taxes d information is available from	nancial statements a AP and tax law limited corporations	G
Teacl	hing Method	Lecture and		tilo coordinator.	
	ssment		se assessment		
7.000	Total		180 hours		
rs)	Of which A Course		Lecture	Tutorial	
(hours)	Aa Attendance		30	30	
	Ab Preview and re	eview. in-	45	45	
Workload	course assessme				
ş	B Independent stu			1	
≥	C End-of-course a	•	30		
	Requirements		None		
ŧ	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative	 e	(,	
SS	assessment				
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
ğ	Contribution to fin		100% examination		
Frequ		Summer se	I.		
Capa	•	Unlimited			
	hing Language	German			
Note	g ==g		nodule information and require	ed readings, see an	nouncements:
			times and venues, see course	•	

02-BV	WL: BSc -B8-1		nal Behavior & Human lanagement	B rd – 6 th semester 6 CP	
Cours			nal Behavior & Human Resource Management		
Code		02-BWL:BSc			
Facul Chair	Ity / Department / ·	02 / Busines	s Administration / BWL VIII – F	luman Resource Management	
	dinator	Prof. Frank \	Nalter		
		None			
competence indep insigh ability appro ability		troce management resulting in improved functional and leadership (to be specified in initial course session): endent compilation, evaluation and interpretation of scientific ts 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			
• the attit • hur emplayo		 theory attitude human emploid layoff evide behave 	des, motivation, personality trait in resource functions, such as l byee appraisal, remuneration, h nce-based management of hur vior	HR planning, personal recruiting, HR development and personnel man resources and organizational	
_			rmation is available in the cour	se notes.	
	hing Method	Lecture and			
Asses	ssment Tatal	Ena-or-cours	se assessment 180 hours		
	Total			Tutorial	
rs)	Of which A Course		Lecture	Tutoriai	
(hours)	Aa Attendance		30	30	
	Ab Preview and re		45	45	
Workload	course assessmen			10	
yr.	B Independent stu				
Š	C End-of-course a		30		
	Requirements		None		
¥	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative		(23 00	,	
SSL	assessment				
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
Ä	Contribution to fin		100% examination		
Freat	uency	Summer sei	l		
Capa		Unlimited			
	hing Language	German			
Note		For further m	•	d readings, see announcements;	
f		for teaching	times and venues, see course	catalogue.	

02-B\	WL: BSc -B8-3	Leadership		3 rd – 6 th semester 6 CP	
		1			
Cours		Leadership	B0.0		
Code		02-BWL:BSc			
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL VIII –	Human Resource Management	
Coord	dinator	Prof. Frank \	Nalter		
Requ	irements	None			
Learning Outcomes Theoretical kimproved fur course session indeprinsigh ability approved ability approved subject to the course Course Contents header leader leader empires		ion): rendent compilation, evaluation, its in their societal and ethical to structure further independ to formulate, defend and criticaches in this field to discuss information, ideas pecialist audiences in this field ents include, for example: s of leadership ical theories of leadership (e.g. vior, trait approach, leadership ern theories of leadership (e.g. rship, dyadic leadership theoriship, leadership ethics) rical evidence from recent lea	etence (to be specified in initial on and interpretation of scientific context lent study and learning cicize specific positions and s, issues and solutions with both lay decrease of style theories, situational theories) charismatic and transformational cies, destructive leadership, informal dership research		
T	la (va. a. N.A. a dla . a . d		ormation is available in the co	urse notes.	
	hing Method	Lecture and			
Asses	ssment Total	Ena-oi-cours	se assessment 180 hours		
	Of which		Lecture	Tutorial	
(S)	A Course		Lecture	Tutoriai	
ad (hours)	Aa Attendance		30	30	
<u> </u>	Ab Preview and re	aview in	45	45	
oac	course assessme		43	45	
훋	B Independent stu				
Worklo	C End-of-course a		30		
	Requirements	336331116111	None		
	Type(s) (duration)	\	Written examination (60-90 r	minutos)	
en	Type of alternative		VVIII.eri examination (00-90 i	Tilliutes)	
Sm	, , ,	5			
Type(s) (duration) Type of alternative assessment Type of reassessr Contribution to fin			Cautivalent to type of initial o		
4ss	Type of reassessr		Equivalent to type of initial a	ssessment	
	Contribution to fin		100% examination		
	iency ··	Winter seme	ester		
Capa		Unlimited			
	hing Language	English			
Note			nodule information and required readings, see announcements;		
for teaching times and venues, see course catalogue.			e catalogue.		

Course IT-Management Code 02-BWL:BSc-B9-2 Faculty / Department / 02 / Business Administration / BWL IX – Business Information System Chair			
Code 02-BWL:BSc-B9-2 Faculty / Department / 02 / Business Administration / BWL IX – Business Information System			
Faculty / Department / 02 / Business Administration / BWL IX – Business Information System Chair			
Chair	D-B9-2		
	ems		
Coordinator Prof. Axel Schwickert			
Requirements IT-Systems (02-Meth:BSc-B9-1)			
Learning Outcomes Theoretical knowledge of and applied skills in IT management result improved functional and methodological competence (to be specified course session):	nctional and methodological competence (to be specified in initial		
 independent compilation, evaluation and interpretation of science 	entific		
insights in their societal and ethical context			
ability to structure further independent study and learning			
ability to formulate, defend and criticize specific positions and	ł		
approaches in this field			
 ability to discuss information, ideas, issues and solutions with 	n both lay		
'	and specialist audiences in this field		
	Course contents include, for example:		
	basics of IT strategies, IT organization, IT business, system		
	development in the company		
	utilization of ERP-, CRM-, BI-, SCM-, Office- and / or E-business- systems.		
systems More detailed information is available from the coordinator.			
Teaching Method Lecture and tutorial			
Assessment End-of-course assessment			
Total 180 hours			
Of which Lecture Tutorial			
A Course			
A Course A A Attendance Ab Preview and review, incourse assessment B Independent study C End of course assessment A Course 30 45 45 Course assessment B Independent study			
Ab Preview and review, in- 45 45			
course assessment			
B Independent study			
≥ C End-of-course assessment 30			
Requirements None			
T () () () () () () () () () (90 minutes)		
Type (s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination			
assessment			
Type of reassessment Equivalent to type of initial assessment			
Contribution to final grade 100% examination			
Frequency Summer semester			
Capacity Unlimited			
Teaching Language German			
0 0 0	For further module information and required readings, see announcements;		
0 0 0	ements;		

Course Entrepreneurship Code 02-BWL:BSc-B10-1 Faculty / Department / Chair Management Coordinator Prof. Monika Schuhmacher Requirements None Learning Outcomes Theoretical knowledge of and applied skills in entrepreneurship resulting in improved functional and leadership competence (to be specified in initial course session): • independent compilation, evaluation and interpretation of scientific research • autonomous creation of continuous learning processes • 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 • understanding of research insights in individual module contents Course Contents Course Contents Course contents include, for example: • basics and processes for a foundation of an enterprise • selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features • structure and content of business models and business plans More detailed information is available in the course notes.
Code
Faculty / Department / Chair
Chair
Coordinator Requirements None
Requirements
Learning Outcomes Theoretical knowledge of and applied skills in entrepreneurship resulting in improved functional and leadership competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific research autonomous creation of continuous learning processes 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 understanding of research insights in individual module contents Course Contents Course contents include, for example: basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
improved functional and leadership competence (to be specified in initial course session): • independent compilation, evaluation and interpretation of scientific research • autonomous creation of continuous learning processes • 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 • understanding of research insights in individual module contents Course Contents Course contents include, for example: • basics and processes for a foundation of an enterprise • selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features • structure and content of business models and business plans
 autonomous creation of continuous learning processes 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 understanding of research insights in individual module contents Course Contents Course contents include, for example: basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
 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 understanding of research insights in individual module contents Course Contents Course contents include, for example: basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
 ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field understanding of research insights in individual module contents Course Contents Course contents include, for example: basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
and specialist audiences in this field understanding of research insights in individual module contents Course Contents Course contents include, for example: basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
 understanding of research insights in individual module contents Course Contents basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
Course Contents Course contents include, for example: basics and processes for a foundation of an enterprise selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
 selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features structure and content of business models and business plans
formation, start-up financing as well as the creation of unique enterprise features • structure and content of business models and business plans
enterprise featuresstructure and content of business models and business plans
structure and content of business models and business plans
More detailed information is available in the course notes.
To a china Mathead Lastone and faterial
Teaching Method Lecture and tutorial
Assessment End-of-course assessment 180 hours
Total 180 hours Of which Lecture Tutorial
A Course
A Course A A Attendance Ab Preview and review, incourse assessment A Course A Course A A Attendance A Course A A A A A A A A A A A A A A A A A A A
Ab Preview and review, in- 40 40
course assessment
S B Independent study 10 C End-of-course assessment 30
Requirements None
Type of alternative
│ 🖁 │assessment
assessment Type of reassessment Equivalent to type of initial assessment
0
assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination
Contribution to final grade 100% examination
Frequency Winter semester Capacity Unlimited Teaching Language German
Frequency Winter semester Capacity Unlimited

02-BV	02-BWL: BSc -B10-2 Technolog Manageme		and Innovation	3 rd – 6 th semester	6 CP
Cours			and Innovation Management		
Code		02-BWL:BSc	-		
	lty / Department /		s Administration / BWL X – Inr	iovation and Start-u	ıp
Chair	dinator	Managemen	ւ Schuhmacher		
	irements	None	Schunmacher		
Learning Outcomes Theoretical Firmanagement specified in interpretation in the indepress of automore ability approved a specified in interpretation in the indepress of a specified in interpretation in indepress of a specified in interpretation in indepretation in independent in i		knowledge of and applied skills at resulting in improved function nitial course session): rendent compilation, evaluation rch in their societal and ethical amous creation of continuous lay to formulate, defend and critical aches to discuss information, ideas, pecialist audiences in this field retanding of research insights in ents include, for example: ples of technology management etical pluralism, e.g. network the ology strategies ation processes ation strategies	al and object composite and interpretation of context earning processes ize field-specific positissues and solution individual module at and innovation meeory	etence (to be of scientific sitions and s with both lay contents	
		Lecture and	d information is available in the course notes. tutorial		
	ssment		se assessment		
	Total		180 hours		
ad (hours)	Of which A Course		Lecture	Tutorial	
hol	Aa Attendance		30	30	
rload (Ab Preview and recourse assessmen		45	45	
Worklo	B Independent stu	ıdy			
>	C End-of-course a	ssessment	30		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative assessment	9			
ses	Type of reassessr	ment	Equivalent to two of initial assessment		
As	Contribution to final		Equivalent to type of initial assessment 100% examination		
Frequ		Summer sei			
Capa		Unlimited			
	hing Language	English			
Note	<u> </u>		nodule information and required	readings, see ann	ouncements;
			times and venues, see course		<u>, </u>

02-VWL:BSc-V1-1 Competition			n Policy and Strategy	3 rd – 6 th semester 6 CP	
		-			
Cours			Policy and Strategy		
Code		02-VWL:BS	c-V1-1		
	ty / Department /	02 / Econom	nics / VWL I – Industrial Economics, Competition Policy and		
Chair		Regulation			
Coordinator Prof. Georg		Götz			
	irements	None			
how firms into optimal for fi		ntroduces the basics of industrial organization. Students learn eract in oligopoly markets, what kind of pricing strategies are rms with market power and what the incentives to collude are. ntroduces the basics of antitrust thinking.			
Cours	se Contents		ents include, for example:	-	
		 basic 	s microeconomic tools		
		• mark	et structure and market power	r	
			poly power and practice		
			etition in oligopoly markets		
		ompetitive strategies			
			ıblic policy toward firms with market power		
			els and collusions		
		detailed information on concrete module contents from the			
		ut the attributed courses.			
		arning with lecture, tutorial and online assignments			
Asses	ssessment In-course as		180 hours		
	Total Of which		Lecture	Tutorial	
rs)	A Course		Lecture	Tutoriai	
noı	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	wiew in-	45	45	
oac	course assessme		145	13	
돌	B Independent stu			I	
×	C End-of-course a		30		
	Requirements	icocconnonic	None		
t	Type(s) (duration)		Written examination (90 minutes), assignments and active participation		
Assessment	Type of alternative)			
SSI	assessment				
SSE	Type of reassessr		Equivalent to type of initial assessment		
⋖	Contribution to fin			gnments and active participation	
Frequ	iency	Summer se	mester		
Capa		Unlimited			
Teacl	hing Language	German			
Note				ed readings, see announcements;	
		for teaching	times and venues, see course	e catalogue.	

02-V\	WL: BSc -V2-1	Public Fina	nce	3 rd – 6 th semester 6 CP	
Cour	20	Public Finar	200		
Code					
Code		02-VWL:BS			
Faculty / Department / 02 / Econd Chair			nics / VWL II – Public Finance	95	
Coordinator Prof. Wolfg			ang Scherf		
Requ	irements	None			
improved me course sessi indep insigh ability appro ability appro		ethodological and object comion): pendent compilation, evaluations in their societal and ethically to structure further independ to formulate, defend and cripaches in this field to discuss information, ideal specialist audiences in this field	dent study and learning ticize specific positions and s, issues and solutions with both lay		
• gene • gove • princ • theore • feder		tents include, for example: ral basics and public budget rnmental efficiency and fiscal iples, effects and arrangementy and politics of public debts ralism and fiscal equalization and information is available from	nt of taxation in Germany		
Teaching Method Lecture		a intermedient to available net	The decidinator.		
	ssment		se assessment		
7 1000	Total		180 hours		
	Of which		Lecture		
(S)	A Course		Locialo		
Workload (hours)	Aa Attendance		60		
()	Ab Preview and re	eview in-	90		
0	course assessme				
Ž	B Independent stu				
Š	C End-of-course a	*	30		
	Requirements		None		
-	Type(s) (duration)	1	Written examination (60-90	minutes)	
Assessment	Type of alternative		VIII.com examination (ee ee	minates)	
ıssı	assessment	,			
ses	Type of reassessr	nent	Equivalent to type of initial a	assessment	
As	Contribution to fin		100% examination	accessinon.	
Frequ	iency	Winter sem			
Capa		Unlimited	00.01		
	hing Language	German			
Note	ining Language		nodule information and requir	red readings, see announcements:	
14016			For further module information and required readings, see announcements; or teaching times and venues, see course catalogue.		
<u> </u>		ior toadring	unios and volidos, see cours	o datalogue.	

02-V\	NL: BSc -V3-1	Internation	al Economics	3 rd – 6 th semester 6 CP	
Cours		Internationa			
Code		02-VWL:BS			
, ,		nics / VWL III – International Ed	conomics		
Chair					
Coordinator Prof. Jürger		ı Meckl			
Requirements None		knowledge of and applied skills in international economics			
resulting in is specified in indepring in specified in indepring in sight ability approximately and second second course contents resulting in is specified in indepring in specified in ability approximately appr		mproved methodological, object and regional competence (to be initial course session): pendent compilation, evaluation and interpretation of scientific into intheir societal and ethical context of to structure further independent study and learning of to formulate, defend and criticize specific positions and paches in this field of the discuss information, ideas, issues and solutions with both lay pecialist audiences in this field tents include, for example: Ination of trade structures			
•		effecinstrutrade	 effects of globalization on efficiency and distribution instruments and impact of trade policy trade policy in developing countries ore detailed information is available from the coordinator. 		
Teaching Method Lecture and					
	ssment	End-of-cour	se assessment		
	Total		180 hours		
	Of which		Lecture	Tutorial	
nrs	A Course				
l oh)	30		30	30	
Workload (hours)	Ab Preview and re	eview, in-	45	45	
ŝ	course assessme	nt			
/or	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements		None		
ij	Type(s) (duration)	1	Written examination (60-90 minutes)		
Assessment	Type of alternative	•			
SSe	assessment				
SS(Type of reassessr		Equivalent to type of initial assessment		
Continuation to final grade			100% examination		
	uency	Winter sem	ester		
Capa		Unlimited			
	hing Language	German			
Note				ed readings, see announcements;	
		Tion teaching	times and venues, see course	catalogu e .	

02-V\	WL: BSc -V4-1	Transition a	and Integration Economics	3 rd – 6 th semester 6 CP	
Cours	se	Transition a	nd Integration Economics		
Code		02-VWL:BS			
Facul Chair	ty / Department /	02 / Econom	nics / VWL IV – Transition and Inf	tegration Economics	
Coord	dinator	Prof. Matthia	as Göcke		
Requirements None		None			
Learning Outcomes Theoretical Reconomics recompetence independents ability appro ability appro ability and s Course Contents Course Contents Course cont proble comp stage micro		economics r competence indep insigh ability appro ability and s Course cont econo probl comp stage micro	esulting in improved methodological and self-management (to be specified in initial course session): 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 ents include, for example: omic systems and economic order ems of centrally planned economies conents of the transition programme as of economic integration and macroeconomic effects of integration by and institutions of European integration		
			ed information is available from the coordinator.		
Teaching Method Lecture and					
Asses	ssment	End-of-cours	se assessment		
	Total		180 hours	T=	
ŝ	Of which		Lecture	Tutorial	
kload (hours)	A Course				
٤	30		30	30	
ad	Ab Preview and re		45	45	
	course assessme				
Mol	B Independent stu		00		
	C End-of-course a	assessment	30		
	Requirements		None		
Assessment	Type(s) (duration)		Written examination (60-90 minutes)		
L L	Type of alternative	9			
es	assessment		- · · · · · · · · · · · · · · · · · · ·		
\ss	Type of reassessr		Equivalent to type of initial assessment		
	Contribution to fin		100% examination		
	uency 	Summer se	mester		
Capa		Unlimited			
	hing Language	English			
Note			nodule information and required । 	•	
for teaching times and venues, see course			times and venues, see course ca	ataiogue.	

