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**Course Offers (B.Sc.)**

02-Wiwi: <b>BSc</b> -Or-1	<b>Management I</b>	1 <sup>st</sup> semester	6 CP
Course	Management I		
Code	02-Wiwi:BSc-Or-1		
Faculty / Department / Chair	02 / Business Administration / BWL II – Strategic and International Management, BWL VIII – Human Resource Management		
Coordinators	Prof. Andreas Bausch and Prof. Frank Walter		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of business administration basics</li> <li>• understanding business lines of argument and their applications</li> <li>• principles and practice of business analysis and calculations</li> <li>• understanding the types of goals, goal relationships and the importance of goals for corporate governance</li> <li>• knowledge of the nature and areas of corporate governance</li> <li>• understanding the problem-solving process of diverse constitutive decisions</li> <li>• basic concepts of the secondary functions of organization, personnel and leadership</li> <li>• understanding the fundamental theories and findings from the fields of organization, personnel and leadership</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• subject matter of business administration</li> <li>• corporate goals and corporate governance</li> <li>• constitutive decisions: in particular regarding legal form, location, company mergers</li> <li>• foundations of organizational design</li> <li>• foundations of leadership</li> <li>• foundations of human resource management</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-Wiwi: <b>BSc</b> -Or-2	<b>Management II</b>	2 <sup>nd</sup> Semester	6 CP
Course	Management II		
Code	02-Wiwi:BSc-Or-2		
Faculty / Department / Chair	02 / Business Administration / BWL I – Marketing and Sales Management, BWL X –Innovations and Start-Up Management		
Coordinators	Prof. Alexander Haas and Prof. Monika Schuhmacher		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of business administration basics</li> <li>• understanding business lines of argument and their applications</li> <li>• principles and practice of business analysis and calculations</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• advanced basics of business administration</li> <li>• technology and innovation management</li> <li>• procurement</li> <li>• marketing</li> <li>• manufacturing management</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-Wiwi: <b>BSc</b> -Or-3	<b>Accounting</b>		1 <sup>st</sup> semester	6 CP
Course	Accounting			
Code	02-Wiwi:BSc-Or-3			
Faculty / Department / Chair	02 / Business Administration / BWL IV – Managerial Accounting, BWL VII – Financial Accounting			
Coordinators	Prof. Arnt Wöhrmann and Prof. Corinna Ewelt-Knauer			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• basic knowledge of managerial and financial accounting</li> <li>• understanding double-entry bookkeeping as a core principle of financial accounting</li> <li>• knowing the three parts of cost accounting: cost type accounting, cost center accounting, cost unit accounting</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• basics of bookkeeping/journal entries and basics of external financial accounting</li> <li>• basics of cost accounting</li> <li>• cost type accounting, cost center accounting, cost unit accounting</li> <li>• full costing and direct costing</li> <li>• application of other cost accounting tools</li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60 – 90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency	Winter semester			
Teaching Language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-Wiwi: <b>BSc</b> -Or-4	<b>Finance</b>	2 <sup>nd</sup> semester	6 CP
Course	Finance		
Code	02-Wiwi:BSc-Or-4		
Faculty / Department / Chair	02 / Business Administration / BWL V – Financial Services, BWL VI – Banking & Finance		
Coordinators	Prof. Andreas Walter and Prof. Christina Bannier		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of business administration basics</li> <li>• understanding business lines of argument and their applications</li> <li>• principles and practice of business analysis and calculations</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basics in investments</li> <li>• basics in finance</li> </ul> More detailed information is available from the coordinators.		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-Wiwi: <b>BSc</b> -Or-5	<b>Microeconomics I</b>		1 <sup>st</sup> semester	6 CP
Course	Microeconomics I			
Code	02-Wiwi:BSc-Or-5			
Faculty / Department / Chair	02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation			
Coordinator	Prof. Georg Götz			
Requirements	None			
Learning Outcomes	Students should develop a basic understanding of how markets work and whether market outcomes are beneficial from the viewpoint of society. The course also helps to understand the potential and limits of economic policy in various contexts.			
Course Contents	<ul style="list-style-type: none"> <li>• economic thinking</li> <li>• basics of supply and demand</li> <li>• the idea of markets and welfare</li> <li>• the public sector and economic policy</li> <li>• firm behavior under perfect and imperfect competition</li> </ul> Please take detailed information on concrete module contents from the notices about the attributed course.			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	80-90% written assessment; 20-10% assignment (details to be announced in class)		
Frequency	Winter semester			
Teaching Language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-Wiwi: <b>BSc</b> -Or-6	<b>Microeconomics II</b>	2 <sup>nd</sup> semester	6 CP
Course	Microeconomics II		
Code	02-Wiwi:BSc-Or-6		
Faculty / Department / Chair	02 / Economics / VWL VI – Behavioural and Institutional Economics		
Coordinator	Prof. Max Albert		
Requirements	none		
Learning Outcomes	<ul style="list-style-type: none"> <li>• basic knowledge of general equilibrium theory including its methodological, decision-theoretic and mathematical foundations and its historical development</li> <li>• ability to interpret and critically discuss simple models from this area</li> <li>• computational skills necessary for handling such models</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basic methods</li> <li>• theory of the consumer</li> <li>• theory of the firm</li> <li>• general equilibrium theory</li> <li>• intertemporal decision making and decision making under risk</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-Wiwi: <b>BSc</b> -Or-7	<b>Macroeconomics I</b>		1 <sup>st</sup> semester	6 CP
Course	Macroeconomics I			
Code	02-Wiwi:BSc-Or-7			
Faculty / Department / Chair	02 / Economics / VWL III – International Economics			
Coordinator	Prof. Jürgen Meckl			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic reproduction of fundamental macroeconomics</li> <li>• understanding for lines of macroeconomic reasoning and their application</li> <li>• first calculations and evaluations within macroeconomic questions</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• basic concepts of macroeconomics</li> <li>• Keynesian income-expenditure model</li> <li>• goods and money markets – the IS-LM model</li> <li>• goods markets and financial markets in the open economy</li> <li>• stabilization policy and the exchange rate – the Mundell-Fleming model</li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60-90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written assessment		
Frequency	Winter semester			
Teaching Language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-Wiwi: <b>BSc</b> -Or-8		<b>Macroeconomics II</b>		2 <sup>nd</sup> semester	6 CP
Course		Macroeconomics II			
Code		02-Wiwi:BSc-Or-8			
Faculty / Department / Chair		02 / Economics / VWL V – Monetary Economics			
Coordinators		Prof. Peter Tillmann			
Recommended prior coursework		None			
Learning Outcomes		Acquisition of theoretical knowledge and applied skills in macroeconomics II resulting in improved methodological and self-management competence (to be specified in initial course session): <ul style="list-style-type: none"> <li>• knowledge and systematic understanding of economic basics</li> <li>• understanding business lines of argument and their applications</li> <li>• principles and practice of business analysis and calculations</li> </ul>			
Course Contents		<ul style="list-style-type: none"> <li>• introduction to growth theory</li> <li>• labour markets</li> <li>• money and prices in the short-run and the long-run</li> <li>• intertemporal consumption and saving decisions</li> <li>• macroeconomic data and stylized facts</li> </ul>			
Teaching Method		Lecture and tutorial			
Workload (hours)	Total		180 hours		
	Course		Attendance		Preview and review
	Lecture		30		60
	Tutorial		30		60
Assessment		End-of-course assessment			
Assessment	Requirements		None		
	Type(s) (duration)		Written examination (60 – 90 minutes)		
	Type of reassessment		Equivalent to type of initial assessment		
	Contribution to final grade		100% written examination		
Frequency		Summer semester			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see StudIP			