Course Monetary Policy O2-VWL:BSc-V5-1 Faculty / Department / O2 / Economics / WWL V - Monetary Economics Chair Coordinator Prof. Peter Tillmann Requirements None Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session):	02-VV	NL: BSc -V5-1	Monetary P	olicy	3 rd – 6 th semester 6 CP		
Code				•	'		
Faculty / Department / Chair Chair Coordinator Requirements Learning Outcomes Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session): • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field Course Contents Course Contents Course contents include, for example: • theories of money demand and money supply • relation between money and inflation • transmission mechanisms of monetary policy • theory of the term structure of interest rates • instruments of monetary policy • problem of time inconsistency of monetary policy • rules for monetary policy More detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment End-of-course assessment Total Total 180 hours Of which A Course 30 30 30 Ab Preview and review, in- course assessment Frequency Winter semester Contribution to final grade Frequency Winter semester Capacity For further module information and required readings, see announcements;							
Chair Coordinator Coordinator Requirements Learning Outcomes Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field approaches in this field Course Contents Course Contents include, for example: 1 theories of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inflation 1 transmission mechanisms of monetary policy 1 relation between money and inf				· · · · ·			
Requirements None Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session): • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure further independent study and learning • ability to formulate, defend and criticize specific positions and approaches in this field • ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field • course contents include, for example: • theories of money demand and money supply • relation between money and inflation • transmission mechanisms of monetary policy • theory of the term structure of interest rates • instruments of monetary policy • trules for monetary policy • rules for monetary policy • Total 180 hours Of which Lecture and tutorial A Course 30 30 30 A D Preview and review, incourse assessment End-of-course assessment B Independent study S C End-of-course assessment 45 45 C End-of-course assessment 45 45 C End-of-course assessment Type (s) (duration) Written examination (60-90 minutes) Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Capacity Unlimited For further module information and required readings, see announcements;			02 / Econom	nics / VWL V - Monetary Ecor	omics		
Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session):			illmann				
improved methodological and object competence (to be specified in initial course session): independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure further independent study and learning ability to to structure further independent study and learning ability to formulate, defend and criticize specific positions and approaches in this field course Contents Course Contents Course contents include, for example: theories of money demand and money supply relation between money and inflation transmission mechanisms of monetary policy theory of the term structure of interest rates instruments of monetary policy problem of time inconsistency of monetary policy rules for monetary policy problem of time inconsistency of monetary policy rules for monetary policy for detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment End-of-course assessment Fordal Of which A Course A Dereview and review, in- course assessment B Independent study C End-of-course assessment None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Winter semester Capacity For further module information and required readings, see announcements;							
Teaching Method	improved me course sessi indep insigh ability appro ability appro course Contents Course Contents Course cont theor relatio transi theor instru proble rules		endent compilation, evaluation and interpretation of scientific ts 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 ents include, for example: les of money demand and money supply on between money and inflation mission mechanisms of monetary policy of the term structure of interest rates ments of monetary policy em of time inconsistency of monetary policy for monetary policy d information is available from the coordinator.				
Total 180 hours Of which A Course 30 30 30 Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Contribution to final grade 100% examination Frequency Winter semester Capacity Unlimited Teaching Language German Total 180 hours Exercises A5 Bindependent study C End-of-course assessment 30 Written examination (60-90 minutes) Frequency Winter semester Capacity Unlimited For further module information and required readings, see announcements;	Teacl	hing Method					
Of which A Course 30 30 30 30 Ab Preview and review, incourse assessment B Independent study C End-of-course assessment None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	Asses		End-of-cours				
A Course 30 30 30 Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Tequency Capacity Winter semester Capacity Unlimited Teaching Language Note A Course 30 30 45 45 45 A Course A For further module information and required readings, see announcements;				180 hours			
Course assessment B Independent study C End-of-course assessment 30	s)			Lecture	Exercises		
Course assessment B Independent study C End-of-course assessment 30	our						
Course assessment B Independent study C End-of-course assessment 30	(h						
Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	kload	course assessme	nt	45	45		
Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	Vor						
Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Tequency Capacity Teaching Language Note Written examination (60-90 minutes) Equivalent to type of initial assessment 100% examination Equivalent to type of initial assessment Unlimited 100% examination Frequency Capacity Unlimited For further module information and required readings, see announcements;			assessment				
Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Winter semester Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;							
Frequency Capacity Teaching Language Note Winter semester Unlimited German For further module information and required readings, see announcements;	ent			Written examination (60-90 minutes)			
Frequency Capacity Teaching Language Note Winter semester Unlimited German For further module information and required readings, see announcements;	sm		3				
Frequency Capacity Teaching Language Note Winter semester Unlimited German For further module information and required readings, see announcements;	ses		nont	Equivalent to type of initial assessment			
Frequency Capacity Unlimited Teaching Language Note German For further module information and required readings, see announcements;	₹ Type of reassessment						
Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	Fregu			I .			
Teaching Language Note German For further module information and required readings, see announcements;							
Note For further module information and required readings, see announcements;	•						
		<u> </u>		nodule information and requir	ed readings, see announcements	;	
por teaching times and venues, see course catalogue.						,	

02-VWL: BSc -V6-1 Stra		Strategic B	ehaviour and Institutions 3 ^r	d – 6 th semester 6 CP	
		101 1 : D	11.00.0		
Cour			havior and Institutions		
		02-VWL:BS			
Faculty / Department / 02 / Econor Chair		02 / Econon	nics / VWL VI – Behavioural and	Institutional Economics	
	dinator	Prof. Max A	lhert		
	irements	None	bott		
			knowledge of and applied skills i	n strategic behaviour and	
institutions representations of the specified specified indepresentation in the specified indepresentation in the specified indepresentation in the specified independent in the specified independent		resulting in improved methodological and object competence (to in initial course session): rendent compilation, evaluation and interpretation of scientific into intheir societal and ethical context by to structure further independent study and learning by to formulate, defend and criticize specific positions and oraches in this field by to discuss information, ideas, issues and solutions with both lay repecialist audiences in this field tents include, for example: The sin institutional economics amental game theory cations (e.g. theory of contracts, asymmetrical information, theory of the session in			
		of internal legal structure of the company)			
			ed information is available from the coordinator.		
<u>_</u>		Lecture and			
		End-of-cour	se assessment		
	Total		180 hours		
<u>@</u>	Of which		Lecture	Exercises	
Workload (hours)	A Course				
<u>ا</u>	30		30	30	
ad	Ab Preview and re	•	45	45	
응	course assessme				
Vor	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements		None		
Ħ	Type(s) (duration))	Written examination (60-90 mir	nutes)	
ле	Type of alternative	е			
SS	assessment				
Type (s) (duration) Type of alternative assessment Type of reassessment Contribution to final gravity		ment	ent Equivalent to type of initial assessment		
Ϋ́	Contribution to final grade		100% examination		
Frequ	iency	Winter sem	ester		
Capa		Unlimited			
	hing Language	German			
Note	<u> </u>		nodule information and required	readings, see announcements:	
			times and venues, see course of		
		<u> </u>	,		

02-V\	NL: BSc -V8-1	Health Ecor	nomics I	3 rd – 6 th semester 6 CP	
Course Health Econ					
Code		02-VWL:BSc			
Facul Chair	Ity / Department /	02 / General	l Economics / VWL VIII – Hea	alth Economics	
Coord	dinator	Prof. Christia	an Gissel		
Requ	irements	None			
Learning Outcomes Knowledge a economics r competence indep insigh ability appro ability appro ability and s Course Contents Course cont struct allocate healt phare innov publice		and understanding of theoretical and applied questions in health resulting in improved methodological, object and function (to be specified in initial course session): bendent compilation, evaluation and interpretation of scientific ats 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 pecialist audiences in this field (tents include, for example: ture of public health (ation and distribution of public health (the insurance systems maceutical economy, methods of cost — benefit assessment (ration in public health, digitalization, mobile health (the information is available via coordinator's notices and			
Toocl	hing Method	announcement Lecture and			
	ssment		se assessment		
Asses	Total	End-oi-cours	180 hours		
	Of which		Lecture	Tutorial	
(S)	A Course		Lecture	Tutoriai	
ad (hours)	30		30	30	
L)			45	45	
	Ab Preview and recourse assessme		45	45	
Worklo	B Independent stu				
×	C End-of-course a		30		
	Requirements	1330331110111	None		
+	Type(s) (duration)		Written examination (60-90	minutes)	
Assessment	Type of alternative		VVIII.CII CXAIIIIIAIIOII (00-30	minutes)	
ns:	assessment	,			
ses	Type of reassessr	ment	Equivalent to type of initial assessment		
As	Contribution to fin		Equivalent to type of initial assessment 100% examination		
Frequency Summer se					
, , , ,		Unlimited	mester		
	hing Language	German			
Note	illing Language		nodule information and requir	red readings, see announcements;	
INOLE			times and venues, see cours		
<u> </u>		Tion leadining	unies and venues, see cours	o catalogue.	

02-V\	NL: BSc -St-2	Empirical E	conomic Research and	3 rd – 6 th semester 6 CP	
Cours	se	Empirical Ed	conomic Research and Econom	etrics	
Code		02-VWL:BS	c-St-2		
Facul Chair	ty / Department /	02 / Econom	nics / VWL VII - Statistics and E	conometrics	
	dinator	Prof. Peter V	Winker		
		None	VIIIIOI		
Learning Outcomes Theoretical and econon specified in		knowledge of and applied skills in empirical economic research letrics, resulting in improved methodological competence (to be initial course session): It to independently collect, evaluate and interpret scientific gs, taking into account social and ethical concerns It to independently structure further learning It to formulate, defend and criticize subject related positions and eaches It to discuss information, ideas, issues and solutions with both lay pecialist audiences in the field ents include, for example: base and data processing regression models and residual analysis			
Topo	hing Method	• dynai	tative variables mic models, simulation and prediction ed information is available from the coordinator.		
	ssment				
7330	Total	Liiu-oi-cour	End-of-course assessment 180 hours		
	Of which		Lecture	Tutorial	
rs)	A Course		Lecture	latorial	
Ποι	30		30	30	
Workload (hours)	Ab Preview and re		45	45	
동	course assessmen				
No	B Independent stu	*	20		
<u> </u>	C End-of-course a	issessment	None		
	Requirements Type(s) (duration)			nutos	
len	Type of alternative		Written examination (60-90 minutes)		
SSIT	assessment	•			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
As	Contribution to find		100% examination		
		Summer se			
		Unlimited			
•	hing Language	German			
Note	3 5 5	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-VW	/L: BSc -St-3	Programmi	ng in Matlab	3 rd – 6 th semester 6 CP	
Course	Δ	Programmin	a in Matlah		
Code	<u> </u>	02-VWL:BS			
	v / Department /		o-St-3 nics / VWL VII - Statistics and	Foonometrics	
Chair	y / Department /	UZ / ECONON	iics / VVVL VII - Statistics and	Econometrics	
Coord	inator	Prof. Peter V	Vinker		
Requir	rements	None			
Learning Outcomes Theoretical resulting in course sess abilit findir abilit appro			knowledge of and applied skills in programming in Matlab, mproved methodological competence (to be specified in initial ion): y to independently collect, evaluate and interpret scientific gs, taking into account social and ethical concerns y to independently structure further learning y to formulate, defend and criticize subject related positions and eaches y to discuss information, ideas, issues and solutions with both lay		
			pecialist audiences in the fiel	d	
basicdataproggrapspec			tents include, for example: c principles in programming with Matlab types and operators ramms and procedures nics ial applications ed information is available from the coordinator.		
Teach	ing Method	Lecture with			
	sment	In-course as			
	Total	m-course as	180 hours		
I —	Of which		Lecture with tutorial		
(S)	A Course		Lecture with tutorial		
no l	30		60		
	Ab Preview and re	wiew in	60		
oac	course assessmen	· ·	00		
돌	B Independent stu		30		
	C End-of-course a		30		
	Requirements	1336331116111	None		
I	Type(s) (duration)		Written examination (60-90	minutes) and assignment	
le l	Type of alternative	۷	TTHEORY CHARTIMATION (CC CC	minates) and designment	
uss	assessment	•			
4)	Type of reassessn	nent	Written examination (60-90	minutes)	
As	Contribution to fina		70% examination, 30% assignment		
		Summer se	·		
		20			
	ing Language	German			
Note	99~~90	For further n	•	red readings, see announcements;	
		for teaching	times and venues, see cours	se catalogue.	

02-V\	WL: BSc -V2/V3-1	Applied Eco	onomic Policy	3 rd – 6 th semester 6 CP		
Cours		Applied Fee	namia Daliay			
Code		02-VWL:BS		nomic Policy		
Code			c-v2/v3-1 nics / VWL II – Public Finance:	2 / \ / \ / \ International		
Chair	ty / Department /	Economics	iics / VVVL ii – Public Finances	S / VVVL III – IIILemational		
	dinators		and Cohorf and Drof Jürgen M	looki		
		None	ing Scherf and Prof. Jürgen M	ecki		
	irements ning Outcomes		knowledge of and applied skill	s in economic policy resulting in		
Lean	iing Outcomes	improved mo	ethodological and object compion):	n and interpretation of scientific		
			nts in their societal and ethical			
			to structure further independ			
			, to formulate, defend and crit			
		appro	aches in this field			
			to discuss information, ideas pecialist audiences in this field	, issues and solutions with both lay		
Cours	se Contents		ents include, for example:			
			collective decisions			
		 mark 	et failure and economic policy			
		environmental policy and energy policy				
		social policy and distribution policy				
		• econ	economics of education and education policy			
		More detaile	ed information is available from the coordinators.			
Teac	hing Method	Lecture and				
Asses	ssment	End-of-cours	se assessment			
	Total		180 hours			
<u>~</u>	Of which		Lecture	Tutorial		
Workload (hours)	A Course					
(hc	30		30	30		
ad	Ab Preview and re	·	45	45		
중	course assessme					
Vor	B Independent stu					
>	C End-of-course a	ssessment	30			
	Requirements		None			
int	Type(s) (duration)		Written examination (60-90 r	ninutes)		
m	Type of alternative	9				
ess	assessment					
Assessment	Type of reassessr		Equivalent to type of initial assessment			
	Contribution to find		100% examination			
,		Summer se	mester			
	Capacity Unlim					
	hing Language	German				
Note			•	ed readings, see announcements;		
		tor teaching	times and venues, see course	e catalogue.		

02-V\	WL: BSc -V3/V6-1	Economic B Markets	Experiments and Labour	3 rd – 6 th semester	6 CP
Cour			xperiments and Labour Markets	8	
Code	!	02-VWL:BS			
	lty / Department /		nics / VWL III – International Ec		
Chair			ehavioural and Institutional Eco	nomics	
	dinators		Meckl, Prof. Max Albert		
	irements	None			
as labour ma competence		knowledge of and applied skills in economic experiments as well arkets resulting in improved methodological and object (to be specified in initial course session): pendent compilation, evaluation and interpretation of scientific into intheir societal and ethical context by to structure further independent study and learning by to formulate, defend and criticize specific positions and evaches in this field by to discuss information, ideas, issues and solutions with both lay expecialist audiences in this field tents include, for example: the soft experimental economics ariments concerning labour markets ency wage theory ar union behavior			
			ed information is available from the coordinators.		
	hing Method	Lecture and			
Asse	ssment	End-of-cours	rse assessment		
	Total		180 hours	T. 4 1	
(S	Of which A Course		Lecture	Tutorial	
Norkload (hours)	30		30	30	
<u>(</u>)	Ab Preview and re	wiew in	45	45	
oac	course assessme	<u> </u>	45	40	
Ž	B Independent stu				
Š	C End-of-course a		30		
	Requirements		None		
¥	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative		The state of the s		
SSL	assessment				
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
ĕ	Contribution to fin	al grade	100% examination		
Frequency Irregular		Irregular			
		Unlimited			
	hing Language	German			
Note		For further n	nodule information and required	l readings, see ann	ouncements;
		for teaching	times and venues, see course	catalogue.	

02-M	eth: BSc -St-1	Applied Sta	tistics in Business and	3 rd – 6 th semester	6 CP
Cours	se	Applied Stat	istics in Business and Econor	nics	
Code		02-Meth:BS			
Facu	ty / Department /	02 / Econom	nics / VWL VII - Statistics and	Econometrics	
Chair					
	dinator	Prof. Peter V	Vinker		
	irements	None			
Learning Outcomes Theoretic and econ competer ab fine ab ab ap ap		and economicompetence	knowledge of and applied skills in applied statistics in business lics, resulting in improved methodological and self-management (to be specified in initial course session): It to independently collect, evaluate and interpret scientific gs, taking into account social and ethical concerns It to independently structure further learning It to formulate, defend and criticize subject related positions and eaches It to discuss information, ideas, issues and solutions with both lay pecialist audiences in the field		
• s		statisinfere	ntents include, for example: stical estimation and testing of parameters rence of multivariable data ed information is available from the coordinator.		
Teac	hing Method	Lecture and			
	ssment		se assessment		
	Total	l	180 hours		
<u> </u>	Of which		Lecture	Tutorial	
nrs	A Course				
(ho	30		30	30	
Workload (hours)	Ab Preview and recourse assessme	nt	45	45	
Vor	B Independent stu	•			
>	C End-of-course a	ssessment	30		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 r	ninutes)	
Assessment	Type of alternative	9			
es	assessment				
٩ss	Type of reassessr		Equivalent to type of initial assessment		
Continuation to final grade		100% examination			
, ,		Winter sem	25(E)		
Capacity Unlimited Teaching Language German		German			
Note	iling Language		nodule information and require	ad readings see an	nouncements:
INOLE			·	_	nouncements,
for teaching times and venues, see course catalogue.					

02-M	eth: BSc -B9-1	IT-Systems		3 rd – 6 th semester	6 CP
Cours		IT-Systems			
Code		02-Meth:BS	c-B9-1		
Facul	ty / Department /	02 / Busines	s Administration / BWL IX – B	usiness Informatior	n Systems
Chair					
Coord	dinator	Prof. Axel So	chwickert		
	irements	None			
Learning Outcomes Theoretical improved m in initial coulons inde insig abilition approved material improved material imp		improved me in initial cour indep insigh ability appro	knowledge of and applied skills in IT systems resulting in ethodological and self-management competence (to be specified rese session): pendent compilation, evaluation and interpretation of scientific atts in their societal and ethical context of to structure further independent study and learning of to formulate, defend and criticize specific positions and baches in this field of to discuss information, ideas, issues and solutions with both lay		
		Course cont	d specialist audiences in this field contents include, for example: asics of hardware, software, data, networks and system development asics of ERP-, CRM-, BI-, SCM-, Office-, e-business-systems ailed information is available from the coordinator.		
Teacl	ning Method	Lecture and	e and tutorial		
Asses	ssment	End-of-cours	se assessment		
	Total		180 hours		
<u>(6</u>	Of which		Lecture	Tutorial	
onus	A Course				
(hc	30		30	30	
ad	Ab Preview and re	-	45	45	
황	course assessmen				
Workload (hours)	B Independent stu	,			
	C End-of-course a	ssessment	30		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
sm.	Type of alternative	9			
es	assessment				
Assessment	Type of reassessr		Equivalent to type of initial assessment		
Continuation to final grade			100% examination		
' '		Winter sem	ester		
		Unlimited			
	ning Language	German			
Note			nodule information and require		nouncements;
		for teaching	times and venues, see course	e catalogue.	

02-Q:	BSc -Englisch-6	English for	Management	3 rd – 6 th semester 6 CP	
Course English for N			/lanagement		
Code		02-Q:BSc-E	nglisch-6		
Facul	ty / Department /	02 / Busines	s Administration and Econom	nics / Managerial English	
Chair					
	dinator	Thomas Wa			
Requ	irements		n English at intermediate (B1		
			n German at independent use		
Learr	ing Outcomes	improved recourse sess	gional and self-management ion):	Is in business English resulting in competence (to be specified in initial priately using English in everyday	
		• unde		f communication and language skills	
			cted of managers eness of cultural and commun	nicative pitfalls of English language	
		• increa	ased communicative competeng basic on-the-job skills	ence and confidence with a focus on	
Cours	se Contents	Course cont	ents include, for example:		
		basic business-specific vocabulary			
		unlearning typical German mistakes in English			
			ntial types of business communication		
			ed information is available from the coordinator		
	ning Method	Seminar and			
Asses	ssment	In-course as			
	Total		180 hours		
ŝ	Of which		Seminar	Tutorial	
Workload (hours)	A Course		20	45	
<u>ų</u>	Ab Dravious and re	view in	30	15 30	
oad	Ab Preview and recourse assessmen	· ·	60	30	
훋	B Independent stu		15		
×	C End-of-course a		30		
	Requirements	336331116111	Regular attendance and acti	ive participation	
+ _	Type(s) (duration)			examination (60 – 90 minutes)	
Jen	Type of alternative	<u>د</u>	Troject designments, written	oxammation (co commutes)	
ssn	assessment				
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final					
		ester and summer semester (2 classes each)			
, ,		25 students/			
	ning Language	English			
Note			nodule information and requir	ed readings, see announcements;	
		for teaching	times and venues, see cours	e catalogue.	

02-Q:	BSc-Englisch-7	Oral Comm	unication	3 rd – 6 th semester 6 CP	
		•			
Cours	se	Oral Commu	unication		
Code		02-Q:BSc-E	nglisch-7		
Facul	ty / Department /	02 / Busines	s Administration and Economi	cs / Managerial English	
Chair					
Coord	dinator	Thomas Wa	gner		
Requ	irements	English for N	Management (02-Q:BSc-Englis	sch-6)	
Learning Outcomes Theoretical improved or specified in more abilitionstit Incress.		improved co specified in • more • ability institu • Incre	knowledge of and applied skills in business English resulting in mmunicative, regional and leadership competence (to be initial course session): effective oral communication in management settings to use essential rhetorical-communicative principles in initional contexts ased communicative competence and confidence with a focus on		
Course Contents Course o contents course n o s		Course cont desig mana style,	ilding a professional identity contents include, for example: esigning and delivery clearly structured and audience-focused anagement discourse in English yle, structure and impact of management discourse in English ailed information is available from the coordinator.		
Teach	ning Method	Seminar and	d tutorial		
Asses	ssment	In-course as	sessment		
	Total		180 hours		
<u></u>	Of which		Seminar	Tutorial	
onus	A Course				
(hc	Aa Attendance		30	15	
Workload (hours)	Ab Preview and re	•	60	30	
충	course assessmen				
Vor	B Independent stu		15		
>	C End-of-course a	ssessment	30		
	Requirements		Regular attendance and active participation		
ment	Type(s) (duration)		Project assignements, oral assessment (30 – 45 minutes)		
	Type of alternative	9			
ess	assessment				
Assess	Type of reassessr		Equivalent to type of initial assessment		
Continuation to final grade		50% written assessment, 50% oral assessment			
Frequency Winter sem		ester and summer semester			
		20 students	ts		
	ning Language	English			
Note			·	ed readings, see announcements;	
		for teaching	times and venues, see course	catalogue	

Capacity 20 students Teaching Language English	02-Q:	BSc-Englisch-8	Written Cor	mmunication	3 rd – 6 th semester 6 CP	
Paculty / Department / Chair O2 / Business Administration and Economics / Managerial English Chair Thomas Wagner English for Management (02-Q:BSc-Englisch-6) Theoretical knowledge of and applied skills in business English resulting in improved communicative, regional and leadership competence (to be specified in initial course session): ** more effective written communication in management settings ability to use essential rhetorical-communicative principles in institutional contexts increased communicative competence and confidence with a focus on building a professional identity	Course Written Com			ımunication		
Faculty / Department / Chair Chair Chair Coordinator Requirements Learning Outcomes Theoretical knowledge of and applied skills in business English resulting in improved communicative, regional and leadership competence (to be specified in initial course session): • more effective written communication in management settings ability to use essential rhetorical-communicative principles in institutional contexts • increased communicative competence and confidence with a focus on building a professional identity Course Contents Course contents include, for example: • writing correct, clear and audience-focused management texts • improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Seminar and tutorial Assessment In-course assessment Total Of which Seminar Tutorial A Course Ab Preview and review, in-course assessment B Independent study C C End-of-course assessment Type of alternative assessment Type of alternative assessment Frequirements Type of alternative assessment Equivalent to type of initial assessment Frequency Winter semester and summer semester English For further module information and required readings, see announcements;						
Coordinator Thomas Wagner English for Management (02-Q:BSc-Englisch-6) Theoretical knowledge of and applied skills in business English resulting in improved communicative, regional and leadership competence (to be specified in initial course session): • more effective written communication in management settings • ability to use essential rhetorical-communicative principles in institutional contexts • increased communicative competence and confidence with a focus on building a professional identity • writing correct, clear and audience-focused management texts • improving style, structure and grammar More detailed information is available from the coordinator. Total 180 hours Total 180 hours Total 180 hours Total 180 hours A A Course A A Attendance 30 15 A Course assessment B Independent study 15 C End-of-course assessment Regular attendance and active participation Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Duration: 1 semester Capacity 20 students English For further module information and required readings, see announcements;	Facul	ty / Department /			ics / Managerial English	
English for Management (02-Q:BSc-Englisch-6)			TI \ \ \ / -			
Theoretical knowledge of and applied skills in business English resulting in improved communicative, regional and leadership competence (to be specified in initial course session): • more effective written communication in management settings • ability to use essential rhetorical-communicative principles in institutional contexts • increased communicative competence and confidence with a focus on building a professional identity Course Contents Course Contents Course contents include, for example: • writing correct, clear and audience-focused management texts • improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Assessment In-course assessment Total Of which A Course Aa Attendance Aa Attendance Ab Preview and review, in-course assessment B Independent study C End-of-course assessment Requirements Requirements Regular attendance and active participation Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity Contribution to final grade For further module information and required readings, see announcements;					L O)	
improved communicative, regional and leadership competence (to be specified in initial course session): • more effective written communication in management settings • ability to use essential rhetorical-communicative principles in institutional contexts • increased communicative competence and confidence with a focus on building a professional identity Course Contents Course contents include, for example: • writing correct, clear and audience-focused management texts • improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Seminar and tutorial Assessment In-course assessment Of which Seminar Tutorial A Course Aa Attendance 30 15 Ab Preview and review, incourse assessment B Independent study 15 C End-of-course assessment Type(s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Trype of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students For further module information and required readings, see announcements;				<u> </u>	,	
ability to use essential rhetorical-communicative principles in institutional contexts increased communicative competence and confidence with a focus on building a professional identity Course Contents Course contents include, for example: writing correct, clear and audience-focused management texts improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Seminar and tutorial Assessment In-course assessment Total 180 hours Of which Seminar Tutorial A Course Aa Attendance 30 15 Ab Preview and review, incourse assessment B Independent study 15 C End-of-course assessment 30 Requirements Regular attendance and active participation Type (s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students Frequency For further module information and required readings, see announcements;	Learr	ling Outcomes	improved co specified in	mmunicative, regional and lea initial course session):	adership competence (to be	
institutional contexts increased communicative competence and confidence with a focus on building a professional identity Course Contents Course contents include, for example: improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Seminar and tutorial Assessment In-course assessment Of which Seminar Tutorial A Course Aa Attendance 30 15 Ab Preview and review, in-course assessment B Independent study 15 C End-of-course assessment 30 Requirements Regular attendance and active participation Type of alternative assessment Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students For further module information and required readings, see announcements;						
increased communicative competence and confidence with a focus on building a professional identity Course Contents Course contents include, for example: Writing correct, clear and audience-focused management texts improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Assessment In-course assessment Total Of which A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Type(s) (duration) Type(s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Contribution to final grade Total 15 C End-of-course assessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade Total Type of teresteed the focus of the f					ommunicative principles in	
Duilding a professional identity					nee and confidence with a feeting on	
• writing correct, clear and audience-focused management texts • improving style, structure and grammar More detailed information is available from the coordinator. Teaching Method Seminar and tutorial Assessment In-course assessment Of which Seminar Tutorial A Course Aa Attendance 30 15 Ab Preview and review, incourse assessment B Independent study 15 C End-of-course assessment B Independent study 15 C End-of-course assessment Requirements Regular attendance and active participation Type(s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Toutorial Toutor					ence and confidence with a focus on	
Improving style, structure and grammar More detailed information is available from the coordinator.	Cours	se Contents	Course cont	ents include, for example:		
More detailed information is available from the coordinator. Teaching Method Seminar and tutorial In-course assessment In-course assessment Total 180 hours Tutorial A Course Aa Attendance Aa Attendance Ab Preview and review, incourse assessment B Independent study 15 C End-of-course assessment Requirements Type(s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Duration: 1 semester Capacity 20 students English Note For further module information and required readings, see announcements;			writing correct, clear and audience-focused management texts			
Total 180 hours Tutorial				improving style, structure and grammar		
Total 180 hours Tutorial A Course Aa Attendance 30 15 Ab Preview and review, incourse assessment B Independent study 15 C End-of-course assessment Type(s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Type of reassessment Type			More detaile	ed information is available from the coordinator.		
Total			Seminar and	d tutorial		
Of which A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Frequency Capacity Coff which A Course 30 15 30 30 30 30 30 30 30 30 30 3	Asses	ssment	In-course as	sessment		
A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity To End-of-course assessment Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Equivalent to type of initial assessment Contribution to final grade To written assessment Equivalent to type of initial assessment Frequency Winter semester and summer semester Capacity Capacity Duration: 1 semester Capacity For further module information and required readings, see announcements;				180 hours		
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Duration: 1 semester Capacity Teaching Language English Note	<u>@</u>	_		Seminar	Tutorial	
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Duration: 1 semester Capacity Teaching Language English Note	l Sin					
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Duration: 1 semester Capacity Teaching Language English Note	(hc					
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Duration: 1 semester Capacity Teaching Language English Note	ad			60	30	
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Duration: 1 semester Capacity Teaching Language English Note	흜					
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements Regular attendance and active participation Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Duration: 1 semester Capacity Teaching Language English Note	/or					
Type(s) (duration) Project assignments, written examination (60 – 90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students Teaching Language English Note For further module information and required readings, see announcements;	>		ssessment			
Type of alternative assessment Type of reassessment Contribution to final grade Frequency Winter semester and summer semester Capacity Teaching Language English Note Type of alternative assessment Equivalent to type of initial assessment Duration: 1 semester Teaching Language English For further module information and required readings, see announcements;						
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students Teaching Language English Note For further module information and required readings, see announcements;	in in			Project assignments, written examination (60 – 90 minutes)		
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students Teaching Language English Note For further module information and required readings, see announcements;	шe	Type of alternative	9			
Type of reassessment Equivalent to type of initial assessment Contribution to final grade 75% written assessment, 25% oral assessment Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students Teaching Language English Note For further module information and required readings, see announcements;	SSS	assessment				
Frequency Winter semester and summer semester Duration: 1 semester Capacity 20 students Teaching Language English Note For further module information and required readings, see announcements;	SS	Type of reassessr	nent	Equivalent to type of initial assessment		
Capacity 20 students Teaching Language English Note For further module information and required readings, see announcements;	Contribution to final		al grade	75% written assessment, 25		
Teaching Language English Note For further module information and required readings, see announcements;	Frequency Winter seme		ester and summer semester	Duration: 1 semester		
Note For further module information and required readings, see announcements;	Capacity 20 studen		20 students			
	Teacl	hing Language				
for teaching times and venues, see course catalogue	Note			•	O /	
			for teaching	times and venues, see course	e catalogue	

02-Q: BS	c -Englisch-9	Working Ac	ross Cultures	3 rd – 6 th semester	6 CP		
Course Working Acre			oss Cultures				
Code		02-Q:BSc-E	nglisch-9				
Faculty /	Department /	02 / Busines	s Administration and Econon	nics / Managerial En	glish		
Chair							
Coordina	ator	Thomas Wa					
Requiren	nents		unication (02-Q:BSc-Englisch Imunication (02-Q:BSc-Englis				
			<u> </u>	<u> </u>			
Learning	Outcomes		knowledge of and applied skil gional, leadership and self-ma				
			nitial course session):	anagement compete	rice (to be		
			ased regard for cultural pecul	iaritiaa in intaraultura	al contact		
			er appreciation of cross-cultu				
		and v		rai dillerences in mil	idsets, riabits		
			ased communicative and inte	rcultural competence	e with a focus		
			ilding and sustaining meaning	-			
Course C	Contents		ents include, for example:	grai interpercenai rei	duoriornipo		
ocure c	Somonio		concepts and models of intercultural communication				
		using strategies and techniques of intercultural communication					
		impact of culture and society on business practice in the US, the UK					
		and beyond					
			d information is available from the coordinator.				
Teaching	g Method	Seminar and					
Assessm	nent	In-course as	sessment				
То	tal		180 hours				
_ Of	which		Seminar	Tutorial			
an A	Course						
Workload (hours)	Attendance		30	15			
a Ab	Preview and re	eview, in-	60	30			
S co	urse assessmer	nt					
₽ BI	Independent stu		15				
S C I	End-of-course a	ssessment	30				
Re	equirements		Regular attendance and act	ive participation			
± Ty	pe(s) (duration)		Project assignments, writter	examination (60-90	minutes)		
₽ Ty	pe of alternative)					
s as	sessment						
	pe of reassessn		Equivalent to type of initial assessment				
< Co	ontribution to fina						
Frequenc	Frequency Winter sem		ester and summer semester	Duration: 1 sem	nester		
Capacity 20 stu		20 students	ts				
	g Language	English					
Note			nodule information and requir	•	nouncements;		
Note		for teaching times and venues, see course catalogue.					

Master (MSc) program courses

02-B\	02-BWL: MSc -B1-1 Product Management 1 st – 3 rd semester 6 C			1 st – 3 rd semester 6 CP	
Course Product Man					
Code		02-BWL:MS			
	lty / Department /	02 / Busines	ss Administration / BWL I – Mar	keting and Sales Management	
Chair					
<u> </u>	dinator	Prof. Alexan	ider Haas		
		None			
Learning Outcomes Theoretical in improve specified in equation in insignation in insignation in insignation in improve specified in equation in insignation		in improved specified in indep insight ability approved ability and second course confusion deve produced in the specified in the specified and second course confusion deve produced in the specified in the spec	knowledge of and applied skills in product management resulting functional, methodological and leadership competence (to be initial course session): pendent compilation, evaluation and interpretation of scientific ints in their societal and ethical context by to structure further independent study and learning by to formulate, defend and criticize specific positions and paches in this field by to discuss information, ideas, issues and solutions with both lay specialist audiences in this field tents include, for example: erstanding of product management seloping innovative marketing concepts auct launch on the market suct-lifecycle-management		
			ore detailed information is available from the coordinator.		
Teac	hing Method	Lecture and	tutorial		
Asse	ssment	End-of-cour	se assessment		
	Total		180 hours		
<u>@</u>	Of which		Lecture	Tutorial	
onrs	A Course				
JE)	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	•	45	45	
卜	course assessme				
No.	B Independent stu		00		
	C End-of-course a	assessment	30		
	Requirements		None		
Assessment	Type(s) (duration)		Written examination (60-90 minutes)		
Sm	Type of alternative assessment	3			
ses	Type of reassessr	mont	Equivalent to two of initial accoment		
As	Contribution to fin		Equivalent to type of initial assessment 100% examination		
Frequ	Frequency Winter sen				
		Unlimited	Coloi		
	hing Language	English			
Note	ining Euriguage		nodule information and required	d readings, see announcements;	
11010			times and venues, see course	9 '	
L		1.51 todorning		<u> </u>	