02-Wiwi: <b>BSc</b> -Or-9	<b>Mathematics for Economists</b>		1 <sup>st</sup> semester	6 CP
Course	Mathematics for Economists			
Code	02-Wiwi:BSc-Or-9			
Faculty / Department / Chair	02 / Economics / VWL VII - Statistics and Econometrics			
Coordinator	Prof. Peter Winker			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of mathematical basics</li> <li>• understanding mathematical lines of argument and their principles of application and practice of mathematical analysis and calculations</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• basics of mathematics</li> <li>• analysis of one variable</li> <li>• analysis of several variables</li> <li>• linear algebra</li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency	Winter semester			
Teaching Language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-Wiwi: <b>BSc</b> -Or-10	<b>Fundamentals of Statistics</b>	2 <sup>nd</sup> semester	6 CP
Course	Fundamentals of Statistics		
Code	02-Wiwi:BSc-Or-10		
Faculty / Department / Chair	02 / Economics / VWL VII - Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of statistical basics</li> <li>• understanding statistical lines of argument and their applications</li> <li>• principles and practice of statistical analysis and calculations</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• descriptive statistics</li> <li>• probability calculus</li> <li>• random variables and distributions</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B1-1		<b>Marketing</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course		Marketing		
Code		02-BWL:BSc-B1-1		
Faculty / Department / Chair		02 / Business Administration / BWL I – Marketing and Sales Management		
Coordinator		Prof. Alexander Haas		
Requirements		None		
Learning Outcomes		<ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure further independent study and learning</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
Course Contents		<ul style="list-style-type: none"> <li>• comprehension of market actors</li> <li>• development of market strategies</li> <li>• formulation of marketing measures</li> <li>• implementation of market strategies</li> </ul>		
Teaching Method		Lecture and tutorial		
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment		End-of-course assessment or in-course assessment		
Assessment	Requirements	None		
	Type(s) (duration)	Written examination, simulation (60-90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	90-100% written assessment; 0-10% simulation (details to be announced in class)		
Frequency		Winter semester		
Teaching Language		<b>English</b>		
Note		For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B1-2	<b>Marketing Research</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Marketing Research		
Code	02-BWL:BSc-B1-2		
Faculty / Department / Chair	02 / Business Administration / BWL I – Marketing and Sales Management		
Coordinator	Prof. Alexander Haas		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure further independent study and learning</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• comprehension of market research</li> <li>• development and execution of market research projects</li> <li>• understanding of the methods of data evaluation</li> <li>• generating market information</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B1-3	<b>Customer Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Customer Management		
Code	02-BWL:BSc-B1-3		
Faculty / Department / Chair	02 / Business Administration / BWL I – Marketing and Sales Management		
Coordinator	Prof. Alexander Haas		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure further independent study and learning</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• comprehension of customer management</li> <li>• planning and realization of selling processes</li> <li>• planning and realization of negotiation processes</li> <li>• customer relationship management and customer lifecycle management</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	In-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and oral assessment (to be announced in initial session)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	66,66% written assessment and 33,33% oral assessment	
Frequency	Winter semester		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP.		

02-BWL: <b>BSc</b> -B1-4	<b>Sales Strategy and Execution</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Sales Strategy and Execution		
Code	02-BWL:BSc-B1-4		
Faculty / Department / Chair	02 / Business Administration / BWL I – Marketing and Sales Management		
Coordinator	Prof. Alexander Haas		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure further independent study and learning</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• understanding sales process and performance</li> <li>• formulating sales strategies</li> <li>• implementing sales strategies</li> <li>• negotiating and selling</li> <li>• analysing and controlling the sales process</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	In-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written assessment and oral assessment (to be announced in initial session)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	75-80%% written assessment and 20-25% oral assessment (to be announced in initial session)	
Frequency	Summer semester		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B2-1	<b>Management Skills and Methods</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Management Skills and Methods		
Code	02-BWL:BSc-B2-1		
Faculty / Department / Chair	02 / Business Administration / BWL II – Strategic and International Management		
Coordinator	Prof. Andreas Bausch		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• basic understanding of goals, tasks and capabilities of management and theories of management</li> <li>• knowledge of key methods and frameworks for systematic analysis, problem solving and decision making across the management process</li> <li>• independent compilation, evaluation and interpretation of scientific insights from different areas in management</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• identification, structuring and analysis of problems</li> <li>• conceptual and creative thinking</li> <li>• strategic analysis and evaluation</li> <li>• financial analysis and evaluation</li> <li>• communication of problem solving</li> <li>• problem solving as a project</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	70-100% written assessment and 0-30% project assignment	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B2-2	<b>Strategic and International Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Strategic and International Management		
Code	02-BWL:BSc-B2-2		
Faculty / Department / Chair	02/ Business Administration / BWL II – Strategic and International Management		
Coordinator	Prof. Andreas Bausch		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding of basic theories in strategic and international management</li> <li>• knowledge of key methods and frameworks for systematic analysis and problem solving in strategic decision making</li> <li>• knowledge of evidence provided by empirical studies in strategic and international management</li> <li>• independent compilation, evaluation and interpretation of scientific insights from research in strategy and international business</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• introduction to strategic and international management</li> <li>• strategy processes and strategic analysis</li> <li>• business and corporate strategy</li> <li>• international trade and foreign direct investment</li> <li>• strategy and organisation in international enterprises</li> <li>• internationalisation and firm performance</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes) and / or project assignment (to be announced in initial session)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	70-100% written assessment and 0-30% project assignment	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B4-1	<b>Fundamentals of Controlling</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Fundamentals of Controlling		
Code	02-BWL:BSc-B4-1		
Faculty / Department / Chair	02 / Business Administration / BWL IV – Managerial Accounting		
Coordinator	Prof. Arnt Wöhrmann		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• ability to systemize and apply core concept of managerial accounting</li> <li>• general understanding of the idea of managerial accounting and also of selected managerial accounting concepts along the value chain (primary and support activities)</li> <li>• enabling students to adapt, apply and challenge selected instruments</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• introduction to managerial accounting including an overview of important managerial accounting conceptions</li> <li>• role of managerial accounting for supporting decisions</li> <li>• presentation of fundamental managerial accounting tasks, concepts and instruments (e.g., transfer pricing, budgeting)</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-BWL: <b>BSc</b> -B4-2	<b>Cost Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Cost Management		
Code	02-BWL:BSc-B4-2		
Faculty / Department / Chair	02 / Business Administration / BWL IV – Managerial Accounting		
Coordinator	Prof. Arnt Wöhrmann		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowing how to apply cost management instruments in specific situations</li> <li>• students can differentiate between various concepts and instruments of cost management</li> <li>• students understand cost information and can base business decisions on this understanding</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• advanced concepts and instruments in cost accounting (e.g. activity based costing, cost analysis)</li> <li>• fundamental and advanced concepts of cost management (e.g. target costing)</li> <li>• selected management accounting instruments</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B5-3	<b>Financial Institutions</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Financial Institutions		
Code	02-BWL:BSc-B5-3		
Faculty / Department / Chair	02 / Business Administration / BWL V - Financial Services		
Coordinator	Prof. Andreas Walter		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of the relevant field of business administration.</li> <li>• understanding business lines of argument and their applications</li> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• financial intermediaries as provider of financial services</li> <li>• financial institutions</li> <li>• financing as financial service</li> <li>• investment as financial service</li> <li>• risk assumption and risk transfer as financial service</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	45	90
	Tutorial	15	30
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B5-4		<b>Investments</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course		Investments		
Code		02-BWL:BSc-B5-4		
Faculty / Department / Chair		02 / Business Administration / BWL V - Financial Services		
Coordinator		Prof. Andreas Walter		
Requirements		None		
Learning Outcomes		<ul style="list-style-type: none"> <li>• knowledge and systematic understanding of the relevant field of business administration.</li> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure further independent study and learning</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> </ul>		
Course Contents		<ul style="list-style-type: none"> <li>• basics in investments</li> <li>• portfolio management</li> <li>• asset classes</li> <li>• hedging strategies</li> </ul>		
Teaching Method		Lecture and tutorials		
Workload (hours)	Total	180 hours		
	Course	Attendance		Preview and review
	Lecture	30		60
	Tutorial	30		60
Assessment		End-of-course assessment		
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60-90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency		Winter semester		
Teaching Language		<b>German</b>		
Note		For further information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B6-1	<b>Corporate Finance</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Corporate Finance		
Code	02-BWL:BSc-B6-1		
Faculty / Department / Chair	02 / Business Administration / BWL VI – Banking and Finance		
Coordinator	Prof. Christina Bannier		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding of basic and advanced aspects of corporate finance</li> <li>• classification of entrepreneurial financing decisions in the overall economic development</li> <li>• understanding of the development of financial markets as a place where entrepreneurial financing and individual (financial) investment decisions meet</li> <li>• critical appreciation of current research results on the description and explanation of financial phenomena</li> <li>• transfer of the acquired knowledge into the entrepreneurial practice</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• analysis of corporate financial information</li> <li>• capital allocation within the company</li> <li>• financing strategies</li> <li>• dividend policy</li> <li>• corporate valuation</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-BWL: <b>BSc</b> -B6-2	<b>Banking</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Banking		
Code	02-BWL:BSc-B6-2		
Faculty / Department / Chair	02 / Business Administration / BWL VI – Banking and Finance		
Coordinator	Prof. Christina Bannier		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding of basic and advanced aspects of investment and commercial banking</li> <li>• classification of bank-related strategies in the overall economic development</li> <li>• knowledge of the risk effects of banking on the development of financial and real markets</li> <li>• critical appreciation of current research findings on the description and explanation of phenomena in the field of banking</li> <li>• transfer of the acquired knowledge to bank management</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basics of financial intermediation</li> <li>• investment banking: security issues and transaction consulting</li> <li>• commercial banking</li> <li>• banking risks and hedging strategies</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B7-1	<b>Accounting according to IFRS</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Accounting according to IFRS		
Code	02-BWL:BSc-B7-1		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding the necessity of International Financial Reporting Standards (IFRS)</li> <li>• understanding the general objectives of IFRS in distinction to the accounting principles under German GAAP</li> <li>• comprehension of specific reporting standards according to IFRS</li> <li>• identifying and critically examining discretion in reporting standards against the backdrop of the general objectives of IFRS reporting</li> <li>• enabling the exchange of ideas with experts and beginners regarding critical aspects of IFRS reporting</li> <li>• developing a profound normative understanding of accounting</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• conceptual framework of the accounting according to IFRS</li> <li>• financial statements according to IFRS</li> <li>• recognition, measurement and disclosure requirements of selected assets and liabilities</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B7-4	<b>Accounting according to German GAAP</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Accounting according to HGB		
Code	02-BWL:BSc-B7-4		
Faculty / Department / Chair	02 / Business Administration / BWL VII – Financial Accounting		
Coordinator	Prof. Corinna Ewelt-Knauer		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• acquiring a comprehensive understanding regarding the accounting principles of German GAAP</li> <li>• acquiring knowledge regarding the financial reporting of economic matters via accounting</li> <li>• comprehension of specific reporting standards according to German GAAP</li> <li>• identifying and critically examining discretion in reporting standards against the backdrop of the general objectives of German GAAP</li> <li>• enabling the exchange of ideas with experts and beginners regarding critical aspects of German GAAP</li> <li>• developing a profound normative understanding of accounting</li> </ul>		
Course Contents	Course contents include, for example: <ul style="list-style-type: none"> <li>• addressee, aims and contents of financial statements according to HGB</li> <li>• rules in accordance to German GAAP and tax law particularly with regards to recognition, measurement and disclosure of selected assets and liabilities</li> <li>• examination primarily focused on separate financial statements of companies</li> <li>• principles of regular bookkeeping</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B8-1	<b>Organizational Behavior &amp; Human Resource Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Organizational Behavior & Human Resource Management		
Code	02-BWL:BSc-B8-1		
Faculty / Department / Chair	02 / Business Administration / BWL VIII – Human Resource Management		
Coordinator	Prof. Frank Walter		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding the fundamental theories in the fields of organizational behaviour and human resource management</li> <li>• knowledge of important empirical insights and basic methods from the fields of organizational behaviour and human resource management</li> <li>• independently assessing and interpreting scientific findings from the fields of organizational behaviour and human resource management</li> <li>• forming, argumentatively defending and critically appraising specialized positions and solutions to problems from the fields of organizational behaviour and human resource management</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• theory and research on organizational behavior, e. g. regarding work attitudes, motivation, personality traits and teamwork</li> <li>• human resource functions, such as HR planning, personal recruiting, employee appraisal, remuneration, HR development and personnel layoff</li> <li>• evidence-based management of human resources and organizational behavior</li> <li>• basic methods of organizational behavior and human resource management</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-BWL: <b>BSc</b> -B8-3	<b>Leadership</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Leadership		
Code	02-BWL:BSc-B8-3		
Faculty / Department / Chair	02 / Business Administration / BWL VIII – Human Resource Management		
Coordinator	Prof. Frank Walter		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding the fundamental theories of leadership</li> <li>• knowledge of important empirical insights for leadership</li> <li>• independent evaluation and interpretation of scientific insights in the field of human resources management</li> <li>• forming, argumentatively defending and critically appraising specialized positions and solutions to problems of leadership</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basics of leadership</li> <li>• classical theories of leadership (e.g., leadership rolls and managerial behavior, trait approach, leadership style theories, situational theories)</li> <li>• modern theories of leadership (e.g. charismatic and transformational leadership, dyadic leadership theories, destructive leadership, informal leadership, leadership ethics)</li> <li>• empirical evidence from recent leadership research</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100%written examination	
Frequency	Winter semester		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B9-3	<b>IT Project Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	IT Project Management		
Code	02-BWL:BSc-B9-3		
Faculty / Department / Chair	02 / Business Administration and Economics / BWL IX – Business Information Systems		
Coordinator	Prof. Dr. Axel C. Schwickert		
Requirements	IT-Systeme (02-Meth:BSc-B9-1)		
Learning Outcomes	Evaluate, interpret, and apply basic and advanced scientific and practitioner knowledge to the management and execution of IT projects.		
Course Contents	<ul style="list-style-type: none"> <li>• Basics of IT project management</li> <li>• Organizational standards for planning and executing IT projects</li> <li>• Structuring and optimization of IT projects</li> <li>• Modeling and programming of IT systems</li> <li>• Application of project management software</li> <li>• The importance of people in IT projects</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% examination	
Frequency	Summer semester		
Teaching language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B10-1		<b>Entrepreneurship</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course		Entrepreneurship			
Code		02-BWL:BSc-B10-1			
Faculty / Department / Chair		02 / Business Administration / BWL X – Innovations and Start-up Management			
Coordinator		Prof. Monika Schuhmacher			
Requirements		None			
Learning Outcomes		<ul style="list-style-type: none"> <li>• theories and concepts of entrepreneurship along the start-up life cycle and regarding motivations for starting and realizing a business</li> <li>• autonomous creation of continuous learning processes</li> <li>• ability to formulate, defend and criticize field-specific positions and approaches</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> <li>• understanding of research insights in individual module contents</li> </ul>			
Course Contents		<ul style="list-style-type: none"> <li>• basics and processes for starting a business</li> <li>• selected challenges such as idea generation and development, team formation, start-up financing as well as the creation of unique enterprise features</li> <li>• structure and content of business models and business plans</li> </ul>			
Teaching Method		Lecture and tutorial			
Workload (hours)	Total	180 hours			
	Course	Attendance		Preview and review	
	Lecture	30		60	
	Tutorial	30		60	
Assessment		End-of-course assessment			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination			
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% written examination			
Frequency		Winter semester			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see StudIP			