Course Business Development Code O2-BWL:MSc-B1-2 Faculty / Department / O2-BWL:MSc-B1-2 O2 / Business Administration / BWL I – Marketing and Sales Management Chair Coordinator Prof. Alexander Haas Acquisition of theoretical knowledge and applied skills in business development resulting in improved functional, methodological and leadership competence (to be specified in initial course session): - evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context ability to structure advanced independent study and learning ability to integrate insights with knowledge gained in other modules, including societal and ethical context ability to conduct theoretical and applied research in this field ability to conduct theoretical and applied research in this field ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences	02-B\	WL: MSc -B1-2	Business D	evelopment	1 st – 3 rd semester 6 CP	
Code						
Faculty / Department / Chair Chair Prof. Alexander Haas Requirements Learning Outcomes Acquisition of theoretical knowledge and applied skills in business development resulting in improved functional, methodological and leadership competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents Course contents include, for example: • creating and claiming value • managing key accounts • identifying new markets • implementing business development strategies More detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment Total Total Total 180 hours Of which A Course Aa Attendance Ab Preview and review, in- course assessment B Independent study C End-of-course assessment S None Type(s) (duration) Written examination (60-90 minutes) Type(s) (duration) Written examination Frequency Summer semester Contribution to final grade Frequency Summer semester Capacity Unlimited Treaching Language For further module information and required readings, see announcements;						
Chair Coordinator Requirements Learning Outcomes Requirements Learning Outcomes Acquisition of theoretical knowledge and applied skills in business development resulting in improved functional, methodological and leadership competence (to be specified in initial course session): - evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts - independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context - ability to structure advanced independent study and learning - ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - creating and claiming value - managing key accounts - identifying new markets - implementing business development strategies - More detailed information is available from the coordinator. Teaching Method						
Requirements Learning Outcomes Acquisition of theoretical knowledge and applied skills in business development resulting in improved functional, methodological and leadership competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-		•		s Administration / BWL I – M	larketing and Sales Management	
Learning Outcomes	Coord	dinator	Prof. Alexan	der Haas		
development resulting in improved functional, methodological and leadership competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context • ability to structure advanced independent study and learning • ability to structure advanced independent study and learning • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • course contents Course Contents Course contents include, for example: • creating and claiming value • managing key accounts • identifying new markets • implementing business development strategies More detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment End-of-course assessment End-of-course assessment End-of-course assessment B Independent study C End-of-course assessment B Independent study C Cend-of-course assessment Type (s) (duration) Written examination (60-90 minutes) Type (s) (duration) Written examination Frequency Summer semester Unlimited Frequency Frequency Full file in filter in the product of the produ	Requ	irements	None			
identifying new markets implementing business development strategies More detailed information is available from the coordinator. Teaching Method	Learning Outcomes Acquisition of development competence evalutinsight indeptinsight ability ability ability ability course Contents Acquisition of development competence evalutinsight ability cability cability cability cability course contents		t resulting in improved functional, methodological and leadership (to be specified in initial course session): ation, interpretation and application of advanced scientific ts in new and/or multidisciplinary contexts endent compilation, evaluation and interpretation of scientific ts in their societal and ethical context to structure advanced independent study and learning to integrate insights with knowledge gained in other modules, ing societal and ethical contexts to conduct theoretical and applied research in this field to convey factual knowledge and discuss state-of-the-art rich with both lay and specialist audiences in this field ents include, for example: ing and claiming value			
Total 180 hours Tutorial A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Type (s) (duration) Type (s) (duration) Type of alternative assessment Type of reassessment Type of reassessmen			identimple	ifying new markets ementing business development strategies		
Total 180 hours Of which A Course Aa Attendance 30 30 Ab Preview and review, incourse assessment B Independent study C End-of-course assessment 30 Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Capacity Unlimited Teaching Language English Note Total 180 hours Tutorial Tutorial Tutorial Tutorial A 5 45 45 45 45 45 45 45 45 45						
Of which A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Tof further module information and required readings, see announcements; Tutorial Tutorial Tutorial Tutorial Tutorial Tutorial A Attendance 30 45 45 Course assessment None Type(s) (duration) Written examination (60-90 minutes) Frequency Summer semester Capacity Unlimited Teaching Language For further module information and required readings, see announcements;	Asse		End-of-cour			
A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Contribution to final grade Copacity Capacity Value of product of the					T- 4 1 1	
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements None Written examination (60-90 minutes) Frequency Contribution to tinal grade Towns examination Summer semester Capacity Teaching Language For further module information and required readings, see announcements;	ŝ			Lecture	Tutorial	
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements None Written examination (60-90 minutes) Frequency Contribution to tinal grade Towns examination Summer semester Capacity Teaching Language For further module information and required readings, see announcements;	our			20	20	
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements None Written examination (60-90 minutes) Frequency Contribution to tinal grade Towns examination Summer semester Capacity Teaching Language For further module information and required readings, see announcements;	ا ک		viou in	I.		
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements None Written examination (60-90 minutes) Frequency Contribution to tinal grade Towns examination Summer semester Capacity Teaching Language For further module information and required readings, see announcements;	oac			45	45	
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Requirements None Written examination (60-90 minutes) Frequency Contribution to tinal grade Towns examination Summer semester Capacity Teaching Language For further module information and required readings, see announcements;	X					
Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language None Note None Written examination (60-90 minutes) Written examination (60-90 minutes) Written examination (60-90 minutes) United examination Fquivalent to type of initial assessment 100% examination Vision 100% examina	×		•	30		
Type(s) (duration) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade Frequency Capacity Teaching Language Note Written examination (60-90 minutes) Equivalent to type of initial assessment 100% examination Frequency Summer semester Capacity Unlimited For further module information and required readings, see announcements;						
Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Capacity Unlimited Teaching Language English Note For further module information and required readings, see announcements;	=					
Frequency Capacity Teaching Language Note Summer semester Unlimited Frequency English For further module information and required readings, see announcements;	ner			Times examination (00 00		
Frequency Capacity Teaching Language Note Summer semester Unlimited Frequency English For further module information and required readings, see announcements;	SSL					
Frequency Capacity Teaching Language Note Summer semester Unlimited Frequency English For further module information and required readings, see announcements;	sses		nent	Equivalent to type of initial assessment		
Frequency Capacity Unlimited Teaching Language Note For further module information and required readings, see announcements;	Contribution to final grade					
Capacity Unlimited Teaching Language English Note For further module information and required readings, see announcements;	Freat					
Teaching Language English Note For further module information and required readings, see announcements;		<u>'</u>				
Note For further module information and required readings, see announcements;						
		<u> </u>				
ior todoming timos and voltado, odo odalos odialogas.				•	<u> </u>	

02-B\	WL: MSc -B1-3	Advanced I Sales	ssues in Marketing and	1 st – 3 rd semester 6 CP	
				·	
Cour			sues in Marketing and Sales		
Code		02-BWL:MS			
	lty / Department /	02 / Busines	ss Administration / BWL I - Marke	eting and Sales Management	
Chair					
	dinator	Prof. Alexan	der Haas		
	irements	None			
management competence		of theoretical knowledge and applied skills in marketing and sales at resulting in improved functional, methodological and leadership is (to be specified in initial course session): Ination, interpretation and application of advanced scientific ants in new and/or multidisciplinary contexts If to integrate insights with knowledge gained in other modules, along societal and ethical contexts If 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 arch with both lay and specialist audiences in this field tents include, for example: The ethical contexts are the ethical contexts.			
		selling and negotiation			
		More detaile	ed information is available from the coordinator.		
Teac	hing Method	Lecture and	tutorial		
Asse	ssment	In-course as	sessment		
	Total		180 hours	_	
<u>@</u>	Of which		Lecture	Tutorial	
l ii	A Course				
Ę)	Aa Attendance		30	30	
ad	Ab Preview and re	•	45	45	
본	course assessme				
Workload (hours)	B Independent stu		20		
-	C End-of-course a	ssessment	None		
	Requirements Type(s) (duration)		None		
ŧ	Type(s) (duration)		Written assessment and / or oral assessment (to be announced in initial session)		
Assessment	Type of alternative	 e	,		
SSI	assessment				
sse	Type of reassessment		Equivalent to type of initial assessment		
Continuation to linar grade		al grade	Written assessment (50%) and oral assessment (50%)		
Frequency Winter:		Winter sem	ester		
' '		20 students	20 students		
	hing Language	German			
Note			nodule information and required	<u> </u>	
		nor teaching	times and venues, see course of	atalogue.	

02-B\	WL: MSc -B2-1	Advanced S	Strategic Management	1 st -3 rd semester 6 CP
			<u> </u>	
Cours	se	Advanced S	trategic Management	
Code	;	02-BWL:MS	c-B2-1	
Facu	lty / Department /	02 / Busines	s Administration / BWL II – Strat	egic and International
Chair		Managemen		
Coord	dinator	Prof. Andrea	as Bausch	
Requ	irements	None		
Learning Outcomes Theoretical I management competence • evalutinsight • ability include ability approximates a process.		knowledge of and applied skills in advanced strategic at resulting in improved object, methodological and leadership (to be specified in initial course session): ation, interpretation and application of advanced scientific ats in new and/or multidisciplinary contexts to integrate insights with knowledge gained in other modules, ing societal and ethical contexts 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		
• fu • st • st • cc • in		 funda strate strate comp interr corpo strate 	in the state of th	
Tooc	hing Method	Lecture and		le coordinator.
	ssment		se assessment	
ASSE	Total	Elia-ol-cours	180 hours	
	Of which		Lecture	Tutorial
(sur	A Course		Leotare	Tatorial
	Aa Attendance		30	30
) p	Ab Preview and re	eview. in-	45	45
loa	course assessme			
Workload (ho	B Independent stu			•
≥	C End-of-course a		30	
	Requirements		None	
Ħ	Type(s) (duration)	1	Written examination (60-90 minutes)	
Assessment	Type of alternative	e		
SSE	assessment			
SSE	Type of reassessment		Equivalent to type of initial assessment	
Continuation to final grade		al grade	100% examination	
Frequency Winter sem		Winter sem	ester	
Capa	Capacity Unlimited			
Teaching Language German		German		
Note		For further module information and required readings, see announcements;		
		for teaching	times and venues, see course c	atalogue.

02-B	WL: MSc- B2-2	Mergers & A	Acquisitions	1 st -3 rd semester 6 CP
0		Managana 9 A		
Cour		Mergers & A		
Code		02-BWL:MS		Ctratagia and International
	Ity / Department /		ss Administration / BWL II –	Strategic and international
Chair		Managemer Prof. Andrea		
	dinator iirements	None	as bauscri	
			of theoretical knowledge and	applied skills in 'Mergers &
Acquisitions' competence		resulting in improved object, methodological and leadership (to be specified in initial course session): ation, interpretation and application of advanced scientific ts in new and/or multidisciplinary contexts to integrate insights with knowledge gained in other modules, ing 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 rich with both lay and specialist audiences in this field ents include, for example: uction to merger, acquisitions and alliances gy and M&A rate governance and M&A Merger integration rate restructuring generation through M&A		
			d information is available fro	om the coordinator.
	hing Method	Lecture and		
Asse	ssment	End-of-cours	se assessment	
	Total		180 hours	T+
ŝ	Of which		Lecture	Tutorial
ad (hours)	A Course		20	20
Г	Ab Draviana and re	aview in	30 45	30 45
oac	Ab Preview and recourse assessme		45	45
Ϋ́	B Independent stu			
Worklo	C End-of-course a		30	
	Requirements	336331116111	None	
t l	Type(s) (duration)	<u> </u>		
Assessment	Type of alternative		Written examination (60-90 minutes)	
SSIT	assessment	•		
ses	Type of reassessr	ment	Written examination (60-90 minutes)	
As	Contribution to fin		100% examination	
Frequency Summer se				
Capacity Unlimited				
	hing Language	German		
			nodule information and requ	ired readings, see announcements;
			times and venues, see cour	

02-B\	WL: MSc -B2-3		Exercises in Strategic and 1st – 3rd semester 6 CP al Management		
Cours	se	Advanced E	xercises in Strategic and International Management		
Code		02-BWL:MS	c-B2-3		
Facul	ty / Department /	02 / Busines	ss Administration / BWL II – Strategic and International		
Chair		Managemer	nt		
Coord	dinator	Prof. Andrea	as Bausch		
Requ	irements	None			
Learning Outcomes Acquisition of in strategic a leadership of evaluting in sight included ability in ability ability ability.		in strategic a leadership control evaluation in sight ability include ability ability ability resea	of theoretical knowledge and applied skills in advanced exercises and international management resulting in improved object and competence (to be specified in initial course session): ation, interpretation and application of advanced scientific atts in new 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 rich with both lay and specialist audiences in this field		
• adva • Merg		advaMerg	ntents include, for example: anced strategic management (02-BWL:MSc-B2-1) gers & Acquisitions (02-BWL:MSc-B2-2) led information is available from the coordinator.		
Teacl	ning Method	Tutorial			
	ssment	In-course as	ssessment		
	Total		180 hours		
	Of which		Tutorial		
nrs	A Course				
or)	Aa Attendance		30		
Workload (hours)	Ab Preview and re	eview, in-	120		
<u>§</u>	course assessme	nt			
/or	B Independent stu		30		
>	C End-of-course a	assessment			
	Requirements		None		
	Type(s) (duration)		Mid-term tests, presentation / active participation, paper		
ent	Type of alternative	Э			
) E	assessment				
es	Type of reassessr		Equivalent to type of initial assessment		
Assessment	Contribution to fin	ai grade	50% mid-term tests, 25% presentation, active participation, 25%		
Frequency Summer		Summer se	paper		
' '		Summer semester 24 students			
		24 students German			
Teaching Language Note			module information and required readings, see announcements;		
INOLE			times and venues, see course catalogue.		
		1.01 todorning	and fonded, odd oddiod datalogue.		

	NL: MSc - 4/B6-1	Interdiscipl Analysis	inary Case-based Business	1 st – 3 rd semester	6 CP
Course Interdisciplinary Case-based Business Analysis Code 02-BWL:MSc-B2/B4/B6-1 Faculty / Department / Chair 02 / Business Administration / BWL II – Strategic and International Management/ BWL IV – Managerial Accounting / BWL VI – Banking and					
Coor	dinator	Finances	as Bausch, Prof. Arnt Wöhrman		
		None	Dadoon, 1 Tot. 7 title vvoiiman	n, Tron. Omnound E	, anno
Requirements Learning Outcomes Acquisition of theoretical knowledge and applied skills in interdisciplinal case-based business analysis resulting in improved methodological and leadership competence (to be specified in initial course session): • 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 • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents Course Contents Course contents include, for example: Handling practical business problems by means of case studies and recompanies.			ogical and n): cientific ner modules, rning s field f-the-art eld		
Topol	hina Mathad		d information is available from t	the coordinators.	
	hing Method	Case study			
Asses	ssment	In-course as			
nrs)	Total Of which A Course		180 hours Seminar		
9	Aa Attendance		30		
Workload (hours)	Ab Preview and recourse assessme B Independent stu C End-of-course a	nt idy	150		
	Requirements	336331116111	None		
	Type(s) (duration)		Presentation (30-60 minutes) a	and writing a case of	study
Assessment	Type of alternative assessment		resentation (50-50 minutes) a	and writing a case s	study
SS	Type of reassessr	ment	Equivalent to type of initial ass	essment	
Contribution to final g					
Frequ	Frequency Winter se		ester		
Capa	Capacity 24 student				
	hing Language	German			
Note			nodule information and required times and venues, see course	_	ouncements;

02-BV	WL: MSc -B3-1	Financial The Policy	neory and Corporate	1 st – 3 rd semester	6 CP
Cours	 se	Financial Th	eory and Corporate Policy		
Code		02-BWL:MS			
	lty / Department /		s Administration / BWL III - Fi	nance and Banking	
Chair		OZ / Busines	5 / tarriinistration / bvvc iii - 1 i	nanoc and banking	
	dinator	Prof. Wolfga	ng Bessler		
	irements	None	119 2000101		
	ning Outcomes		of theoretical knowledge and a	annlied skills in finan	cial theory and
Cours	no Contonto	corporate policy resulting in improved methodological and leadership competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course contents include, for example:			
• final example of the aggreen of th		 finance agente theorie empire finance new e finance initial theorie finance Merge 	financial systems and corporate governance agent-theoretical basics of financing theories of optimal capital structure empirical capital market research financing with venture capital new emissions and capital increases financing with bonds and bank loans initial Public Offerings and Seasoned Equity Offerings theories of dividend policy and share buy-back financing of innovations Merger & Acquisitions letailed information is available from the coordinator.		
Teacl	hing Method	Lecture and			
	ssment		se assessment		
	Total		180 hours		
<u> </u>	Of which		Lecture	Tutorial	
urs	A Course				
(ho	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	-	45	45	
Ä	course assessmer				
Vor	B Independent stu				
>	C End-of-course a	ssessment	30		
	Requirements		None		
in l	Type(s) (duration)		Written examination (90 minutes)		
en:	Type of alternative	;			
Assessment	assessment				
	Type of reassessment		Equivalent to type of initial assessment		
	Continuation to final grade		100% examination		
Frequency Winter sem		ester			
Capa	•	Unlimited			
	hing Language	German			
Note		For further m	nodule information and require	ed readings, see and	nouncements;

for teaching times and venues, see course catalogue.

02-B\	WL: MSc -B2/B3-1		ary and Interdisciplinary trategy & Finance	1 st – 3 rd semester 6 CP	
Cour		Contononoro	um canal Internalisainlinam classes i	n Ctuatagu 9 Financa	
Cour			ary and Interdisciplinary Issues i	n Strategy & Finance	
Code		02-BWL:MS			
	Ity / Department /		ss Administration / BWL II – Stra	_	
Chair Management, BWL III - Finance and Banking					
<u> </u>	dinators		as Bausch and Prof. Wolfgang E		
	mmended prior		nt Methods and Techniques (02-		
cours	sework		I Management (02-BWL:BSc-B2		
			inance (02-BWL:BSc-B3-1) and	1	
			(02-BWL:BSc-B3-2) and		
	. 0.1		nagement (02-BWL:BSc-B3-3)	P 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
Learr	ning Outcomes			plied skills in contemporary and	
			nary issues in strategy & finance		
		•	ical and leadership competence	e (to be specified in initial course	
		session):	ation into montation and amplica	4: f - d d i 4: f i -	
			lation, interpretation and applica		
			arch in new and/or multidisciplir nomous creation of advanced co		
				0.1	
		ability to integrate insights with knowledge gained in other courses of			
		study, including societal and ethical contexts			
		 ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art 			
		research with both lay and specialist audiences in this field			
Cour	se Contents		tents include exchanging topics on the field of strategy and		
Cour	oc contents		Finance. More detailed information is available from the coordinator.		
Teac	hing Method	Lecture and			
	ssment	To be determ			
71000	Total	10 00 00001	180 hours		
	Of which		Lecture	Project	
<u>s</u>	A Course		Lootaro	1 10,000	
ا کو	Aa Attendance		30	30	
oad (hours)	Ab Preview and re	eview in-	45	45	
oa	course assessme	-	10	10	
Workle	B Independent stu				
×	C End-of-course a		30		
	Requirements		None		
	Type(s) (duration)	1	Written coursework and presentation		
+ <u>-</u>	Type of alternative		VVIII.OII GOGIOGWOIN AIIG PIGGO	indion	
lel l	assessment	,			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Sec	Contribution to fin		Written coursework and presentation (details to be announced in		
As		ai grade	class)	mation (details to be armounded in	
Frequency Winter sem		Winter sem	,		
Capacity 30		30			
		German			
Note	5 5 5		For further module information and required readings, see announcements;		
			times and venues, see course	<u> </u>	
i			,	<u>_</u>	

	VL: MSc -B4-1	Application	s of Controlling 1 st	- 3 rd semester 6 CP	
			of Controlling		
Code		02-BWL:MS			
Facult Chair	ty / Department /	02 / Busines	s Administration / BWL IV – Man	agerial Accounting	
Coord	linator	Prof. Arnt W	öhrmann		
Requi	rements	None			
Learning Outcomes Acquisition controlling (to be specification) (controlling re (to be specification of the controlling re evaluation insight ability include ability ability researched behaves controlling researched behaves selection of the controlling researched ability researched behaves selection of the controlling revenue ability insight ability researched ability researched behaves a selection of the controlling re evaluation of the controlling representation of t	of theoretical knowledge and applied skills in applications of esulting in improved functional and methodological competence fied in initial course session): lation, interpretation and application of advanced scientific lats in new and/or multidisciplinary contexts of to integrate insights with knowledge gained in other modules, ling societal and ethical contexts of to structure advanced independent study and learning of to conduct theoretical and applied research in this field of to convey factual knowledge and discuss state-of-the-art larch with both lay and specialist audiences in this field rents include, for example: Vioral management accounting ional and industry specific management accounting sted topics in advanced management accounting		
Tooch	ning method	More detaile	illed information is available from the coordinator.		
	ssment				
73363	Total	End-of-course assessment 180 hours			
-	Of which		Lecture	Tutorial	
rs)	A Course		Lecture	Tutoriai	
not	Aa Attendance		30	30	
rload (Ab Preview and recourse assessment B Independent stu	nt	45	45	
Š	C End-of-course a		30	1	
	Requirements		None		
│ _╈ ┞	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative			,	
ISS	assessment				
SSE	Type of reassessn		Equivalent to type of initial assessment		
\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\	Contribution to fina		100% examination		
· · ·		Winter sem	Winter semester		
Capacity l		Unlimited			
Teaching Language		German			
Note			nodule information and required r times and venues, see course ca		

02-B\	WL: MSc -B4-2	Advanced (Controlling	1 st – 3 rd semester 6 CP		
			·			
Cours		Advanced C				
Code	Code 02-BWL:MSe			c-B4-2		
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL IV – M	anagerial Accounting		
<u> </u>	dinator	Prof. Arnt W	öhrmann			
Requirements Learning Outcomes Acquisition of theoretical knowledge and applied skil resulting in improved functional and methodological specified in initial course session): • evaluation, interpretation and application of account insights in new and/or multidisciplinary context ability to integrate insights with knowledge gas including societal and ethical contexts • ability to structure advanced independent study ability to conduct theoretical and applied rese ability to convey factual knowledge and discurresearch with both lay and specialist audiences. Course Contents course Contents		dological competence (to be sation of advanced scientific ary contexts wledge gained in other modules, its indent study and learning plied research in this field and discuss state-of-the-art it audiences in this field				
Tooo	hing method	Lecture and	ed information is available from	the coordinator.		
	ssment		se assessment			
7330	Total	Liid-oi-coui.	180 hours			
	Of which		Lecture	Tutorial		
Norkload (hours)	A Course		Lecture	Tutoriai		
שפר	Aa Attendance		30	30		
) p	Ab Preview and re	eview in-	45	45		
<u> 0a</u>	course assessmer	•				
ş	B Independent stu					
≥	C End-of-course a		30			
	Requirements		None			
Ħ	Type(s) (duration)		Written examination (60-90 minutes)			
Assessment	Type of alternative)				
SSI	assessment					
sse	Type of reassessment		Equivalent to type of initial assessment			
ď	Continuation to linar grade		100% examination			
Frequ	Frequency Summer		er semester			
Capacity Unlim		Unlimited	mited			
· · · · · · · · · · · · · · · · · · ·		German				
		For further module information and required readings, see announcements;				
		for teaching	times and venues, see course	catalogue.		