02-BWL: <b>BSc</b> -B10-2	<b>Technology and Innovation Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Technology and Innovation Management		
Code	02-BWL:BSc-B10-2		
Faculty / Department / Chair	02 / Business Administration / BWL X – Innovation and Start-up Management		
Coordinator	Prof. Monika Schuhmacher		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• theories and concepts of technology and innovation management</li> <li>• autonomous creation of continuous learning processes</li> <li>• ability to formulate, defend and criticize field-specific positions and approaches</li> <li>• understanding of research insights in individual module contents</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• principles of technology management and innovation management</li> <li>• theoretical pluralism, e.g. network theory</li> <li>• technology strategies</li> <li>• innovation processes</li> <li>• innovation strategies</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP		

02-BWL: <b>BSc</b> -B12-2		<b>Operations Management</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course		Operations Management			
Code		02-BWL:BSc-B12-2			
Faculty / Department / Chair		02 / Business Administration / BWL XII – Digitalisation, E-Business and Operations Management			
Coordinator		Prof. Jella Pfeiffer			
Requirements		None			
Learning Outcomes		<ul style="list-style-type: none"> <li>• basic competence in operations management and operations research</li> <li>• modeling and solving simple linear and integer optimization problems</li> <li>• logical and mathematical reasoning</li> <li>• critical reflection on alternatives in process design and production planning</li> <li>• competence in the area of decision analysis</li> <li>• exchanging information, ideas, problem areas, and solutions of the covered field with both lay and specialist audiences</li> </ul>			
Course Contents		<ul style="list-style-type: none"> <li>• basics of operations management and operations research</li> <li>• location planning</li> <li>• process design</li> <li>• production and process planning</li> <li>• industry 4.0</li> <li>• linear and integer optimization</li> </ul>			
Teaching Method		Lecture and tutorial			
Workload (hours)	Total		180 hours		
	Course		Attendance		Preview and review
	Lecture		30		60
	Tutorial		30		60
Assessment		In-course assessment			
Assessment	Requirements		None		
	Type(s) (duration)		Written examination (60-90 minutes) and 1-3 assignments (2-4 pages - to be announced by the lecturer)		
	Type of reassessment		Written examination (60-90 minutes)		
	Contribution to final grade		80% written examination and 20% assignments (to be announced by the lecturer)		
Frequency		Winter semester			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see StudIP			

02-BWL: <b>BSc</b> -Dekanat-2	<b>Introduction to Value Added Tax (VAT)</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Introduction to Value Added Tax (VAT)			
Code	02-BWL:BSc-Dekanat-2			
Faculty / Department / Chair	02 / Business Administration / Deanery			
Coordinator	Deanery			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• Basic understanding of VAT</li> <li>• Understanding the levying of VAT</li> <li>• Understanding the impact of taxation on typical business decisions</li> <li>• Solve given taxation issues and question the results</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• Legal basis of VAT</li> <li>• Collection of VAT (audit scheme)</li> <li>• Taxation of supplies and other services</li> <li>• Mail order regulations and e-commerce</li> <li>• Elements of tax exemption</li> <li>• Time of taxation and tax collection procedure</li> <li>• Reporting obligations and reporting procedures</li> <li>• Trending Topic - Automation in ERP and Reporting</li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance		Preview and review
	Lecture	30		60
	Tutorial	30		60
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60-90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency	Winter semester 22-23			
Teaching Language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-BWL:BSc-Dekanat-Extra2	<b>Introduction to Tax Law</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Introduction to Tax Law			
Code	02-BWL:BSc-Dekanat-Extra2			
Faculty / Department / Chair	02 / Business Administration / BWL XII – Taxation Theory and Fiscal Policy			
Coordinator	Prof. Jobst Wilmanns; Susanne Hemme			
Learning Outcomes	<ul style="list-style-type: none"> <li>• Fundamentals of the German Tax Law as part of Public Law within the framework of the broader German Legal System</li> <li>• Understanding of tax legislation and tax enforcement powers</li> <li>• Understanding of the most important areas of German tax law</li> <li>• Basic understanding of the taxation procedure and legal procedures for appeals</li> <li>• Solve given taxation issues and scrutinize the results</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• Structure of German tax law: understanding of terminology and overview of different types of taxes</li> <li>• Legislative and tax enforcement powers of the federal government, federal states and municipalities as well as their limits</li> <li>• Differentiation of various legal forms: Public law vs. private law</li> <li>• Personal and material tax obligations in income tax law</li> <li>• Overview of the types of income determination in income tax law</li> <li>• Overview of the types of income in income tax law</li> <li>• Main features of the Fiscal Code: Overview of the assessment and collection procedure, the tax audit and appeal procedures</li> </ul>			
Teaching Method	Lecture and Tutorial			
Workload	Total	180		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency	Winter semester			
Teaching language	<b>German</b>			
Note	For course documents, literature and dates, see StudIP and eVV.			

02-BWL: MSc-Dekanat-4	<b>Value Added Tax and Customs Law</b>	1st – 3rd semester	6 CP
Course	Value Added Tax and Customs Law		
Code	02-BWL: MSc-Dekanat-4		
Faculty / Department / Chair	02 / Business Administration / BWL XII – Taxation Theory and Fiscal Policy		
Coordinator	Prof. Jost Wilmanns		
Learning Outcomes	<ul style="list-style-type: none"> <li>• Build on the existing skills and knowledge about VAT</li> <li>• Identify, recognize, understand and distinguish the principles and foundations of customs law</li> <li>• Be able to solve real-life cases from a theoretical and practical point of view</li> <li>• Be able to offer solutions to the issues covered by this course</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• Fundamentals and advanced topics of VAT and customs law</li> <li>• Selected VAT topics:                             <ul style="list-style-type: none"> <li>○ VAT grouping</li> <li>○ Transfer of a Going Concern</li> <li>○ holding jurisprudence</li> <li>○ chain transactions</li> <li>○ VAT exemptions/option for taxation</li> <li>○ reverse charge mechanism</li> <li>○ application of the capital goods scheme</li> </ul> </li> <li>• Selected topics on customs law:                             <ul style="list-style-type: none"> <li>○ customs value</li> <li>○ customs debt law</li> <li>○ origin of goods</li> <li>○ customs procedures</li> <li>○ import and export etc.</li> </ul> </li> </ul>		
Teaching Method	Lecture and Tutorial		
Workload	Total	180	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-VWL: <b>BSc</b> -V1-1	<b>Competition Policy and Strategy</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Competition Policy and Strategy		
Code	02-VWL:BSc-V1-1		
Faculty / Department / Chair	02 / Economics / VWL I – Industrial Economics, Competition Policy and Regulation		
Coordinator	Prof. Georg Götz		
Requirements	None		
Learning Outcomes	The course introduces the basics of industrial organization. Students learn how firms interact in oligopoly markets, what kind of pricing strategies are optimal for firms with market power and what the incentives to collude are. The course introduces the basics of antitrust thinking.		
Course Contents	<ul style="list-style-type: none"> <li>• basics microeconomic tools</li> <li>• market structure and market power</li> <li>• monopoly power and practice</li> <li>• competition in oligopoly markets</li> <li>• anticompetitive strategies</li> <li>• public policy toward firms with market power</li> <li>• cartels and collusions</li> </ul>		
Teaching Method	Blended Learning with lecture, tutorial and online assignments		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	In-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes) and assignments (2-4 pages) (to be announced in initial session)	
	Type of reassessment	Examination (90 minutes)	
	Contribution to final grade	85% written examination, 15% assignments	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-VWL: <b>BSc</b> -V3-1	<b>International Trade</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	International Trade		
Code	02-VWL:BSc-V3-1		
Faculty / Department / Chair	02 / Economics / VWL III – International Economics		
Coordinator	Prof. Jürgen Meckl		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• basic knowledge of international trade theory and trade policies including their methodological, decision theoretic and mathematical foundations and its historical development</li> <li>• ability to interpret and critically discuss simple models from this field</li> <li>• computational skills necessary for handling such models and to apply them to analyse real-world problems</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• Trade in the global economy</li> <li>• Patterns of international trade</li> <li>• Effects of globalization on efficiency and distribution</li> <li>• Instruments and impact of trade policy</li> <li>• Controversies in trade policy</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP.		

02-VWL: <b>BSc</b> -V4-1	<b>Transition and Integration Economics</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Transition and Integration Economics			
Code	02-VWL:BSc-V4-1			
Faculty / Department / Chair	02 / Economics / VWL IV – Transition and Integration Economics			
Coordinator	Prof. Matthias Göcke			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• understanding and own application of economic-theoretical explanatory models related to economic transformation and integration processes</li> <li>• independent critical reflection of specific economic systems as well as real integration processes and corresponding institutions (such as WTO, EU)</li> <li>• formulation and argumentative defense of the advantages and disadvantages of individual economic systems or of different forms of integration</li> <li>• ability to exchange ideas about problem areas and solutions with reference to the subject dealt with as well as to independently design further learning processes</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• determinants of economic development</li> <li>• characteristics and functioning of the market economy and centrally planned economy</li> <li>• problems of centrally planned economies</li> <li>• elements of a transformation of economic systems</li> <li>• integration of economic areas, and integration institutions (WTO, EU)</li> <li>• individual and macroeconomic effects of the integration of economic areas</li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60-90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency	Summer semester			
Teaching Language	<b>English</b>			
Note	For further module information and required readings, see StudIP			