02-B\	WL: MSc -B5-1	Risk Manag	jement	1 st – 3 rd semester 6 CP	
Cour	20	Risk Manag	ement		
Code 02-BWL:MS					
			s Administration/ BWL V - Fir	cancial Carvisco	
	Faculty / Department / 02/ Busines Chair		S AUTHINISHAHOH/ DVVL V - FII	idificial Services	
Coor	dinator	Prof. Andrea	as Walter		
Requ	irements	None			
Learning Outcomes Acquisition or resulting in in in initial course. • evaluating in in in initial course. • evaluating in in initial course. • ability includite. • ability. • ability.		ation, interpretation and application of advanced scientific ats in new and/or multidisciplinary contexts at to integrate insights with knowledge gained in other modules, ling societal and ethical contexts at to structure advanced independent study and learning at to conduct theoretical and applied research in this field at to convey factual knowledge and discuss state-of-the-art arch with both lay and specialist audiences in this field and ents include, for example: a of risk management a of risks			
		mana More detaile	surement of the risk agement and controlling of the risk agement and controlling of the risk ad information is available from the coordinator.		
	hing Method	Lecture and			
Asse	ssment	End-of-cour	se assessment		
	Total		180 hours	T=	
ŝ	Of which		Lecture	Tutorial	
Workload (hours)	A Course				
JT)	Aa Attendance		30	30	
ad	Ab Preview and re	•	45	45	
충	course assessme				
Vol	B Independent stu				
	C End-of-course a	assessment	30		
	Requirements		None		
aut .	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative	Э			
ess	assessment				
\SS	Type of reassessment		Equivalent to type of initial assessment		
	Contribution to fin		100% examination		
			Summer semester		
		Unlimited			
Teaching Language		German			
Note			nodule information and requi- times and venues, see cours	red readings, see announcements; se catalogue.	
			,		

02-B\	NL: MSc -B5-2	Behavioral	Finance 1st - 3rd semester 6 CP		
			,		
Course Behavioral			inance		
Code 02-BWL:MS		02-BWL:MS	Sc-B5-2		
Facu	lty / Department /	02/ Busines	s Administration/ BWL V - Financial Services		
Chair	•				
	dinator	Prof. Andrea	as Walter		
Requ	irements	None			
Learning outcomes Acquisition of theoresulting in improve specified in initial content of the evaluation, in insights in note including soon ability to struct ability to content of the evaluation in insights in note including soon ability to content of the evaluation in insights in note including soon ability to content of the evaluation in insights in note including soon ability to content of the evaluation of theorems and instruction in improve specified in initial content of the evaluation		resulting in i specified in evalutinsig ability inclu ability ability ability resec	of theoretical knowledge and applied skills in behavioral finance improved functional and methodological competence (to be initial course session): uation, interpretation and application of advanced scientific this in new and/or multidisciplinary contexts y to integrate insights with knowledge gained in other modules, ading 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 tents include, for example:		
		behacapitabeha	 fundamentals of decision theory behavioral anomalies capital market anomalies behavioural finance theories detailed information is available from the coordinator. 		
Teac	hing Method	Lecture			
	ssment	End-of-cour	se assessment		
	Total	180 hours			
<u></u>	Of which		Lecture		
Vorkload (hours)	A Course				
(ho	Aa Attendance		60		
ad	Ab Preview and re	•	90		
훙	course assessme				
Vor	B Independent stu				
	C End-of-course a	assessment	30		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
sm	Type of alternative	ŧ			
Assessment	assessment	mont	Equivalent to type of initial accessment		
Ass	Type of reassessment Contribution to final grade		Equivalent to type of initial assessment 100% examination		
	Continuation to final grade				
		Unlimited	inter semester		
		German			
Note	illing Language		module information and required readings, see announcements;		
14016			times and venues, see course catalogue.		
		1.51 todorning	and voluce, eee coulde catalogue.		

02-B\	WL: MSc -B5-3	Insurance N	Nanagement 1 st – 3 rd semester 6 CP
			1
Cours	se	Insurance M	anagement
Code	,	02-BWL:MS	c-B5-3
Facul Chair	lty / Department / ·	02/ Business	s Administration/ BWL V - Financial Services
	dinator	Prof. Andrea	as Walter
<u> </u>	irements	None	
Learning Outcomes Acquisition of theoretical knowledge and applied skills in insurance management resulting in improved functional, methodological and lead competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in other modulincluding societal and ethical contexts • ability to structure advanced independent study and learning			It resulting in improved functional, methodological and leadership (to be specified in initial course session): ation, interpretation and application of advanced scientific hts in new and/or multidisciplinary contexts to integrate insights with knowledge gained in other modules, ding 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 arch with both lay and specialist audiences in this field
Cours	se Contents		ents include, for example:
• in busir insur • prode prote • finan • mana			Management I Insurance Management II duction in strategic is administration of ce companies ion of insurance on ig and investment ement/control of ce companies d information is available from the coordinator.
Teac	hing Method	Lecture	d information is available from the coordinator.
-	ssment	In-course as	sessment
71330	Total	iii codisc ds	180 hours
	Of which		Lecture
Workload (hours)	A Course		Locialo
þ	Aa Attendance		60
) p	Ab Preview and re	eview, in-	90
<u> 60</u>	course assessme		
Š	B Independent stu	ıdy	
\$	C End-of-course a		30
	Requirements		None
l t	Type(s) (duration)		Insurance Management I: written examination (60-90 minutes) Insurance Management II: paper
Assessment	Type of alternative assessment	e	
sse	Type of reassessr	nent	Equivalent to type of initial assessment
Ğ	Contribution to fin		50% examination, 50% paper
Frequ	lency		summer semester
Capa		Unlimited	
	hing Language	German	
Note			nodule information and required readings, see announcements;
			times and venues, see course catalogue.

02-B\	WL: MSc -B6-1	Applied Co	rporate Finance 1 ^s	st – 3 rd semester 6 CP		
Cours			porate Finance			
Code		02-BWL:MS		1: 0 =:		
Facul Chair	ty / Department /	02 / Busines	02 / Business Administration / BWL VI – Banking & Finance			
	dinator	Prof. Christi	na Bannier			
Requ	irements	None				
Learning Outcomes Knowledge corporate fir leadership of evalutinsight include ability ability ability.		corporate fir leadership of evalutinsight ability include ability ability resea	and understanding of theoretical and applied questions in applied nance resulting in improved functional, methodological and ompetence (to be specified in initial course session): nation, interpretation and application of advanced scientific ats in new 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			
		sharemeascapitsdividebasic	Course contents include, for example:			
Teac	hing Method		ecture and tutorial			
	ssment		d-of-course assessment			
	Total	•	180 hours			
nrs)	Of which A Course		Lecture	Tutorial		
2	Aa Attendance		30	30		
kload (hours)	Ab Preview and recourse assessme	•	45	45		
	B Independent stu					
Wol	C End-of-course a		30			
	Requirements		None			
<u>+</u>	Type(s) (duration))	Written examination (60-90 mir	nutes) and paper		
Assessment	Type of alternative		THEORY CAMPINGUOTI (OF OF THE	iates, and paper		
SSI	assessment	-				
Ses	Type of reassessr	ment	Equivalent to type of initial assessment			
As	Contribution to fin		20% examination and 80% paper			
		Winter sem				
		Unlimited				
	hing Language	English				
Note	ining Language		nodule information and required	readings see announcements:		
NOTE			For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			
	for teaching times and venues, see course catalogue.					

02-B\	NL: MSc -B6-2	Empirical B	anking and Finance	1 st – 3 rd semester 6 CP	
		E :: 15			
Cours			inking and Finance		
Code		02-BWL:MS		1: 0 =:	
Chair			s Administration / BWL VI – Ba	anking & Finance	
Coord	dinator	Prof. Christin	na Bannier		
	irements	None			
Knowledge and understanding of theoretical and applied questions econometrics of financial markets and financial institutions resultin improved functional, methodological and leadership competence (specified in initial course session): • evaluation, interpretation and application of advanced scier insights, also in relation to new or unknown situations or in multidisciplinary context • ability to integrate acquired skills into competences gained courses of the master program, also against the background and ethical insights • ability to perform further advanced studying independently independent implementation of theoretical or application-or projects within this field • ability to discuss information, ideas, issues and solutions we and specialist audiences in this field Course Contents Course contents include, for example:			adership competence (to be ation of advanced scientific aknown situations or in a competences gained in other against the background of social studying independently pretical or application-oriented issues and solutions with both lay		
• re • ev • in • di • m			ressions and panel analysis ont studies rumental variables estimation erence-in-differences estimation ching procedures led information is available from the coordinator.		
Teac	hing Method	Lecture and		the deoramator.	
	ssment		se assessment		
7 1000	Total	1 = 0. 000	180 hours		
	Of which		Lecture	Tutorial	
LIS,	A Course				
ا گو	Aa Attendance		30	30	
Workload (hours)	Ab Preview and recourse assessme	nt	45	45	
N _o	B Independent stu		20		
	C End-of-course a	issessment	None		
	Requirements		None	inutes) and never	
Assessment	Type(s) (duration)		Written examination (60-90 minutes) and paper		
_sm	Type of alternative assessment	5			
ses		ment	Equivalent to type of initial apparament		
Type of reassessmer					
✓ Contribution to final gradeFrequency Summer se			ipei		
		Unlimited	IIIGOLGI		
Capa	hing Language				
Note	iling Language	English For further n	nodule information and require	d readings, see announcements;	
INOLE			times and venues, see course		
		I TO LEAUTHING	unios and venues, see course	oataiogue.	

02-B\	WL: MSc -B7-1	Theory of A	Accounting and Taxation	1 st – 3 rd semester 6 CP		
Cours		Theory of A	ccounting and Taxation			
		02-BWL:MS				
	lty / Department /		ss Administration / BWL VII – Fina	ancial Accounting		
Chair	-	02 / Dusines	ss Administration / DVVL VII – I ind	ancial Accounting		
	dinator		a Ewelt-Knauer			
	irements	None				
Learning Outcomes Acquisition of and taxation (to be specification) • evaluation in the control of the contro			of theoretical knowledge and applied skills in theory of accounting resulting in improved functional and methodological competence fied in initial course session): (ation, interpretation and application of advanced scientific atts in new 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			
0	0 1 1 -		arch with both lay and specialist a	udiences in this field		
Cours	se Contents		tents include, for example:			
			functions and objectives of accounting			
		accounting and capital markets				
		basic and specific questions on recognition and measurement				
		accounting policy and financial statement analysis within the				
		international context				
Teac	hing Method	More detailed information is available from the coordinator. Lecture and tutorial				
	ssment	+	of-course assessment			
7,330.	Total	Liid-oi-cour	180 hours			
	Of which		Lecture	Tutorial		
(S)	A Course		Lecture	Tatoriai		
kload (hours)	Aa Attendance		30	30		
 p	Ab Preview and re	eview in-	45	45		
09	course assessme	•		.0		
	B Independent stu					
Wol	C End-of-course a		30			
	Requirements		None			
±	Type(s) (duration))	Written examination (60-90 min	utes)		
Je	Type of alternative		THE CONTINUE OF THE CONTINUE OF			
ssn	assessment	-				
Assessment	Type of reassessi	ment	Equivalent to type of initial assessment			
As	Contribution to final grade		100% examination			
Fregu	Frequency Winter s					
		Unlimited				
	hing Language	German				
Note	Jgg-		nodule information and required r	readings, see announcements:		
			times and venues, see course ca	•		
<u> </u>	, , , ,					

02-BV	WL: MSc -B7-2	Financial S	tatement Analysis	1 st – 3 rd semester 6 CP	
		TE: : 101			
Cours			atement Analysis		
Code		02-BWL:MS			
Facul Chair	ty / Department /	02 / Busines	02 / Business Administration / BWL VII – Financial Accounting		
Coord	dinator	Prof. Corinn	a Ewelt-Knauer		
Requ	irements	None			
Learn	ning Outcomes	analysis res be specified	of theoretical knowledge and appuliting in improved functional and in initial course session):	methodological competence (to	
			ation, interpretation and applicati		
			nts in new and/or multidisciplinary		
			/ to integrate insights with knowle ling societal and ethical contexts	edge gained in other modules,	
			/ to structure advanced independ	ent study and learning	
			to structure advanced independ to conduct theoretical and appli		
			/ to conduct theoretical and appli / to convey factual knowledge an		
			rch with both lay and specialist a		
Cours	se Contents		ents include, for example:	adionioco in tino noid	
Court			of financial statement analysis		
		adjusting the financial statements			
		evaluating the companies financial situation			
		calculating business ratios			
		overall judgement of the financial statements			
		More detailed information is available from the coordinator.			
Teacl	hing Method	Lecture and	tutorial		
Asses	ssment	End-of-cours	nd-of-course assessment		
	Total		180 hours		
<u></u>	Of which		Lecture	Tutorial	
nrs	A Course				
kload (hours)	Aa Attendance		30	30	
ad	Ab Preview and re	eview, in-	45	45	
엉	course assessme				
Wor	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements		None		
ent	Type(s) (duration)		Written examination (60-90 minutes)		
me	Type of alternative	е			
ess	assessment				
Assessment	Type of reassessr		Equivalent to type of initial assessment		
Continuation to final grade			100% examination		
Frequ		Winter sem			
	Capacity Unlimite				
	hing Language	German			
Note			er module information and required readings, see announcements;		
for teaching times and venues, see course catalogue.			ataiogue.		

Course	02-B\	WL: MSc -B7-3	Auditing an	d Consulting	1 st – 3 rd semester 6 CP	
Code			A 1'1'	10 11:		
Proc. Prof. Corrina Prof						
Chair Coordinator Prof. Corinna Ewelt-Knauer Requirements None Learning Outcomes Acquisition of theoretical knowledge and applied skills in auditing resulting in improved methodological and object competence (to be specified in initial course session): - evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts - ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts - ability to structure advanced independent study and learning - ability to conduct theoretical and applied research in this field - ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field - ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied skills in auditing - ability to integrate insights with knowledge gained in other modules, including sciental and applied research in this field - ability to conduct theoretical and applied research in this field - ability to conduct theoretical and applied research in this field - ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied research in this field - ability to convey factual knowledge and applied resea					in a paid. A appropriate	
Requirements Acquisition of theoretical knowledge and applied skills in auditing resulting in improved methodological and object competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field • ability		•		s Administration / BVVL VII – F	inancial Accounting	
Learning Outcomes	Coord	dinator	Prof. Corinna	a Ewelt-Knauer		
improved methodological and object competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to structure advanced independent study and learning • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and applied research in this field • ability to conduct theoretical and end discuss state-of-the-art research theoretical and end states and applied research in this field • ability to conduct theoretical and end states and applied research in this field • ability to conduct theoretical and end states and applied research in this fiel	Requ	irements				
Course Contents Course contents include, for example: theory of auditing auditing as an element of corporate governance auditing duties and types of audits objectives and process of audits and quality control implications referring to behavioural theory audit-related advisory and consulting More detailed information is available from the coordinator. Teaching Method Lecture and tutorial Assessment End-of-course assessment Total Of which A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment B Independent study C End-of-course assessment Type of alternative assessment Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade Total Type of reassessment Equivalent to type of initial assessment Contribution to final grade Total Type of further module information and required readings, see announcements;	Learning Outcomes Acquisition improved a course session insignation improved a course session insignation in the course session in		improved me course sessi evalu insigh ability include ability ability ability	ethodological and object competence (to be specified in initial ion): ation, interpretation and application of advanced scientific its in new 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		
Teaching Method	Course Contents Course c the au ob im au		theoryauditiauditiobjecimplicaudit-	ry of auditing ing as an element of corporate governance ing duties and types of audits ctives and process of audits and quality control cations referring to behavioural theory included advisory and consulting		
Total 180 hours Tutorial A Course Aa Attendance 30 30 30 Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Type of reas	Teacl	hing Method				
Total 180 hours Of which A Course Aa Attendance 30 30 Ab Preview and review, incourse assessment B Independent study C End-of-course assessment 30 Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Capacity Unlimited Teaching Language German Note Totorial Tutorial Tutorial Tutorial Tutorial Ab Preview Assessment 30 Witten examination (60-90 minutes) Frequency Summer semester Capacity Unlimited For further module information and required readings, see announcements;						
Of which A Course Aa Attendance Ab Preview and review, incourse assessment B Independent study C End-of-course assessment Requirements Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Toff which A Course 30 30 45 45 45 Course assessment None Type(s) (duration) Written examination (60-90 minutes) Frequency Summer semester Capacity Unlimited Teaching Language For further module information and required readings, see announcements;	7.000	1				
Course assessment B Independent study C End-of-course assessment 30	ırs)	Of which			Tutorial	
Course assessment B Independent study C End-of-course assessment 30	hot			30	30	
Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	load (1		
Requirements None Type(s) (duration) Written examination (60-90 minutes) Type of alternative assessment Type of reassessment Equivalent to type of initial assessment Contribution to final grade 100% examination Frequency Summer semester Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	ģ	B Independent stu	ıdy			
Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Note Type(s) (duration) Written examination (60-90 minutes) Equivalent to type of initial assessment 100% examination	>	C End-of-course a	ssessment	30		
Type(s) (duration) Type of alternative assessment Type of reassessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Note Type(s) (duration) Written examination (60-90 minutes) Equivalent to type of initial assessment 100% examination		Requirements		None		
Type of alternative assessment Type of reassessment Contribution to final grade Frequency Capacity Teaching Language Note Type of alternative assessment Equivalent to type of initial assessment 100% examination Full High Part of the Contribution of the Contribution to final grade 100% examination 100% exami	Ħ	•		Written examination (60-90 m	inutes)	
Frequency Capacity Teaching Language Note Summer semester Unlimited German For further module information and required readings, see announcements;	ssme	Type of alternative	9			
Frequency Capacity Teaching Language Note Summer semester Unlimited German For further module information and required readings, see announcements;	SSE	Type of reassessr	nent	Equivalent to type of initial assessment		
Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	Continuation to linal grade					
Capacity Unlimited Teaching Language German Note For further module information and required readings, see announcements;	Frequency Summer se			mester		
Teaching Language German Note For further module information and required readings, see announcements;						
Note For further module information and required readings, see announcements;						
· · · · · · · · · · · · · · · · · · ·				nodule information and required readings, see announcements:		
				•		

02-B\	NL: MSc- B8-2	Empirical M	lanagement Research	1 st - 3 rd semester 6 CP	
Cours		•	anagement Research		
Code		02-BWL:MS			
Facul Chair	lty / Department /	02 / Busines	s Administration / BWL VIII –	Human Resource Management	
Coord	dinator	Prof. Frank \	Walter		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in empirismanagement research resulting in improved methodological and competence (to be specified in initial course session): • evaluation, interpretation and application of advanced so insights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in othe including societal and ethical contexts • ability to structure advanced independent study and lear • ability to conduct theoretical and applied research in this ability to convey factual knowledge and discuss state-of-research with both lay and specialist audiences in this field.			ed methodological and leadership se session): cation of advanced scientific ary contexts wledge gained in other modules, endent study and learning oplied research in this field and discuss state-of-the-art		
• 6 • t • r • 6			rse contents include, for example: aim and process of empirical management research theory of science measurement of constructs (survey methods, evaluation criteria, etc.) estimation of parameters and hypothesis tests exploratory data analysis linear regression exploratory and confirmatory factor analysis		
Teac	hing Method	Lecture and	ormation is available in the course notes.		
	ssment		se assessment		
71000	Total	Lila of coars	180 hours		
(hours)	Of which A Course		Lecture	Tutorial	
hot	Aa Attendance		30	30	
Workload (Ab Preview and recourse assessmen	nt	45	45	
Vor	B Independent stu				
	C End-of-course a	ssessment	30		
	Requirements		None	-i	
ent	Type(s) (duration)		Written examination (60-90 n	minutes)	
Lisi Lisi	Type of alternative assessment	7			
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
As	Contribution to final		100% examination		
Frequ	Frequency Winter sem				
Сара		Unlimited	00.01		
	hing Language	German			
Note	ining Language		nodule information and require	ed readings, see announcements;	
14010			times and venues, see course		
<u> </u>	Tor todorning timos and vondos, oss source satalogue.				