02-VWL: <b>BSc</b> -V4-2	<b>Economic Policy and Public Finance</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Economic Policy and Public Finance			
Code	02-VWL:BSc-V4-2			
Faculty / Department / Chair	02 / Economics / VWL IV – Transition and Integration Economics			
Coordinator	Prof. Matthias Göcke			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• Knowledge of the basics of economic policy and public finance</li> <li>• Understanding of economic and public finance lines of argument and applications</li> <li>• Assessment of economic and public finance policy measures from an economic point of view</li> <li>• Ability to exchange about ideas, problem areas and solutions with regard to the subject areas covered and to independently design further learning processes</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• Economic policy: <ul style="list-style-type: none"> <li>- economic policy in the case of market failure</li> <li>- collective decisions</li> <li>- social and distribution policy</li> </ul> </li> <li>• Public finance: <ul style="list-style-type: none"> <li>- state budget and fiscal policy decisions</li> <li>- principles, effects and structure of taxation</li> <li>- public debt theory and policy</li> </ul> </li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60-90 minutes)		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% written examination		
Frequency	Winter semester			
Teaching Language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-VWL: <b>BSc</b> -V5-1	<b>Monetary Policy</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Monetary Policy		
Code	02-VWL:BSc-V5-1		
Faculty / Department / Chair	02 / Economics / VWL V - Monetary Economics		
Coordinator	Prof. Peter Tillmann		
Requirements	None		
Learning Outcomes	<p>Theoretical knowledge of and applied skills in monetary policy resulting in improved methodological and object competence (to be specified in initial course session):</p> <ul style="list-style-type: none"> <li>• independent compilation, evaluation and interpretation of scientific insights in their societal and ethical context</li> <li>• ability to structure further independent study and learning</li> <li>• ability to formulate, defend and criticize specific positions and approaches in this field</li> <li>• ability to discuss information, ideas, issues and solutions with both lay and specialist audiences in this field</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• theories of money demand and money supply</li> <li>• relation between money and inflation</li> <li>• transmission mechanisms of monetary policy</li> <li>• theory of the term structure of interest rates</li> <li>• problem of time inconsistency of monetary policy</li> <li>• optimal monetary policy</li> <li>• unconventional monetary policy at the zero-lower bound</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-VWL: <b>BSc</b> -V6-1	<b>Strategic Behaviour and Institutions</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Strategic Behavior and Institutions		
Code	02-VWL:BSc-V6-1		
Faculty / Department / Chair	02 / Economics / VWL VI – Behavioural and Institutional Economics		
Coordinator	Prof. Max Albert		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• basic knowledge of game theory and institutional economics including its methodological, decision-theoretic and mathematical foundations and its historical development</li> <li>• ability to interpret and critically discuss simple models from this area</li> <li>• computational skills necessary for handling such models</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basics in institutional economics</li> <li>• fundamental game theory</li> <li>• applications (e.g. theory of contracts, asymmetrical information, theory of internal legal structure of the company)</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-VWL: <b>BSc</b> -V8-1	<b>Health Economics</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Health Economics		
Code	02-VWL:BSc-V8-1		
Faculty / Department / Chair	02 / General Economics / VWL VIII – Health Economics		
Coordinator	Prof. Christian Gissel		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• Knowledge and systematic understanding of basic health economic methods and models</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• structure of public health</li> <li>• allocation and distribution of public health</li> <li>• health insurance systems</li> <li>• pharmaceutical economy, methods of cost – benefit assessment</li> <li>• innovation in public health, digitalization, mobile health</li> <li>• public health</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Irregular		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-VWL/BWL: <b>BSc</b> -St-2	<b>Empirical Economic Research and Econometrics</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Empirical Economic Research and Econometrics		
Code	02-VWL:BSc-St-2		
Faculty / Department / Chair	02 / Economics / VWL VII - Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• assessment and selection of appropriate methods in applied economic research</li> <li>• ability to independently structure further learning</li> <li>• critical analysis of the use of empirical methods in scientific and applied economic research</li> <li>• ability to discuss information, methods, issues and solutions with both lay and specialist audiences in the field of empirical economic research</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• data base and data processing</li> <li>• linear regression models and residual analysis</li> <li>• qualitative variables</li> <li>• dynamic models, simulation and prediction</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester (digital) and summer semester		
Teaching Language	<b>English</b> (winter semester) <b>and German</b> (summer semester)		
Note	For further module information and required readings, see StudIP.		

02-VWL/BWL: <b>BSc</b> -St-3	<b>Programming in Matlab</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Programming in Matlab		
Code	02-VWL:BSc-St-3		
Faculty / Department / Chair	02 / Economics / VWL VII - Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• learning the basics of programming in Matlab</li> <li>• ability to translate real questions into pseudo or programming code</li> <li>• creation and application of suitable Matlab programs for solving tasks, especially in the field of economics</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basic principles in programming with Matlab</li> <li>• data types and operators</li> <li>• programs and procedures</li> <li>• graphics</li> <li>• special applications</li> </ul>		
Teaching Method	Lecture with tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture with integrated exercises	60	90
	Independent study	30	
Assessment	In-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes) and assignment (2 pages)	
	Type of reassessment	Written examination (90 minutes)	
	Contribution to final grade	70% written examination, 30% assignment	
Frequency	Winter semester		
Capacity	20		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-BWL/VWL:BSc-B12/St-Extra1	<b>Lecture Series Sustainability in Economics and Business Studies</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Lecture Series Sustainability in Economics and Business Studies		
Code	02-BWL/VWL:BSc-V7/B12-1		
Faculty / Department / Chair	02 / Business Administration / BWL XII - Digitalisation, E-Business and Operations Management 02 / Economics / VWL VII - Statistics and Econometrics		
Coordinator	Prof. Jella Pfeiffer, Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• The students gain an overview of relevant dimensions of sustainability in the field of economics and business administration.</li> <li>• The students gain insights into specific aspects of sustainability at different levels from individual behavior, activities at the firm level and in public institutions up to the national and global level.</li> <li>• The students can assess the relevance of economic activities in relation to sustainability aspects.</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• Presentation of research and other activities at the JLU and at practice partners in the field of sustainability of economic activities.</li> <li>• Overview of sustainability approaches in sub-disciplines of economics and business administration.</li> </ul>		
Teaching Method	Lecture		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture with integrated exercises	30	50
	Independent study	100	
Assessment	End-of-course assessment		
Assessment	Requirements	Regular participation	
	Type(s) (duration)	Written assignment: 8 standard pages (or alternative medium with equivalent requirements, e.g. video)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% assignment	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-BWL/VWL:BSc-St-Extra1	<b>Business Analytics and Business Forecasting from a Practical Perspective</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Business analytics and Business Forecasting from a Practical Perspective		
Code	02-BWL/VWL:BSc-St-Extra1		
Faculty / Department / Chair	02 / Economics / VWL VII – Data Driven Economy		
Coordinator	Prof. Frauke Schleer-van Gellecom		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• learn importance of data and data as an asset for data-driven use cases, especially business analytics and business forecasting</li> <li>• deep dive into the field of business forecasting</li> <li>• learn important qualitative and quantitative forecasting methods, how to measure performance and the role of the human being in forecasting</li> <li>• know and understand main concepts to bring a business analytics use case to life in practice, i.e. the business process, operating models and project management styles for business forecasting</li> <li>• importance of „Ethics in AI” and experiments as well as some applications</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• overview on concepts of AI and data, with focus on data as an asset and the data value chain for business analytics and forecasting</li> <li>• purpose and Applications of business forecasting</li> <li>• qualitative and quantitative methods of business forecasting</li> <li>• practical guidelines for business forecasting</li> <li>• operating models of data analytics hubs as well as project management types in data analytics</li> <li>• first look in ethics in AI and experiments</li> </ul>		
Teaching Method	Lecture		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	150
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-VWL: <b>BSc</b> -V3/V6-1		<b>Economic Experiments and Labour Markets</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course		Economic Experiments and Labour Markets			
Code		02-VWL:BSc-V3/V6-1			
Faculty / Department / Chair		02 / Economics / VWL III – International Economics, VWL VI – Behavioural and Institutional Economics			
Coordinators		Prof. Jürgen Meckl, Prof. Max Albert			
Requirements		None			
Learning Outcomes		<ul style="list-style-type: none"> <li>• basic knowledge of experimental, behavioral and labor market economics including its methodological, decision-theoretic and mathematical foundations and its historical development</li> <li>• ability to interpret and critically discuss experiments from this area</li> <li>• ability to interpret and critically discuss simple models from this area</li> </ul>			
Course Contents		<ul style="list-style-type: none"> <li>• history and basics of experimental economics</li> <li>• fundamental game theory</li> <li>• markets and labor markets: theory and experiment</li> <li>• real wage rigidities and structural unemployment: minimum wages, collective wage agreements and efficiency-wage theory</li> <li>• matching problems and frictional unemployment</li> </ul>			
Teaching Method		Lecture and tutorial			
Workload (hours)	Total	180 hours			
	Course	Attendance		Preview and review	
	Lecture with integrated exercises	60		120	
Assessment		End-of-course assessment			
Assessment	Requirements	None			
	Type(s) (duration)	Written examination (60-90 minutes)			
	Type of reassessment	Equivalent to type of initial assessment			
	Contribution to final grade	100% written examination			
Frequency		Irregular			
Teaching Language		<b>German</b>			
Note		For further module information and required readings, see StudIP.			

02-Meth: <b>BSc</b> -St-1	<b>Applied Statistics in Business and Economics</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Applied Statistics in Business and Economics		
Code	02-Meth:BSc-St-1		
Faculty / Department / Chair	02 / Economics / VWL VII - Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• competence for choosing appropriate statistical methods for applications in economics and business administration</li> <li>• ability to apply methods of statistical inference and to the critical interpretation of results</li> <li>• skills in the analysis of multivariate data including the critical interpretation of results</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• statistical estimation and testing of parameters</li> <li>• inference of multivariable data</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-Meth: <b>BSc</b> -St-2	<b>Further Mathematics for Economics</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Further Mathematics for Economics		
Code	02-Meth:BSc-St-2		
Faculty / Department / Chair	02 / Economics / VWL VII - Statistics and Econometrics		
Coordinator	Prof. Peter Winker		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• ability to model real problems from the field of economics in a mathematical way</li> <li>• application of appropriate methods to given mathematical problems</li> <li>• optimization of static and dynamic systems</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• advanced methods of analysis for functions with one and multiple variables</li> <li>• advanced linear algebra techniques,</li> <li>• optimization algorithms</li> <li>• dynamic systems.</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-Meth: <b>BSc</b> -B9-1	<b>IT Systems</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	IT Systems		
Code	02-Meth:BSc-B9-1		
Faculty / Department / Chair	02 / Business Administration / BWL IX – Business Information Systems		
Coordinator	Prof. Axel Schwickert		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>Collection, evaluation and interpretation of scientific and practice-oriented findings on the fundamentals of hardware, software, data, networks, system development, system operation, system use, ERP-, CRM-, BI-, SCM-, Office-, e-business-, development systems</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>Basics of hardware, software, data, networks and system development, system operation and system use</li> <li>Basics of ERP-, CRM-, BI-, SCM-, Office-, e-business-, development systems</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-Meth:BSc-B12-1	<b>Data Science with Python for Business and Economics</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Data Science with Python for Business and Economics			
Code	02-BWL:MSc-B9-4			
Faculty / Department / Chair	02 / Business Administration / BWL XII - Digitalisation, E-Business and Operations Management			
Coordinator	Prof. Jella Pfeiffer			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• Master functional programming in Python</li> <li>• Acquire basic data science knowledge in the use and functionality of Python packages in data collection, processing, visualization, and analysis</li> <li>• Application expertise in statistics and machine learning</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• Basics of Programming in Python</li> <li>• Data Types and Operators</li> <li>• Loops, conditional Statements, and Functions</li> <li>• Data Preparation with Pandas</li> <li>• Data Visualization with Maptplotlib and Seaborn</li> <li>• Data Analysis</li> <li>• Collaborative Work with Git</li> </ul>			
Teaching Method	Lecture with Tutorial			
Workload (hours)	Total	180 hours		
	Course	Attendance	Preview and review	
	Lecture	30	60	
	Tutorial	30	60	
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination (60 – 90 minutes) and exercises		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade	100% Examination		
Frequency	Summer semester			
Capacity	30 students			
Teaching language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-Meth: <b>BSc</b> -B11-1	<b>Data Science for Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Data Science for Management		
Code	02-Meth:BSc-B11-1		
Faculty / Department / Chair	02 / Business Administration / BWL XI – Data Science and Digitalisation		
Coordinator	Prof. Dr. Nicolas Pröllochs		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• theoretical knowledge of fundamental principles of data science</li> <li>• understanding of the core concepts of data science methods to extract patterns and knowledge from structured and unstructured data</li> <li>• ability to formulate, defend and criticize specific positions and approaches in the field of data science</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• data preparation, data modeling, data visualization</li> <li>• extraction of insights from data and fundamentals of machine learning</li> <li>• application of data science methods in business contexts</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60-90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Summer semester		
Teaching Language	<b>German</b>		
Note	For further module information and required readings, see StudIP.		

02-VWL/ BWL:BSc-V10-1	<b>Introduction to Data Driven Economy</b>	3.-6. Fachsemester	6 CP
Course	Introduction to Data Driven Economy		
Code	02-VWL/BWL:BSc-V10-1		
Faculty / Department / Chair	02 / Business Administration and Economics / VWL X – Data Economy		
Coordinator	Prof. Dr. Mirjam Stockburger		
Requirements	None		
Learning Outcomes	<ul style="list-style-type: none"> <li>• Knowledge and autonomous rendition of contents of data driven economy</li> <li>• Basic understanding of opportunities and challenges in using data as a resource</li> <li>• Discussing critically personal, social, and political aspects of data driven economy</li> <li>• Evaluate issues and policies in data driven economy from an economic perspective</li> <li>• Interact with professionals and laypersons about ideas, problems, and solutions in the subject area covered</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• Digitization: History, Meaning, Future</li> <li>• Opportunities and challenges of data in the economy</li> <li>• New economic asset data, new markets, new opportunities</li> <li>• Methods: Insights into Data Science</li> <li>• Ethical and legal framework</li> <li>• Fields of action for politics</li> <li>• Data driven economy in our everyday life (e.g., in the health sector, the automotive industry or in sports)</li> </ul>		
Teaching Method	Lecture and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Lecture	30	60
	Tutorial	30	60
Assessment	End-of-course assessment		
Assessment	Requirements	None	
	Type(s) (duration)	Written examination (60 – 90 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	100% written examination	
Frequency	Winter semester		
Teaching language	<b>German</b>		
Note	For further module information and required readings, see StudIP		