02-B\	WL: MSc -B8-4	Organizatio	on Theory & Design 1st	- 3 rd semester 6 CP	
Cour			n Theory & Design		
Code 02-BWL:MS					
Facu Chair	Ity / Department / ·	02 / Busines	ss Administration / BWL VIII – Hu	man Resource Management	
Coor	dinator	Prof. Frank	Walter		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in organization and design resulting in improved functional and leadership compet specified in initial course session): • evaluation, interpretation and application of advanced scientinsights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in other maincluding societal and ethical contexts • ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the research with both lay and specialist audiences in this field Course Contents Course Contents Course contents include, for example: • basic and modern organization theory • organization design options • work organization and design			ion of advanced scientific contexts edge gained in other modules, lent study and learning ed research in this field id discuss state-of-the-art udiences in this field		
Taba	hina Mathad	Lecture and	ormation is available in the course notes.		
	hing Method ssment				
Asse		Ena-oi-cour	rse assessment		
	Total		180 hours	Tutorial	
<u>S</u>	Of which A Course		Lecture	Tutorial	
Norkload (hours)	A Attendance		30	30	
L)	Ab Preview and re	viow in	45	45	
oac	course assessmen	-	43	45	
훋	B Independent stu				
×	C End-of-course a		30		
	Requirements	1336331116111	None		
<u>_</u>	Type(s) (duration)				
eu	Type of alternative		Written examination (60-90 minutes)		
TS:	assessment	-			
ses	Type of reassessr	ment	Equivalent to type of initial assessment		
Assessment	Contribution to fin				
	,				
	Frequency Summe Capacity Unlimited		emester		
	hing Language	German			
	illig Language				
Note			ther module information and required readings, see announcements; ching times and venues, see course catalogue.		
	Tor teaching times and vertues, see course catalogue.				

02-BV	WL: MSc- B8-5		Exercises in Leadership & 1 st – 3 rd semester 6 CP source Management		
			ou. oo managemen		
Cours	se	Advanced E	xercises in Leadership & Human Resource Management		
Code		02-BWL:MS			
Facul Chair	ty / Department /	02 / Busines	ss Administration / BWL VIII – Human Resource Management		
Coord	dinator	Prof. Frank	Walter		
Requ	irements	None			
Learning Outcomes Acquisit resource leadersh e e in e a in e a a e a a e a		resource maleadership of evaluation insight ability include ability ability ability	Acquisition of theoretical knowledge and applied skills in leadership & human resource management resulting in improved functional, methodological and eadership competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to integrate insights with knowledge gained in other modules, including societal and ethical contexts • ability to structure advanced independent study and learning • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field		
Course Contents Course co lead hur		Course cont leade	ership an resource management formation is available in the course notes.		
Teacl	hing Method	Tutorial			
Asses	ssment	In-course as	ssessment		
	Total		180 hours		
Workload (hours)	Of which A Course		Tutorial		
(ho	Aa Attendance		30		
ad	Ab Preview and re		120		
용	course assessme				
Vor	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements Type(s) (duration))	None Paper and / or active participation (to be announced in initial session)		
Assessment	Type of alternative assessment	e	Jossieni		
SSI	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade			Paper and / or active participation (details to be announced in class)		
Frequency Sun		Summer se	Summer semester		
Сара	•	30 students			
	hing Language	German			
Note			nodule information and required readings, see announcements; times and venues, see course catalogue.		

02-B\	WL: MSc -B8-6	Advanced E Research M	xercises in Management lethods	1 st – 3 rd semester	6 CP	
Cours	30	Advanced F	xercises in Management Res	earch Methods		
Code		02-BWL:MS		caron wichiods		
	ty / Department /		s Administration / BWL VIII –	Human Pasaurea M	/anagament	
Chair		02 / Dusines	s Administration / DVVL VIII –	Tiuman Nesource N	nanagement	
Coord	dinator	Prof. Frank \	Walter			
Requ	irements		anagement Research (02-BW			
Learr	ning Outcomes	Acquisition of theoretical knowledge and applied skills in empirical management research resulting in improved functional and leadership competence (to be specified in initial course session): understanding the most commonly used advanced statistical methods in management research (e.g. when reading scientific papers) application of the procedures to new / own research questions (e.g. writing the master thesis and / or preparing for a doctorate) valuation of research methods from current research ractical application of the methods using common statistical software interpretation, writing and graphic presentation of analysis results according to scientific standards				
Cours	se Contents	Course cont regre mode multil explo	 regression analysis moderation, mediation and moderated mediation analysis multilevel modeling exploratory factor analysis confirmatory factor analysis etailed information is available in the course notes. 			
Teacl	hing Method	Tutorial				
	ssment		rse assessment			
7.000	Total		180 hours			
(Sur	Of which A Course		Tutorial			
рq	Aa Attendance		30			
Workload (hours)	Ab Preview and recourse assessmen	nt	100			
۸o	B Independent stu	•				
	C End-of-course a	ssessment	50			
	Requirements		144.14			
ent	Type(s) (duration)		Written examination (60-90 r	minutes)		
SM.	Type of alternative	9				
es	assessment	4	Embalantia (C. 90.)			
Assessment	Type of reassessment		Equivalent to type of initial assessment			
	Contribution to fina		100% examination			
Frequ	•	Summer se	mester			
Сара		30				
	hing Language	German				
Note			For further module information and required readings, see announcements;			
for teaching times and venues, see course catalogue.						

02-B\	VL: MSc -B9-1	Systems Er	ngineering	1 st – 3 rd semester 6 CP	
Cours	se	Systems En			
Code 02-BWL:MS		02-BWL:MS	c-B9-1		
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL IX – E	Business Information Systems	
	dinator	Prof. Axel S	chwickert		
Regu	irements	None			
Learning Outcomes Acquisition resulting in specified in eval insig abilition inclues abilition resulting in specified in specified in eval insig abilition inclues abilition reservable. Course Contents Course Correct procedure in the specified in sp		resulting in i specified in evaluring in sight include ability ability ability resear Course contone proceometric methods and a progression of the	of theoretical knowledge and applied skills in systems engineering improved methodological and leadership competence (to be initial course session): ation, interpretation and application of advanced scientific its in new 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 inch with both lay and specialist audiences in this field ents include, for example: address models for development of IT-systems and techniques for modeling of IT-systems amming, implementation and operation of IT-systems agement of IT projects		
Tool	aina Mathad	Lecture and	d information is available from the coordinator.		
	ning Method ssment				
ASSE		Ena-oi-cour	course assessment		
	Total		180 hours	Tutorial	
(\$2	Of which		Lecture	Tutorial	
Workload (hours)	A Course		20	20	
Ч	Aa Attendance		30	30	
ad	Ab Preview and re	•	45	45	
뒫	course assessmen				
8	B Independent stu				
	C End-of-course a	ssessment	30		
	Requirements		None		
Assessment	Type(s) (duration)		Written examination (60-90 r	ninutes)	
E E	Type of alternative	9			
SSE	assessment				
SSE	Type of reassessr	nent	Equivalent to type of initial assessment		
⋖	Contribution to fin	al grade	100% examination		
Frequency Winter s		Winter sem	esters		
		Unlimited			
	ning Language	German			
Note			nodule information and require	ed readings, see announcements;	
			for teaching times and venues, see course catalogue.		
<u> </u>	Tor todorning times and verides, see searce satalogue.				

02-B\	WL: MSc -B9-2	Electronic I	Business	1 st – 3 rd semester 6 CP	
		- · · · -			
Course Electronic					
Code		02-BWL:MS			
Chair		02 / Busines	ss Administration / BWL IX – Bu	usiness Information Systems	
Coord	dinator	Prof. Axel S	chwickert		
Requ	irements	None			
Learning Outcomes Acquisition resulting in initial co eva insig abil abil abil course Contents Course Contents Acquisition resulting in initial co eva insig abil abil course co eva insig eva insig course co eva insig eva insi		resulting in i in initial coul evaluting in sight ability include ability ability researches web-	of theoretical knowledge and applied skills in electronic business improved methodological and object competence (to be specified rese session): Ination, interpretation and application of advanced scientific into integrate insights with knowledge gained in other modules, ding societal and ethical contexts in the structure advanced independent study and learning into conduct theoretical and applied research in this field into the convey factual knowledge and discuss state-of-the-art into with both lay and specialist audiences in this field itents include, for example: Itents included in other modules, for example in other modul		
_			detailed information is available from the coordinator.		
	hing Method	Lecture and			
Asse	ssment	Ena-of-cour	se assessment		
	Total		180 hours	Total	
(3)	Of which		Lecture	Tutorial	
lno	A Course Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	aviou in	45	45	
Sac	course assessme	•	45	45	
훋	B Independent stu				
×	C End-of-course a		30		
	Requirements	3555551116111	None		
	Type(s) (duration)				
Assessment	Type of alternative		Written examination (60-90 minutes)		
LIS:	assessment	5			
ses	Type of reassessr	ment	Equivalent to type of initial assessment		
As	Contribution to fin		100% examination		
		Unlimited	Summer semester Unlimited		
	hing Language	German			
Note	ining Language		nodule information and require	d readings, see announcements;	
INOLE			•	•	
for teaching times and venues, see course catalogue.					

02-BV	WL: MSc -B10-1	Managing t	he Innovation Process 1	st – 3 rd semester 6 CP	
		Τ			
Cours			e Innovation Process		
Code		02-BWL:MS			
Facul Chair	ty / Department /	02 / Busines	s Administration / BWL X – Inn	ovations & Start-up Management	
Coord	dinator	Prof. Monika	a Schuhmacher		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in managing the innovation process resulting in improved functional, methodological and leadership competence (to be specified in initial course session): independent compilation, evaluation, interpretation and application advanced scientific research in new and/or multidisciplinary context 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 ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field			nctional, methodological and nitial course session): , interpretation and application of and/or multidisciplinary contexts vledge gained in other modules, is ndent study and learning blied research in this field and discuss state-of-the-art		
• inr • inr • co • op • re			tents include, for example: vation strategies vation processes perative processes within innovation management in innovation rse innovation ed information is available from the coordinator.		
Teach	ning Method		and tutorial		
	ssment		se assessment		
	Total	•	180 hours		
kload (hours)	Of which A Course		Lecture	Tutorial	
, ho	Aa Attendance		30	30	
ad (Ab Preview and re	eview, in-	45	45	
klo	course assessmen	nt			
Worl	B Independent stu				
>	C End-of-course a	ssessment	30		
	Requirements		Case analysis		
int	Type(s) (duration)		Written examination (60-90 mi	inutes)	
Type(s) (duration) Type of alternative assessment Type of reassessm Contribution to fina		9			
ess	assessment				
\SS\	Type of reassessr		Equivalent to type of initial assessment		
Continuation to linar grade		100% examination			
Frequ		Summer se	mester		
Сара		Unlimited	ed		
	ning language	English			
Note			nodule information and required times and venues, see course	d readings, see announcements; catalogue.	

02-B\	WL: MSc -B10-2	Creativity a	nd Entrepreneurship 1 st	- 3 rd semester 6 CP	
Cour			nd Entrepreneurship		
Code		02-BWL:MS			
Facu Chair	Ity / Department /	02 / Busines	ss Administration / BWL X – Inno	vations & Start-up Management	
Coor	dinator		a Schuhmacher		
	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in creativity and entrepreneurship resulting in improved functional, methodological and leadership competence (to be specified in initial course session): independent compilation, evaluation, interpretation and application advanced scientific research in new and/or multidisciplinary contest ability to integrate insights with knowledge gained in other course study, including societal and ethical contexts ability to structure advanced independent study and learning ability to conduct theoretical and applied research in this field ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents Course contents include, for example: theories and techniques of creativity theoretical basics of entrepreneurship ability for entrepreneurship business plan			onal, methodological and tial course session): Interpretation and application of ad/or multidisciplinary contexts edge gained in other courses of ontexts lent study and learning ed research in this field ad discuss state-of-the-art udiences in this field		
Teac	hing Method	Lecture and	ed information is available from the coordinator.		
	ssment		se assessment		
71000	Total	Ena or cour	180 hours		
	Of which		Lecture	Tutorial	
Norkload (hours)	A Course		Ecotare	ratorial	
וסר	Aa Attendance		30	30	
) p	Ab Preview and re	eview. in-	45	45	
loa	course assessmen	· · · · · · · · · · · · · · · · · · ·			
岩	B Independent stu				
\geq	C End-of-course a		30		
	Requirements		Submission of idea paper, participation in simulation game		
 	Type(s) (duration)		Business plan and pitch		
Assessment	Type of alternative		,		
SSL	assessment				
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
ğ	Contribution to final grade		100% business plan and pitch		
Frequ	uency	Winter sem	· · · · · · · · · · · · · · · · · · ·		
Capa		Ca. 100			
	hing language	English			
Note	g :g #g -		nodule information and required i	readings, see announcements.	
			times and venues, see course ca	•	
ior todorning timos and vortace, eee codree catalogue.					

02-V\	WL: MSc -V1-1	Economics	of Regulation	1 st – 3 rd semester 6 CP	
		T			
			of Regulation		
Code 02-VWL:MS					
	lty / Department /		nics / VWL I – Industrial Econo	omics, Competition Policy and	
Chair	dinator	Regulation	C#+-		
		Prof. Georg None	GOIZ		
	irements ning Outcomes		doals with notwork industries	and how to regulate them. A special	
Lean	iing Outcomes	focus is laid information of product mell as laborare character market parti	deals with network industries and how to regulate them. A special on the consequences of the asymmetric distribution of among the agents active in these sectors. Here, one might think parkets characterized by uncertainty about qualities and prices as markets, insurance markets or financial markets. These markets erized by endogenous information that is generated by some cipants' behavior affecting other market participants' behavior. As		
0	se Contents		nce, the market mechanism m	ay be distorted or even fall.	
Cours	se Contents	introdcostpricinregulrate	duction to the economics of regulation theory (subadditivity etc.) ag in natural monopoly (Ramsey-Boiteux and peak-load) ation under asymmetric information with respect to cost and effort of return regulation vs. price-cap regulation		
			oducing competition in network industries		
_			ed information is available from the coordinator.		
	hing Method	Lecture and			
Asse	ssment Total	In-course as	180 hours		
	Total Of which			Tutorial	
(S)	A Course		Lecture	Tutoriai	
Workload (hours)	Aa Attendance		30	30	
) p	Ab Preview and re	eview in-	45	45	
loa	course assessme	•			
농	B Independent stu				
≥	C End-of-course a		30		
	Requirements		None		
	Type(s) (duration))	Written examination (90 minutes), assignments, active participation		
Assessment	Type of alternative assessment				
ess	Type of reassessr		Equivalent to type of initial assessment		
Contribution to final grade		80-90% examination , 10-20% assignments and active participation			
Frequ	Frequency Summer se		mester		
Capa		Unlimited			
	hing Language	English			
Note			nodule information and required readings, see announcements;		
	for teaching times and venues, see course catalogue.			e catalogue.	

02-V\	WL: MSc -V1-2	Industrial C	Organization	1 st – 3 rd semester 6 CP	
0		la di catalal O			
Cours		Industrial Or			
Code 02-VWL:MS			amica Compatition Policy and		
Chair	lty / Department /	Regulation	iics / VVVL i – industriai Ecor	nomics, Competition Policy and	
	dinator	Prof. Georg	Götz		
		None			
Learning Outcomes This course provided in to business strong and on strate importance are influenced.			extends the basic concepts of industrial organization that are he course 'Competition policy and Strategy'. The focus is on ategies such as price discrimination and product differentiation egic interaction in oligopoly. Students will learn about the of the research and development activities of firms and how they ed by public policy in general and by the patent system in the course models and evaluates business behaviour from both a		
0	0 1 1 -		and a managerial perspective	e.	
stratepricehorizereseainforr			ents include, for example: egic interaction in oligopoly discrimination ontal and vertical product differentiation arch and development mative vs. persuasive advertising ls and mergers		
			ed information is available from the coordinator.		
	hing Method	Lecture and			
Asse	ssment	In-course as			
	Total		180 hours	Tutorial	
rs)	Of which A Course		Lecture	Tutorial	
not	Aa Attendance		30	30	
Workload (hours)	Ab Preview and re	eview in-	45	45	
loa	course assessme	•		10	
ork	B Independent stu				
≥	C End-of-course a		30		
	Requirements		None		
	Type(s) (duration))	Written examination (90 minutes), assignments, active participation		
Assessment	Type of alternative assessment	9			
SSS	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final grade		80-90% examination , 10-20% assignments and active participation			
Frequ	Frequency Winter sem		ester		
Capa	•	Unlimited		·	
	hing Language	English			
Note			nodule information and required readings, see announcements; times and venues, see course catalogue.		
Tor todorning times and verides, see search educations.					