02-Meth:BSc-B14-Extra-1	<b>Introduction to applied Business Informatics</b>		3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Introduction to applied Business Informatics			
Code	02-Meth:BSc-B14-Extra-1			
Faculty / Department / Chair	02 / Business Administration / BWL XIV – Chair of IT Management			
Coordinator	Prof. Eberhard Kurz			
Requirements	None			
Learning Outcomes	<ul style="list-style-type: none"> <li>• Understanding of basic concepts of business informatics</li> <li>• Knowing and applying common content and methods from the field of business informatics (e.g. technologies, application systems, methods)</li> <li>• Develop an understanding of the impact of decisions on business informatics, taking into account technical, economic, ecological and social/ethical criteria</li> <li>• Justify and evaluate independently developed positions</li> <li>• Be familiar with current developments and challenges in the discipline</li> <li>• Students should be able to apply the knowledge acquired in the lecture to solve simple business informatics problems in companies</li> </ul>			
Course Contents	<ul style="list-style-type: none"> <li>• Digitalization, conception and implementation of digital business models</li> <li>• Basic concepts of business informatics</li> <li>• Introduction and overview of technologies used: Hardware, software, networks</li> <li>• Application systems and IT architectures</li> <li>• Information management, IT strategy, IT governance, organization, methods (project and portfolio management, roadmapping), modelling, processes</li> <li>• Ecosystems in business informatics: manufacturers, service providers, make/buy, IT sourcing</li> <li>• Cyber security, ethics and law</li> <li>• Digital transformations</li> <li>• Innovative development in business studies</li> </ul>			
Teaching Method	Lecture and tutorial			
Workload (hours)	Total			
	Course	Attendance	Preview and review	
	Lecture			
	Tutorial			
Assessment	End-of-course assessment			
Assessment	Requirements	None		
	Type(s) (duration)	Written examination and voluntary portfolio or written examination		
	Type of reassessment	Equivalent to type of initial assessment		
	Contribution to final grade			
Frequency	Summer semester			
Teaching language	<b>German</b>			
Note	For further module information and required readings, see StudIP			

02-Q: <b>BSc</b> -Englisch-6	<b>English for Management</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	English for Management		
Code	02-Q:BSc-Englisch-6		
Faculty / Department / Chair	02 / Business Administration and Economics / Managerial English		
Coordinator	Thomas Wagner		
Requirements	Proficiency in English at intermediate (B1 CEFR) level Proficiency in German at independent user (B2 CEFR) level		
Learning Outcomes	<ul style="list-style-type: none"> <li>• ability to communicate more appropriately using English in everyday office situations</li> <li>• understanding of essential types of communication and language skills expected of managers</li> <li>• awareness of cultural and communicative pitfalls of English language use</li> <li>• increased communicative competence and confidence with a focus on building basic on-the-job skills</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• basic business-specific vocabulary</li> <li>• unlearning typical German mistakes in English</li> <li>• essential types of business communication</li> </ul>		
Teaching Method	Seminar and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Seminar	30	60
	Tutorial	15	60
	Independent study	15	
Assessment	In-course assessment		
Assessment	Requirements	Regular attendance and active participation	
	Type(s) (duration)	Written examination (60-90 minutes) and student presentation (30-45 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	60% written assessment, 40% oral assessment	
Frequency	Winter semester and summer semester (2 classes each)		
Capacity	25 students/class		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP.		

02-Q:BSc-Englisch-7	<b>Oral Communication</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Oral Communication		
Code	02-Q:BSc-Englisch-7		
Faculty / Department / Chair	02 / Business Administration and Economics / Managerial English		
Coordinator	Thomas Wagner		
Requirements	English for Management (02-Q:BSc-Englisch-6)		
Learning Outcomes	<ul style="list-style-type: none"> <li>• more effective oral communication in management settings</li> <li>• ability to use essential rhetorical-communicative principles in institutional contexts</li> <li>• increased communicative competence and confidence with a focus on building a professional identity</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• designing and delivering clearly structured and audience-focused management discourse in English</li> <li>• style, structure and impact of management discourse in English</li> </ul>		
Teaching Method	Seminar and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Seminar	30	60
	Tutorial	15	60
	Independent study	15	
Assessment	In-course assessment		
Assessment	Requirements	Regular attendance and active participation	
	Type(s) (duration)	Oral examination (60-90 minutes) and project assignment	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	50% written assessment, 50% oral assessment	
Frequency	Winter semester and summer semester		
Capacity	20 students		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP		

02-Q:BSc-Englisch-8	<b>Written Communication</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Written Communication		
Code	02-Q:BSc-Englisch-8		
Faculty / Department / Chair	02 / Business Administration and Economics / Managerial English		
Coordinator	Thomas Wagner		
Requirements	English for Management (02-Q:BSc-Englisch-6)		
Learning Outcomes	<ul style="list-style-type: none"> <li>• more effective written communication in management settings</li> <li>• ability to use essential rhetorical-communicative principles in institutional contexts</li> <li>• increased communicative competence and confidence with a focus on building a professional identity</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• writing correct, clear and audience-focused management texts</li> <li>• improving style, structure and grammar</li> </ul>		
Teaching Method	Seminar and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Seminar	30	60
	Tutorial	15	60
	Independent study	15	
Assessment	In-course assessment		
Assessment	Requirements	Regular attendance and active participation	
	Type(s) (duration)	Written examination (60-90 minutes) and project assignment	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	75% written assessment, 15% oral assessment	
Frequency	Winter semester and summer semester	Duration: 1 semester	
Capacity	20 students		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP.		

02-Q: <b>BSc</b> -Englisch-9	<b>Working Across Cultures</b>	3 <sup>rd</sup> – 6 <sup>th</sup> semester	6 CP
Course	Working Across Cultures		
Code	02-Q:BSc-Englisch-9		
Faculty / Department / Chair	02 / Business Administration and Economics / Managerial English		
Coordinator	Thomas Wagner		
Requirements	Oral Communication (02-Q:BSc-Englisch-7) and Written Communication (02-Q:BSc-Englisch-8)		
Learning Outcomes	<ul style="list-style-type: none"> <li>• increased regard for cultural peculiarities in intercultural contact</li> <li>• deeper appreciation of cross-cultural differences in mindsets, habits and values</li> <li>• increased communicative and intercultural competence with a focus on building and sustaining meaningful interpersonal relationships</li> </ul>		
Course Contents	<ul style="list-style-type: none"> <li>• concepts and models of intercultural communication</li> <li>• using strategies and techniques of intercultural communication</li> <li>• impact of culture and society on business practice in the US, the UK and beyond</li> </ul>		
Teaching Method	Seminar and tutorial		
Workload (hours)	Total	180 hours	
	Course	Attendance	Preview and review
	Seminar	30	60
	Tutorial	15	60
	Independent study	15	
Assessment	In-course assessment		
Assessment	Requirements	Regular attendance and active participation	
	Type(s) (duration)	Project assignment and student presentation (30-45 minutes)	
	Type of reassessment	Equivalent to type of initial assessment	
	Contribution to final grade	60% written assessment, 40% oral assessment	
Frequency	Winter semester and summer semester	Duration: 1 semester	
Capacity	20 students		
Teaching Language	<b>English</b>		
Note	For further module information and required readings, see StudIP.		