02-V\	WL: MSc -V1-3	Economics	of Innovation 1	st – 3 rd semester 6 CP	
Cours			of Innovation		
Code		02-VWL:MS			
	lty / Department /		nics / VWL I – Industrial Econor	nics, Competition Policy and	
Chair		Regulation			
	dinator	Prof. Georg	Götz		
	irements	None			
 Knowledge and understanding of theoretical and applied questions of economics of innovation. Learning outcomes are as follow: evaluation, interpretation and application of advanced scientific knowledge with regards to new resp. unfamiliar situations in a midisciplinary context ability to integrate knowledge with other subjects of the course of studies with regard to social and ethical aspects independent advanced learning process independent implementation of theoretical and application-orient projects within the subject communication of knowledge and intellectual exchange about up date topics with experts and non-experts 			s are as follow: ation of advanced scientific unfamiliar situations in a multi- her subjects of the course of cal aspects ess retical and application-oriented ellectual exchange about up-to-		
Cours	se Contents		ents include, for example:		
			market structure and incentives for innovation		
		 patent system, intellectual property and licensing 			
		implementation and diffusion of new technologies			
		research joint ventures			
			innovation and growth		
			cs of technology ed information is available from the coordinator.		
Topol	hing Method	Lecture and			
	ssment	In-course as			
ASSE	Total	in-course as	180 hours		
	Of which		Lecture	Tutorial	
<u>(S</u>	A Course		Lecture	Tutoriai	
(hours)	Aa Attendance		30	30	
l	Ab Preview and re	view in-	45	45	
loa	course assessmen				
Workload	B Independent stu				
>	C End-of-course a		30	•	
	Requirements		None		
	Type(s) (duration)		Written examination (90 minute	es), assignments, active	
	,		participation		
Ę	Type of alternative	e			
Assessment	assessment				
988	Type of reassessr		Equivalent to type of initial assessment		
SS(Contribution to final grade		80-90% examination , 10-20% assignments and active		
	·		participation		
Frequ	•	Summer se	mester		
Capa		Unlimited			
	hing Language	English			
Note				readings, see announcements;	
for teach			times and venues, see course	Jalaiuyu c .	

02-V\	WL: MSc -V2-1	Theory and	Policy of Taxation	st – 3 rd semester 6 CP	
Cours	20	Theory and	Policy of Taxation		
Code 02-VWL:MS					
	i lty / Department /	-	nics / VWL II – Public Finances		
Chair	-	UZ / ECUNUN	iles / VVVL II — Public Fillatices		
Coord	dinator	Prof. Wolfga	ang Scherf		
Requ	irements	None			
Learning Outcomes Acquisition of taxation resu competence evaluation insight ability ability includi ability ability ability ability			of theoretical knowledge and applied skills in theory and policy of alting in improved functional, methodological and object (to be specified in initial course session): ation, interpretation and application of advanced scientific its in new 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 rich with both lay and specialist audiences in this field		
• tax tl supp • the 0		tax the supple the Controlthe Controltax, p	tents include, for example: neory (tax fairness, tax incidence, excess burden and efficiency, ly effects, limitations to tax regime) German tax system (income tax, company taxation, consumption property tax, international taxation)		
Teac	hing Method	Lecture and	ed information is available from the coordinator.		
	ssment		se assessment		
7 1000	Total	Liid of oodi	180 hours		
	Of which		Lecture	Seminar	
(su	A Course		Locialo	Comman	
Workload (hours)	Aa Attendance		25	25	
) p	Ab Preview and re	eview. in-	50	20	
<u> 0a</u>	course assessme	· ·			
충	B Independent stu	ıdv		30	
≥	C End-of-course a		30	•	
	Requirements		None		
	Type(s) (duration))	Written examination (90 minut	tes) , paper, active participation	
nent	Type of alternative assessment		7	7,1 1 , 1 1	
SSL	Type of reassessr	ment	Equivalent to type of initial assessment		
Type of alternative assessment Type of reassessment Contribution to final grade		50-100% examination , 0-50% paper and active participation (details to be announced in class)			
Freat	lency	Winter sem		,	
	Capacity 30 students				
	hing Language	German			
Note	9 ==:194490		nodule information and required readings, see announcements;		
1,1010			times and venues, see course	•	
tor teaching times and vendes, see course catalogue.					

02-VV	WL: MSc -V2-2	Fiscal Polic	y and Fiscal Equalization 1 st – 3 rd semester 6 CP		
0		Fig. 1 Delige			
Cours		02-VWL:MS	and Fiscal Equalization		
	ty / Department /		ics / VWL II – Public Finances		
Chair		02 / LCOHOII	iles / VVVE II — Fublic I mances		
	dinator	Prof. Wolfga	ng Scherf		
	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in fiscal policy are fiscal equalization resulting in improved methodological and object competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other modulincluding societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art			zation resulting in improved methodological and object (to be specified in initial course session): ation, interpretation and application of advanced scientific its in new 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 rch with both lay and specialist audiences in this field		
Course Contents • ef • na • fis • th			contents are, for example: fficient provision of public goods ational and international fiscal equalization scal concepts of stabilization policy neory and special fields of social policy conomic instruments of environmental policy tailed information is available from the coordinator.		
Teacl	ning Method	Lecture	a information to available from the designation.		
	ssment		se assessment		
	Total		180 hours		
kload (hours)	Of which A Course		Lecture		
(ho	Aa Attendance		60		
ad	Ab Preview and re	· · · · · · · · · · · · · · · · · · ·	90		
	course assessme				
Wor	B Independent stu		20		
	C End-of-course a Requirements	ssessment	None		
ـ لـ	Type(s) (duration)		Written examination (90 minutes)		
len	Type of alternative		Willen examination (50 minutes)		
ns:	assessment	-			
Assessment	Type of reassessr	ment	Equivalent to type of initial assessment		
	Contribution to fin		100% examination		
		Summer se			
Capa		Unlimited	Hiestel		
	ning Language	German			
Note	ing Language		andule information and required readings, see announcements:		
INOLE		For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			
for teaching times and venues, see course			umos and vendes, see oodise catalogue.		

02-V\	WL: MSc -V3-1	Theory of Ir	nternational Trade 1st - 3rd semester 6 CP		
Cours		The amy of In	townstianal Trade		
Cours			ternational Trade		
Code		02-VWL:MS	-		
Chair		02 / Econom	nics / VWL III – International Economics		
Coord	dinator	Prof. Jürgen	n Meckl		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in theory of international trade resulting in improved methodological and regional competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other module including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents Course contents include, for example: • generalizations of the neoclassical foreign trade theory			I trade resulting in improved methodological and regional (to be specified in initial course session): I trade resulting in improved methodological and regional (to be specified in initial course session): I trade resulting in improved methodological and regional (to be specified in initial course session): I trade resulting in improved methodological and application of advanced scientific intension in the scientific intension intension in the scientific intension in the scientific intension in the scientific intension in the scientific intension inten		
		• globa	ration of commodity markets and effects on labor markets alization and economic growth ed information is available from the coordinator.		
Teac	hing Method	Lecture with	tutorial		
	ssment		se assessment		
	Total		180 hours		
_	Of which		Lecture with tutorial		
Irs)	A Course				
שכן	Aa Attendance		60		
l) b	Ab Preview and re	eview. in-	90		
loa	course assessmen	•			
Workload (hours)	B Independent stu				
Š	C End-of-course a		30		
	Requirements		None		
<u> </u>	Type(s) (duration)		Written examination (60-90 minutes)		
ner	Type of alternative	<u> </u>	(00 00		
ssn	assessment	-			
Assessment	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final			100% examination		
Frequ	Frequency Winter seme				
Capa		Unlimited	COLOI		
	•				
	hing Language	English For further p	nodulo information and required readings, and appropriate		
Note			module information and required readings, see announcements;		
		ior teaching	times and venues, see course catalogue.		

02-V\	WL: MSc -V3-2	Trade Polic Movements	y and International Factor	1 st – 3 rd semester	6 CP
				<u>. </u>	
Course Trade Po			and International Factor Move	ments	
Code	!	02-VWL:MS			
Facul Chair	lty / Department /	02 / Econom	nics / VWL III – International Eco	onomics	
Coord	dinator	Prof. Jürgen	Meckl		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied sk international factor movements resulting in improve and regional competence (to be specified in initial of evaluation, interpretation and application of a insights in new and/or multidisciplinary context of ability to structure advanced independent structure advanced in			mproved methodolo initial course session ition of advanced so y contexts dent study and lear ledge gained in othe s lied research in this	ogical, object on): cientific ning er modules, field the-art	
Course Contents • ga • tra • po • fac			ontents include, for example: ns from trade de policy and market structure itical economy of trade policy tor movements and multinational firms iled information is available from the coordinator.		
Teacl	hing Method	Lecture and	ecture and tutorial		
Asses	ssment	End-of-cours	course assessment		
	Total		180 hours		
urs)	Of which A Course		Lecture	Tutorial	
(ho	Aa Attendance		30	30	
kload (hours)	Ab Preview and recourse assessmen	-	45	45	
Work	B Independent stu				
>	C End-of-course a	ssessment	30		
	Requirements		None		
ī	Type(s) (duration)		Written examination (60-90 mi	nutes)	
Assessment	Type of alternative assessment	e			
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade		100% examination			
		Summer se			
Capa		Unlimited			
	hing Language	English			
Note	<u> </u>		nodule information and required readings, see announcements;		
			times and venues, see course	O .	,

02-V\	WL: MSc -V4-1	Integration	Economics	1 st – 3 rd semester 6 CP	
Cours	20	Integration	- - -		
Cours		Integration E			
Code		02-VWL:MS			
Chair	ty / Department /	02 / Econom	nics / VWL IV – Transition and	d integration Economics	
Coord	dinator	Prof. Matthia	as Göcke		
Requ	irements	None			
Learr	se Contents	economics r competence	of theoretical knowledge and applied skills in integration resulting in improved methodological and self-management et (to be specified in initial course session): uation, interpretation and application of advanced scientific that in new and/or multidisciplinary contexts by to structure advanced independent study and learning that integrate insights with knowledge gained in other modules, adding societal and ethical contexts by to conduct theoretical and applied research in this field by to convey factual knowledge and discuss state-of-the-art farch with both lay and specialist audiences in this field stents include, for example: The ses of economic integration of the European Union integration integration integration integration integration in Europe		
Teacl	ning Method	Lecture and			
	ssment	End-of-cours	se assessment		
	Total	1	180 hours		
(s.	Of which		Lecture	Tutorial	
ad (hours)	A Course		30	30	
<u>L</u>	As Attendance				
	Ab Preview and recourse assessmen		45	45	
Worklo	B Independent stu	ıdy			
>	C End-of-course a	assessment	30		
	Requirements		None		
nt	Type(s) (duration)		Written examination (60-90 minutes)		
Assessment	Type of alternative	e			
388	assessment				
Type of reassessment			Equivalent to type of initial assessment		
Contribution to final grade		100% examination			
Frequ	Frequency Summer se		mester		
Capa	city	Unlimited			
Teacl	hing Language	German			
Note			nodule information and required readings, see announcements;		
		for teaching	times and venues, see course	e catalogue.	

02-V\	NL: MSc -V4-2	Transition a	and Reform Economics 1 st	- 3 rd semester 6 CP	
		•	·	·	
Cours			nd Reform Economics		
Code 02-VWL:MSc-V4-2					
Facul Chair	Ity / Department /	02 / Econom	ics / VWL IV – Transition and In	tegration Economics	
Coord	dinator	Prof. Matthia	as Göcke		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge an economics resulting in improved method competence (to be specified in initial content of evaluation, interpretation and apprint insights in new and/or multidisciption ability to structure advanced independent of ability to integrate insights with knowledge and ethical content of theoretical and ethical content of theoretical and economics resulting in improved method competence (to be specified in initial content of evaluation, interpretation and apprint in insights in new and/or multidisciption ability to structure advanced independent of evaluation in improved method competence (to be specified in initial content of evaluation, interpretation and apprint in improved method competence (to be specified in initial content of evaluation, interpretation and apprint in improved method competence (to be specified in initial content of evaluation, interpretation and apprint in initial content of evaluation, interpretation and apprint in initial content of evaluation, interpretation and apprint in initial content of evaluation in initial content of evalu		esulting in improved methodolog (to be specified in initial course s ation, interpretation and application ts in new and/or multidisciplinary to structure advanced independ to integrate insights with knowle	ical and self-management session): on of advanced scientific contexts lent study and learning edge gained in other modules, led research in this field d discuss state-of-the-art		
Course Contents Course contents trans big-big priva creat macr politic		Course cont transi big-ba privat creati macre politic dynar	ents include, for example: ition strategies: ang versus gradualism tization and price liberalization ing institutions suitable for a market economy oeconomic stabilization policy during transition cal economics of reforms mics of large-scale institutional change		
Tooc	hing Method	Lecture and	ed information is available from the coordinator.		
	ssment		se assessment		
71000	Total	Life of court	180 hours		
(hours)	Of which A Course		Lecture	Tutorial	
hor	Aa Attendance		30	30	
Workload (Ab Preview and recourse assessme	nt	45	45	
Vor	B Independent stu	•			
_	C End-of-course a	assessment	30		
	Requirements		None		
Assessment	Type(s) (duration)		Written examination (60-90 minutes)		
sm	Type of alternative assessment	3			
ses		ment	Equivalent to two of initial assessment		
Type of reassessment Contribution to final grade			Equivalent to type of initial assessment 100% examination		
Continuation to final grade		Winter seme			
Capa		Unlimited	55(5)		
· · · · ·	hing Language	German			
Note	imig Language		nodule information and required r	readings see announcements:	
14010			times and venues, see course ca	•	
To todo ing times and vendes, see source satalogue.					

	NL: MSc- V5-1	Macroecon	larkets and International omics	1 st – 3 rd semester 6 CP	
		·		1	
Cours	se	Financial Ma	arkets and International Macroe	conomics	
Code		02-VWL:MS	c-V5-1		
Facul Chair	ty / Department /	02 / Econon	nics / VWL V – Monetary Econo	omics	
Coord	dinator	Prof. Peter	Tillmann		
Requ	irements	None			
Learning Outcomes Acquisition and interna regional co eval insig abili abili inclu abili rese Course Contents Course cor inter		and internat regional con evaluinsigh ability include ability resear Course cont capita intert excha	of theoretical knowledge and applied skills in financial markets tional macroeconomics resulting in improved methodological and impetence (to be specified in initial course session): uation, interpretation and application of advanced scientific into the innew and/or multidisciplinary contexts by to structure advanced independent study and learning by to integrate insights with knowledge gained in other modules, adding societal and ethical contexts by to conduct theoretical and applied research in this field by to convey factual knowledge and discuss state-of-the-art farch with both lay and specialist audiences in this field tents include, for example: all flows and current accounts balances temporal modelling of the current account: theory and evidence ange rates and interest rates ange rate models: theory and empirical evidence		
		More detailed information is available from the coordinator.			
Teacl	hing Method	Lecture and tutorial			
	ssment	End-of-cour	of-course assessment		
	Total		180 hours		
kload (hours)	Of which A Course		Lecture	Tutorial	
ho	Aa Attendance		30	30	
) pe	Ab Preview and re	eview, in-	45	45	
Ś	course assessme	nt			
Worl	B Independent stu	ıdy			
>	C End-of-course a	ssessment	30		
	Requirements		None		
nt	Type(s) (duration)		Written examination (90 minute	es)	
nel	Type of alternative		,	•	
Type(s) (duration) Type of alternative assessment Type of reassessr Contribution to fin					
sse	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% examination		
		Summer se			
Capa		Unlimited			
	hing Language	English			
Note	g ==g=ag=	For further module information and required readings, see announcements; for teaching times and venues, see course catalogue.			

02-V\	WL: MSc -V5-2	Advanced I	Macroeconomics	3 rd semester	6 CP
Cour		Advanced N	Macroeconomics		
Code		02-VWL:MS			
				nomico	
Chair	Ity / Department /	U2 / Econom	nics / VWL V – Monetary Eco	onomics	
Coor	dinator	Prof. Peter	Γillmann		
Requ	irements	None			
Learning Outcomes Acquisition of theoretical knowledge and applied skills in advanced macroeconomics resulting in improved methodological and objective competence (to be specified in initial course session): • evaluation, interpretation and application of advanced scientific insights in new and/or multidisciplinary contexts • ability to structure advanced independent study and learning • ability to integrate insights with knowledge gained in other mod including societal and ethical contexts • ability to conduct theoretical and applied research in this field • ability to convey factual knowledge and discuss state-of-the-art research with both lay and specialist audiences in this field Course Contents Course contents include, for example: • advanced theories and problems of business cycles • methods for solving and simulating dynamic macroeconomic m • nominal and financial frictions and their consequences • empirical evidence on macroeconomic theories			objective d scientific learning other modules, this field e-of-the-art s field conomic models		
Tooo	hing Method	Lecture and	ed information is available fro	m the coordinator.	
Asse	ssment	Ena-oi-cour	se assessment		
	Total		180 hours	T + · · ·	
(s	Of which		Lecture	Tutorial	
Vorkload (hours)	A Course				
Ę)	Aa Attendance		30	30	
ad	Ab Preview and re	•	45	45	
황	course assessme				
Vor	B Independent stu				
>	C End-of-course a	assessment	30		
	Requirements		None		
Ę	Type(s) (duration)		Written examination (90 minutes)		
Assessment	Type of alternative	Э			
SS	assessment				
SSE	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade			100% examination		
Frequ	Frequency Winter sem		ester		
Сара		Unlimited			
	hing Language	English			
Note	333-		nodule information and requi	red readings see a	announcements:
			times and venues, see cours	•	
		i .o. todorning	oo ana vonaco, occ court	outuroguo.	

02-V\	WL: MSc -V5-3	Risk and th	e Open Economy	1 st - 3 rd semester 6 CP	
Cours	se	Risk and the	e Open Economy		
Code		02-VWL:MS			
	ty / Department /		nics / VWL V – Monetary Eco	nomics	
Chair		OZ / LOOHOH	1100 / VVVL V Worldtary 200	Herrico	
Coord	dinator	Prof. Peter 7	lillmann lillimann		
Requ	irements	To be annou	unced in course notice		
Learning Outcomes Acquisition of economy re specified in evaluatinsight ability include ability ability ability ability			of theoretical knowledge and applied skills in risk and the open sulting in improved methodological and object competence (to be initial course session): (ation, interpretation and application of advanced scientific ats in new and/or multidisciplinary contexts) (at to structure advanced independent study and learning) (at to integrate insights with knowledge gained in other modules, ling societal and ethical contexts) (at to conduct theoretical and applied research in this field) (at to convey factual knowledge and discuss state-of-the-art) (by the convey factual knowledge and discuss state-of-the-art) (convey factual knowledge and discuss in this field)		
Course Contents Course con asse risks debt finan main refor			tents include, for example: It pricing and risk premia Isharing and financial markets Isharing and financial markets Isharing and currency crises Itaining stability in open economy Itaining stability in open economy		
Teac	hing Method		student presentations	in the coordinator.	
	ssment	In-course as			
7 1000	Total	in ocuree de	180 hours		
lrs)	Of which A Course		Lecture	Presentation	
lod.	Aa Attendance		40	20	
load (hours)	Ab Preview and recourse assessme		45	45	
Worklo	B Independent stu	ıdy			
>	C End-of-course a	assessment	30		
	Requirements		None		
٦ţ	Type(s) (duration)		Written examination (90 min	utes) and presentation	
Assessment	Type of alternative assessment				
SSE	Type of reassessr	ment	Equivalent to type of initial assessment		
Continuation to linal grade		70% examination, 30% presentation			
Frequ	Frequency Winter sem		ester		
Capa	•	30			
	hing Language	English			
Note	<u> </u>		nodule information and requir	ed readings, see announcements;	
			times and venues, see cours		
				·-g	

02-VWL: MSc -V6-1	Microecono	omics and Game Theory 1st	– 3 rd semester 6 CP	
Course		mics and Game Theory		
Code	02-VWL:MS	-		
Faculty / Department / 02 / Econo		nics / VWL VI – Behavioral and In	stitutional Economics	
Coordinator	Prof. Max Al	bert		
Requirements	None			
Learning Outcomes	game theory be specified	of theoretical knowledge and applied skills in microeconomics and resulting in improved methodological and object competence (to in initial course session): ation, interpretation and application of advanced scientific ats in new 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		
		rch with both lay and specialist a		
Course Contents	Course cont non-l gene game applie	tents include, for example: inear optimization and decision theory ral equilibrium theory theory cations to human capital theory, labour market theory, innovation, act theory		
	More detailed information is available from the coordinator.			
Teaching Method	Lecture and	tutorial		
Assessment	End-of-cours	-course assessment		
Total		180 hours		
Of which A Course Aa Attendance Ab Preview and recourse assessment		Lecture	Tutorial	
ဥ Aa Attendance		30	30	
Ab Preview and re	eview, in-	45	45	
course assessmen				
B Independent stu	ıdy			
C End-of-course a		30		
Requirements		None		
는 Type(s) (duration)		Written examination (90 minutes	s)	
Type(s) (duration) Type of alternative assessment Type of reassessr Contribution to fin	e			
assessment				
Type of reassessr	ment	Equivalent to type of initial assessment		
Continuation to linar grade		100% examination		
Frequency	Winter sem	ester		
Capacity Unlimited				
Teaching Language	German			
Note		urther module information and required readings, see announcements;		
	for teaching	times and venues, see course ca	atalogue.	

02-V\	WL: MSc -V6-2	Behavioral	Economics 1 ^s	t – 3 rd semester 6 CP	
		1			
			ioral Economics		
Code		02-VWL:MS			
Facul Chair	Ity / Department /	02 / Econon	nics / VWL VI – Behavioral and I	nstitutional Economics	
Coord	dinator	Prof. Max A	lbert		
Requ	irements	None			
Learning Outcomes Acquisition economics be specified eval insig abilition inclued abilition inclued abilition reservations. Course Contents Course contents Acquisition economics be specified economics. abilition economics be specified economics be specified economics be specified economics be specified economics and insight economics be specified economics be specified economics and insight economics be specified economics be specified economics and insight economics and insight economics and insight economics are also as a specified economics and insight economics are also as a specified economics and insight economics are also as a specified economics and insight economics are also as a specified economics and insight economics are also as a specified economics.		economics r be specified	of theoretical knowledge and applied skills in behavioural resulting in improved methodological and object competence (to lin initial course session): uation, interpretation and application of advanced scientific ints in new and/or multidisciplinary contexts by to structure advanced independent study and learning by to integrate insights with knowledge gained in other modules, ding societal and ethical contexts by to conduct theoretical and applied research in this field by to convey factual knowledge and discuss state-of-the-art farch with both lay and specialist audiences in this field tents include, for example:		
• ex More deta		 expe 	cision theory: alternative approaches and experimental results berimental game theory iled information is available from the coordinator.		
	ssment		rse assessment		
7 1000	Total	180 hours			
<u>(8</u>	Of which		Lecture	Tutorial	
Jin C	A Course				
μ)	Aa Attendance		30	30	
ad	Ab Preview and re	•	45	45	
Workload (hours)	course assessme				
No	B Independent stu		00		
	C End-of-course a	ssessment	30		
	Requirements		None		
Assessment	Type(s) (duration)		Written examination (90 minutes)		
SI	Type of alternative	€			
es	assessment				
Ass	Type of reassessr		Equivalent to type of initial assessment		
Continuation to final grade			100% examination		
	Frequency Sumn		mester		
	Capacity Un				
	hing Language	German			
Note			nodule information and required times and venues, see course c		
		for teaching	times and venues, see course c	atalogue.	

02-V	WL: MSc -St-1	Advanced I	Econometrics 1 ^s	t – 3 rd semester 6 CP		
Code			conometrics			
Code		02-VWL:MS				
Facu Chair	Ity / Department /	02 / Econom	02 / Economics / VWL VII – Statistics and Econometrics			
Coor	dinator	Prof. Peter \	Winker			
Requ	irements	None				
Learning Outcomes Acquisition of econometric specified in or evaluation in example in ability and for ability of ability		econometric specified in evaluinsigh ability and fi ability ability ability ability	of theoretical knowledge and applied skills in advanced is, resulting in improved methodological competence (to be initial course session): ation, interpretation and application of advanced scientificates in new and/or multidisciplinary contexts to independently structure further learning to integrate insights with knowledge gained in other modules, com 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 rich with both lay and specialist audiences in this field			
Cours	Course Contents Course contents basic estim mode		tents include, for example: es of micro econometric analysis nation procedures and tests of hypothesis els for panel data els including discrete variables and bounded dependent variables			
_			ed information is available from the coordinator.			
	hing Method	Lecture and				
Asse	ssment	In-course as				
	Total		180 hours			
<u>@</u>	Of which		Lecture	Tutorial		
l g	A Course					
Ju Ju	Aa Attendance		30	30		
orkload (hours)	Ab Preview and re	eview, in-	45	45		
<u>§</u>	course assessme	nt				
lo /	B Independent stu	ıdy				
Š	C End-of-course a	assessment	30			
	Requirements		None			
	Type(s) (duration))	Written examination (60-90 minutes) and mid-term tests (20-30 Minuten)			
Assessment	Type of alternative assessment	9				
SS	Type of reassessr	ment	Equivalent to type of initial assessment			
Contribution to final grade		al grade	50-70% examination and (30-50%) mid-term tests (details to be announced in class)			
Frequ	Frequency Winter sem		ester			
Capa		Unlimited				
	hing Language	English				
Note	<u> </u>	For further r	nodule information and required readings, see announcements; times and venues, see course catalogue.			
		1.51 todorning	and vended, ded dedice o	ata.oguo.		

02-V	WL: MSc -St-2		Econometrics and	1 st – 3 rd semester 6 CP	
		Computer I	Based Methods		
Cour	se	Time Series	Econometrics and Computer E	Based Methods	
Code	,	02-VWL:MS			
Facu Chair	lty / Department /	02 / Econon	nics / VWL VII – Statistics and I	Econometrics	
Coor	dinator	Prof. Peter \	Winker		
Requ	irements	None			
methodologi			cs and computer based methods resulting in improved ical competence (to be specified in initial course session): lation, interpretation and application of advanced scientific into interpretation and interpretation of advanced scientific into interpretation and interpretation of advanced scientific interpretation interpretation of advanced scientific interpretation interpretation of advanced scientific interpretation of advanced scientific interpretation of advanced scientific interpretation of interpretation of advanced scientific in		
T	la ina ar NA a tha a al		ed information is available from the coordinator.		
	hing Method ssment	Lecture and			
ASSE	Total	III-course as	n-course assessment 180 hours		
	Of which		Lecture	Tutorial	
(sur	A Course		Leotare	Tatoriai	
hot	Aa Attendance		30	30	
kload (hours)	Ab Preview and recourse assessme		30	30	
Work	B Independent stu	ıdy		30	
>	C End-of-course a	assessment	30		
	Requirements		None		
int	Type(s) (duration)		Written examination (60-90 minutes); project assignment and presentation		
me	Type of alternative	е			
ess	assessment				
Type of alternative assessment Type of reassessment Type of reassessment					
	Continuation to final grade			ct assignment, 20% presentation	n
	Frequency Summer se		mester		
Capa		25 students German			
Note	hing Language				
INOLE			or further module information and required readings, see announcements; or teaching times and venues, see course catalogue.		
		Tion teaching	unies and venues, see course	catalogue.	

02-V\	WL: MSc -V8-1	Global Hea	th Economics and Policy 1 ^s	st – 3 rd semester 6 CP	
Cours	20	Global Healt	th Economics and Policy		
Code		02-VWL:MS			
			C-vo-1 I Economics / VWL VIII – Health	Fagnamica	
Chair				Economics	
	dinator	Prof. Christia	an Gissel		
	irements	None			
Learning Outcomes Knowledge ar health econor function composition in the second secon			and understanding of theoretical and applied questions in global braics and policy resulting in improved methodological, object and appetence (to be specified in initial course session): ation, interpretation and application of advanced scientific its in new and/or multidisciplinary contexts to structure advanced independent study and learning to integrate insights with knowledge gained in other modules, ing societal and ethical contexts to conduct theoretical and applied research in this field to convey factual knowledge and discuss state-of-the-art rich with both lay and specialist audiences in this field ents include, for example:		
incerinnovimpaadva			ntive systems and price regulation in public health vation, digitalization, mobile health oct of globalization and networking in public health need methods of health economics and information is available from the coordinator.		
Teac	hing Method	Lecture and	tutorial		
	ssment	End-of-cours	se assessment		
	Total		180 hours		
Workload (hours)	Of which A Course		Lecture	Tutorial	
þ	Aa Attendance		30	30	
) p	Ab Preview and re	eview. in-	45	45	
loa	course assessmen	· ·			
٩	B Independent stu				
Š	C End-of-course a		30		
	Requirements		None		
	Type(s) (duration)		Written examination (60-90 mir	nutes)	
Assessment	Type of alternative	<u> </u>			
ssn	assessment	-			
se	Type of reassessr	nent	Equivalent to type of initial assessment		
As	Contribution to final grade		100% examination		
Frequ	Frequency Irregular		100 / Oxamination		
	Capacity Unlimited				
	hing Language	German			
Note	illing Language		nodule information and required	readings see appoundements:	
INOLE					
		ioi teatiiiig	times and venues, see course of	atalogue.	

02-V\	WL: MSc -V9-1	Economics	of Digitalisation 1	st – 3 rd semester 6 CP	
		- ·			
Cours			of Digitalisation		
Code		02-VWL:MS		ories of Divitalia ation	
	Faculty / Department / 02 / Gen- Chair		I Economics / VWL IX – Econor	nics of Digitalisation	
Coord	dinator	Prof. Irene E	Bertschek		
Requ	irements	None			
Learning Outcomes Knowledge a economics of (to be specified in sight ability include ability include ability researed Course Contents Knowledge a economics of (to be specified in sight ability in ability include ability researed information in formation in formation in the contents in formation in the contents in the contents in the contents in the content in th		and understanding of theoretical and applied questions in of digitalisation resulting in improved methodological competence fied in initial course session): ation, interpretation and application of advanced scientific atts in new 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 rich with both lay and specialist audiences in this field ents include, for example: Ination and communication technologies (ICT) as general purpose ologies ct of digitalization on firms			
		impadigita	act of digitalization on employees al markets and platforms ed information is available from the coordinator.		
Teac	hing Method	Lecture and	tutorial		
Asse	ssment	In-course as	e assessment		
	Total		180 hours		
(S)	Of which		Lecture	Tutorial	
kload (hours)	A Course			00	
Ë	Aa Attendance		30	30	
ad	Ab Preview and re		45	45	
	course assessme				
Mol	B Independent stu C End-of-course a		30		
	Requirements	3555551116111	None		
+	Type(s) (duration)	<u> </u>	Written examination (90 minutes) and paper		
Assessment	Type of alternative		withtern examination (so minutes) and paper		
SSIT	assessment	•			
ses	Type of reassessr	ment	Equivalent to type of initial assessment		
Contribution to final gra					
Fregi	uency	Winter sem			
Сара		Unlimited	00.01		
	hing Language	English			
Note	g =gg		nodule information and required	readings, see announcements.	
			further module information and required readings, see announcements; teaching times and venues, see course catalogue.		
L				· - g	

02-Q:	MSc-Englisch-2	Business E	thics	1 st – 3 rd semester 6	6 CP
- 4.	3g 2			. 0 0011100101	
Cours	se	Business Et	hics		
Code		02-Q:MSc-E			
	ty / Department /		s Administration and Econom	nics / Managerial Engli	ish
Chair				3 3	
Coord	dinator	Thomas Wa	gner		
Requ	irements		n English at independent use	r (B2 CEFR) level	
Learning Outcomes Acquisition of theoretical knowledge and applied skills in business resulting in improved leadership and self-management competent specified in initial course session): ability to view business actions as embedded into broader, 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 Course Contents formulating, applying and critically evaluating essential norm			ence (to be er, normative		
ethic man More detail			al theories, concepts and princ gement practice d information is available fron	•	0
	hing Method ssment	Seminar	a a a a m a n t		
ASSES	Total	In-course as	180 hours		
	Of which		160 Hours		
rs)	A Course				
Workload (hours)	Aa Attendance		45		
d) b	Ab Preview and re	eview in-	90		
loa	course assessmen	-			
ork	B Independent stu		15		
>	C End-of-course a		30		
	Requirements		Regular attendance and acti	ve participation	
ا خ	Type(s) (duration)		Project assignments, paper		
ment	Type of alternative				
	assessment				
Assess	Type of reassessr	nent	Equivalent to type of initial assessment		
Contribution to final grade 60% written assessment, 40% oral assessment					
Frequ	*	Winter sem	ester	Duration: 1 semester	r
	Capacity 20 students				
Teach	hing Language	English			
Note			module information and required readings, see announcements;		
		for teaching	times and venues, see cours	e catalogue.	

02-0	: MSc -Englisch-3	Rhetoric fo	r Managers	1 st – 3 rd semester 6 CP		
0 <u>L</u> Q	in Co Englison o	1411010110110		i o democion o di		
Cours	 se	Rhetoric for	Rhetoric for Managers			
Code		02-Q:MSc-E				
Facu	lty / Department /		s Administration and Econon	nics / Managerial English		
Chair				0 0		
Coord	dinator	Thomas Wa	gner			
	irements		n English at independent use			
Learning Outcomes Acquisition resulting specified accompanion and recompanion important accompanion are companion are companio			of theoretical knowledge and applied skills in business English mproved leadership and self-management competence (to be initial course session): y to view business actions as embedded into broader, nunicative contexts y to tailor one's own communicative action to rhetorical rements oved critical thinking and communicative competence oved rhetorical and argumentative skills in English			
Cours	se Contents		ents include, for example:	ative skills in English		
• form con-						
Teac	hing Method	Seminar				
Asse	ssment	In-course as	sessment			
	Total		180 hours			
<u></u>	Of which					
l sin	A Course					
Ju Ju	Aa Attendance		45			
ad	Ab Preview and re	•	90			
충	course assessme					
Workload (hours)	B Independent stu		15			
>	C End-of-course a	ssessment	30			
	Requirements		Regular attendance and act	ive participation		
ent	Type(s) (duration)		Project assignment, paper			
Assessme	Type of alternative	9				
Ses	assessment	mant	Equivalent to time of initial	ananamant		
٩ss	Type of reassessr		Equivalent to type of initial assessment			
Continuution to linar grade			50% written assessment, 50% oral assessment			
	iency eitr	Summer se	mesier			
Capa		20 students				
	hing Language	English	and the information of the control of the			
Note			•	red readings, see announcements;		
		nor teaching	times and venues, see cours	se catalogue		

Additional courses (for subsidiary students)

02-W	iwi: NF -VWL-1		n to Economics / Micro-	1 st sem. (for sub-	6 CP	
		economics	for subsidiary students	sidiary students)		
Cour	22	Introduction	ntroduction to Economics / Microeconomics for subsidiary students			
Code		02-Wiwi:NF-		s ioi subsidially stat	uento	
	lty / Department /			Integration Econom	nice	
Chair		OZ / LCOHOH	/ Economics / VWL IV – Transition and Integration Economics			
	dinator	Prof. Matthia	as Göcke			
Requ	irements	None				
Learr	ning Outcomes		of theoretical knowledge and ap			
			mproved functional, methodolo	•	gement	
			(to be specified in initial course			
			ledge and systematic reproduc		I economics	
			rstanding for lines of economic			
			tical) implementation of first cal		lations of	
			tions of economic theory and p		-4 l	
			is the basis for other courses of	tine department th	at can be	
Cour	se Contents	chosen as s				
Cours	se Contents		contents include, for example: kity of the market and price sys	tem of an economy	is being	
			explained. The microeconomic view is based on the presentation of consumer and producer's decision making and of the price mechanism in			
		markets. Allocation efficiency on product and factor markets is being dealt				
		with and combined with distribution problems in theory and politics. Market				
		failures (monopoly, externalities and public goods) are theoretically explained				
		as well as political consequences in the field of environmental policy. In				
		addition to the lecture an exercise class to prepare for the exam is offered.				
		More detailed information is available from the coordinator.				
Teac	hing Method	Lecture and	Lecture and tutorial			
Asse	ssment	End-of-cours	nd-of-course assessment			
	Total		180 hours			
ŝ	Of which		Lecture	Tutorial		
(hours)	A Course					
	Aa Attendance		30	30		
ad	Ab Preview and re		45	45		
황	course assessme					
Workload	B Independent stu		00			
	C End-of-course a	ssessment	None			
	Requirements		None			
ent	Type(s) (duration)		Written examination (60 – 90 minutes)			
L S	Type of alternative assessment	5				
Assessment	Type of reassessi	ment	Equivalent to type of initial assessment			
Contribution to final grade			·			
Frequ	lency	Summer se				
Capa		Unlimited				
	hing Language	German				
Note	= = = = = = = = = = = = = = = = =		nodule information and required	d readings, see ann	ouncements:	
			times and venues, see course		,	
L				<u>J =: = :</u>		